

**FILTERS**

market All
region All
division All
customer All
FY 2019

P & L**By Fiscal Month****All values are in USD**

Metrics	Quarters			Q2	
	Q1		Nov	Q2	
	Sep	Oct		Dec	
NET SALES	6.5M	8.0M		10.7M	11.4M
COGS	3.8M	4.7M		6.3M	6.7M
Gross Margin	2.6M	3.4M		4.5M	4.7M
GM %	40.9%	42.0%		41.5%	41.4%

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Metrics	Quarters			Q2	
	Q1		Nov	Q2	
	Sep	Oct		Dec	
NET SALES	17.1M	20.6M		28.7M	29.9M
COGS	10.6M	12.8M		18.1M	18.9M
Gross Margin	6.5M	7.8M		10.6M	11.0M
GM %	37.8%	37.8%		37.0%	36.8%

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P & L**By Fiscal Month****All values are in USD**

Metrics	Quarters			Q2	
	Q1		Nov	Q2	
	Sep	Oct		Dec	
NET SALES	44.8M	54.6M		74.3M	78.1M
COGS	28.4M	34.7M		47.4M	49.8M
Gross Margin	16.4M	19.9M		27.0M	28.3M
GM %	36.7%	36.5%		36.3%	36.3%



Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%



NOTE: Do not modify the pivot table

Q2	Q3				Q4				Grand To
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q2	Q3					Q4			Grand To
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q2	Q3			Q4			Grand To		
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%



total

total

total