

**FILTER**

customer All  
 market All  
 division All  
 region All  
 FY 2019

**P&L****By Fiscal Months**

All values are in USD

Metrics	Quarters						
	Qtr1		Qtr2				
	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 %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	

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Metrics	Quarters						
	Qtr1		Qtr2				
	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 %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	

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Metrics	Quarters						
	Qtr1		Qtr2				
	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 %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	



Net Sales  
Comparison

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

Note: Do not modify the pivot table

Qtr3		Qtr4				Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	<b>87.5M</b>
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	<b>51.2M</b>
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	<b>36.2M</b>
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	<b>41.4%</b>

Qtr3		Qtr4				Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	<b>196.7M</b>
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	<b>123.4M</b>
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	<b>73.3M</b>
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	<b>37.3%</b>

Qtr3		Qtr4				Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	<b>598.9M</b>
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	<b>380.7M</b>
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	<b>218.2M</b>
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	<b>36.4%</b>



1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%