



FILTERS

region All
market All
division All
customer All
FY 2019

Note: Do not modify pivot table

P&L by Fiscal Months

All values in USD

Metrics	Quarters Q1				Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

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Metrics	Quarters Q1				Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%

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All values in USD

Metrics	Quarters Q1				Q2		Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%



Net sales
comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%



Q3	Q4				Grand Total
May	Jun	Jul	Aug		
6.5M	6.2M	6.5M	6.3M		87.5M
3.8M	3.6M	3.8M	3.7M		51.2M
2.6M	2.6M	2.7M	2.6M		36.2M
40.8%	42.0%	41.5%	41.4%		41.4%

Q3	Q4				Grand Total
May	Jun	Jul	Aug		
9.9M	14.9M	16.1M	16.5M		196.7M
6.2M	9.3M	10.2M	10.5M		123.4M
3.7M	5.5M	5.9M	6.1M		73.3M
37.5%	37.3%	36.7%	36.8%		37.3%

Q3	Q4				Grand Total
May	Jun	Jul	Aug		
44.4M	41.5M	44.0M	43.0M		598.9M
28.1M	26.4M	28.0M	27.4M		380.7M
16.3M	15.1M	16.0M	15.6M		218.2M
36.6%	36.4%	36.4%	36.3%		36.4%



347.0%	178.6%	173.9%	160.3%	204.5%
53.1%	140.7%	148.0%	162.0%	124.8%