



region All
customer All
division All
market All
FY 2019

P & L

By Fiscal Months

All Values are in USD

Note: Do not modify the pivot table

Metrics	Quarters Q1			Q2			
	Jan	Feb	Mar	Apr	May	Jun	
Net sales	6.5 M	6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	
COGS	3.9 M	3.5 M	3.8 M	3.7 M	3.8 M	3.6 M	
Gross Margin	2.7 M	2.6 M	2.7 M	2.6 M	2.6 M	2.6 M	
GM %	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	

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Metrics	Quarters Q1			Q2			
	Jan	Feb	Mar	Apr	May	Jun	
Net sales	17.1 M	15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	
COGS	10.7 M	9.9 M	1.3 M	4.8 M	6.2 M	9.3 M	
Gross Margin	6.5 M	6.0 M	0.8 M	2.9 M	3.7 M	5.5 M	
GM %	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	

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Metrics	Quarters Q1			Q2			
	Jan	Feb	Mar	Apr	May	Jun	
Net sales	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	
COGS	28.4 M	26.5 M	28.0 M	27.7 M	28.1 M	26.4 M	
Gross Margin	16.4 M	15.3 M	16.0 M	15.8 M	16.3 M	15.1 M	
GM %	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	



Net Sales
Comparison

21 vs 20	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%
20 vs 19	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%



Q3			Q4			Grand Total
Jul	Aug	Sep	Oct	Nov	Dec	
6.5 M	6.3 M	6.5 M	8.0 M	10.7 M	11.4 M	87.5 M
3.8 M	3.7 M	3.8 M	4.7 M	6.3 M	6.7 M	51.2 M
2.7 M	2.6 M	2.6 M	3.4 M	4.5 M	4.7 M	36.2 M
41.5%	41.4%	40.9%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
Jul	Aug	Sep	Oct	Nov	Dec	
16.1 M	16.5 M	17.1 M	20.6 M	28.7 M	29.9 M	196.7 M
10.2 M	10.5 M	10.6 M	12.8 M	18.1 M	18.9 M	123.4 M
5.9 M	6.1 M	6.5 M	7.8 M	10.6 M	11.0 M	73.3 M
36.7%	36.8%	37.8%	37.8%	37.0%	36.8%	37.3%

Q3			Q4			Grand Total
Jul	Aug	Sep	Oct	Nov	Dec	
44.0 M	43.0 M	44.8 M	54.6 M	74.3 M	78.1 M	598.9 M
28.0 M	27.4 M	28.4 M	34.7 M	47.4 M	49.8 M	380.7 M
16.0 M	15.6 M	16.4 M	19.9 M	27.0 M	28.3 M	218.2 M
36.4%	36.3%	36.7%	36.5%	36.3%	36.3%	36.4%



173.9%	160.3%	162.1%	164.7%	159.1%	161.0%	204.5%
148.0%	162.0%	164.6%	156.6%	167.3%	161.5%	124.8%