

FILTERS

region All
 market All
 division All
 customer All
 FY 2019

P & L**By Fiscal Months**

All values in USD

Note: Do I

	Quarters				
	Q1			Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%

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	Quarters					
	Q1			Q2		
Metrics	Sep	Oct	Nov	Dec	Jan	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	

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All values in USD

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



Net Sales
Comparision

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

not modify the pivot table

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

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

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



162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	304.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	224.8%