



FILTER

region All
market All
division All
customer All
FY 2019

Profit & Loss

By Fiscal Month

All values in USD

Note: Do not modify this report

Metrics	Fiscal Year						
	Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net_sales	6.46 M	8.04 M	10.74 M	11.44 M	6.52 M	6.08 M	
COG	3.82 M	4.66 M	6.28 M	6.70 M	3.86 M	3.53 M	
Gross Marg	2.64 M	3.37 M	4.45 M	4.73 M	2.67 M	2.55 M	
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	

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Metrics	Fiscal Year						
	Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net_sales	17.10 M	20.63 M	28.69 M	29.90 M	17.13 M	15.93 M	
COG	10.64 M	12.83 M	18.07 M	18.89 M	10.67 M	9.92 M	
Gross Marg	6.46 M	7.79 M	10.63 M	11.01 M	6.47 M	6.01 M	
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	

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Metrics	Fiscal Year						
	Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net_sales	44.82 M	54.59 M	74.34 M	78.06 M	44.79 M	41.82 M	
COG	28.39 M	34.65 M	47.36 M	49.76 M	28.36 M	26.54 M	
Gross Marg	16.43 M	19.94 M	26.98 M	28.30 M	16.43 M	15.28 M	
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	

Net Sales Comparison

21 vs 20	162%	165%	159%	161%	161%	162%
20 vs 19	165%	157%	167%	161%	163%	162%



Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.41 M	6.32 M	6.49 M	6.18 M	6.48 M	6.31 M	87.48 M
3.75 M	3.71 M	3.84 M	3.59 M	3.79 M	3.70 M	51.24 M
2.66 M	2.62 M	2.65 M	2.60 M	2.69 M	2.61 M	36.24 M
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.11 M	7.76 M	9.93 M	14.88 M	16.08 M	16.54 M	196.69 M
1.34 M	4.83 M	6.21 M	9.34 M	10.18 M	10.45 M	123.37 M
0.77 M	2.93 M	3.72 M	5.55 M	5.90 M	6.08 M	73.32 M
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
43.95 M	43.54 M	44.40 M	41.47 M	44.05 M	43.05 M	598.88 M
27.97 M	27.72 M	28.13 M	26.35 M	28.03 M	27.44 M	380.71 M
15.98 M	15.82 M	16.27 M	15.11 M	16.02 M	15.61 M	218.16 M
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

1982%	461%	347%	179%	174%	160%	204%
-67%	23%	53%	141%	148%	162%	125%