

**Filters**

region All  
market All  
division All  
customer All

**FY Year** **2019**

**PnL by Fiscal Month**

All Values in USD

Note: Do not modify the pivot table

	Fiscal Mth					
	Q1			Q2		
Values	Sep	Oct	Nov	Dec	Jan	Feb
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%

region	All
market	All
division	All
customer	All
<b>FY Year</b>	<b>2020</b>

**PnL by Fiscal Month**

All Values in USD

	Fiscal Mth					
	Q1			Q2		
Values	Sep	Oct	Nov	Dec	Jan	Feb
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%

region	All
market	All
division	All
customer	All
<b>FY Year</b>	<b>2021</b>

**PnL by Fiscal Month**

All Values in USD

	Fiscal Mth					
	Q1			Q2		
Values	Sep	Oct	Nov	Dec	Jan	Feb
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%

**Net Sales Comparison**

<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
<b>20 vs 19</b>	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%