



Region All
Division All
Country All
Customers All
FY 2019

P & L

By fiscal month

All values are in USD

Note: Do not the modify pivot tables

Metrics	Quarter Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6.5M	8.0M	10.7M	6.5M	6.1M	11.4M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3.8M	4.7M	6.3M	3.9M	3.5M	6.7M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin	2.6M	3.4M	4.5M	2.7M	2.6M	4.7M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM %	40.9%	42.0%	41.5%	40.9%	41.9%	41.4%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

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Metrics	Quarter Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	17.1M	15.9M	29.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	10.7M	9.9M	18.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross Margin	6.5M	7.8M	10.6M	6.5M	6.0M	11.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
GM %	37.8%	37.8%	37.0%	37.8%	37.7%	36.8%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



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Metrics	Quarter Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44.8M	54.6M	74.3M	44.8M	41.8M	78.1M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M	47.4M	28.4M	26.5M	49.8M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin	16.4M	19.9M	27.0M	16.4M	15.3M	28.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM %	36.7%	36.5%	36.3%	36.7%	36.5%	36.3%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales Comparison

2021 vs 2020	162.1%	164.7%	159.1%	161.4%	162.5%	161.0%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
2020 vs 2019	164.6%	156.6%	167.3%	162.8%	162.0%	161.5%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%