

FILTER

customer All
market All
division All
region All
FY Year 2019

P & L

By 2019 Months
All Values In USD

Note: Do not modify this pivot table report

Metrics	Quarter Q1			Q2		Q3				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
Net_Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	

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Metrics	Quarter Q1			Q2			Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
Net_Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	

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Metrics	Quarter Q1			Q2			Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
Net_Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	

Net Sales Comparison

21 Vs 20	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%	2081.59%	561.21%	447.02%
22 Vs 20	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%	32.93%	122.73%	153.05%



Q4			Grand Total
Jun	Jul	Aug	
6.2M	6.5M	6.3M	87.5M
3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	36.2M
42.00%	41.48%	41.39%	41.43%

Q4			Grand Total
Jun	Jul	Aug	
14.9M	16.1M	16.5M	196.7M
9.3M	10.2M	10.5M	123.4M
5.5M	5.9M	6.1M	73.3M
37.27%	36.68%	36.79%	37.28%

Q4			Grand Total
Jun	Jul	Aug	
41.5M	44.0M	43.0M	598.9M
26.4M	28.0M	27.4M	380.7M
15.1M	16.0M	15.6M	218.2M
36.45%	36.37%	36.26%	36.43%

278.64%	273.93%	260.31%	304.48%
240.65%	248.00%	262.03%	224.85%