



Filters

region All  
division All  
market All  
customer All  
FY 2019

P & L

By Fiscal Month

All values in USD

Note : Do Not Modify the pivot table

| Fiscal Years |        |        |        |        |        |        |        |        |             |        |        |        |        |  |
|--------------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|--------|--------|--------|--------|--|
| Metrics      | Q1     |        | Q2     |        | Q3     |        | Q4     |        | Grand Total |        |        |        |        |  |
|              | Sep    | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May         | Jun    | Jul    | Aug    |        |  |
| Net Sales    | 6.5M   | 8.0M   | 10.7M  | 11.4M  | 6.5M   | 6.1M   | 6.4M   | 6.3M   | 6.5M        | 6.2M   | 6.5M   | 6.3M   | 87.5M  |  |
| COGS         | 3.8M   | 4.7M   | 6.3M   | 6.7M   | 3.9M   | 3.5M   | 3.8M   | 3.7M   | 3.8M        | 3.6M   | 3.8M   | 3.7M   | 51.2M  |  |
| Gross Margin | 2.6M   | 3.4M   | 4.5M   | 4.7M   | 2.7M   | 2.6M   | 2.7M   | 2.6M   | 2.6M        | 2.6M   | 2.7M   | 2.6M   | 36.2M  |  |
| GM %         | 40.87% | 41.97% | 41.49% | 41.39% | 40.87% | 41.94% | 41.45% | 41.39% | 40.79%      | 42.00% | 41.48% | 41.39% | 41.43% |  |

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|--------------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|--------|--------|--------|--------|--|
| Metrics      | Q1     |        | Q2     |        | Q3     |        | Q4     |        | Grand Total |        |        |        |        |  |
|              | Sep    | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May         | Jun    | Jul    | Aug    |        |  |
| Net Sales    | 17.1M  | 20.6M  | 28.7M  | 29.9M  | 17.1M  | 15.9M  | 2.1M   | 7.8M   | 9.9M        | 14.9M  | 16.1M  | 16.5M  | 196.7M |  |
| COGS         | 10.6M  | 12.8M  | 18.1M  | 18.9M  | 10.7M  | 9.9M   | 1.3M   | 4.8M   | 6.2M        | 9.3M   | 10.2M  | 10.5M  | 123.4M |  |
| Gross Margin | 6.5M   | 7.8M   | 10.6M  | 11.0M  | 6.5M   | 6.0M   | 0.8M   | 2.9M   | 3.7M        | 5.5M   | 5.9M   | 6.1M   | 73.3M  |  |
| GM %         | 37.77% | 37.78% | 37.04% | 36.81% | 37.75% | 37.74% | 36.68% | 37.73% | 37.49%      | 37.27% | 36.68% | 36.79% | 37.28% |  |



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| Metrics      | Fiscal Years |        |        |        |        |        |        |        |        |        |        |        | Grand Total |
|--------------|--------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|
|              | Q1           |        |        | Q2     |        | Q3     |        |        | Q4     |        |        |        |             |
|              | Sep          | Oct    | Nov    | Dec    | Jan    | Feb    | Mar    | Apr    | May    | Jun    | Jul    | Aug    |             |
| Net Sales    | 44.8M        | 54.6M  | 74.3M  | 78.1M  | 44.8M  | 41.8M  | 44.0M  | 43.5M  | 44.4M  | 41.5M  | 44.0M  | 43.0M  | 598.9M      |
| COGS         | 28.4M        | 34.7M  | 47.4M  | 49.8M  | 28.4M  | 26.5M  | 28.0M  | 27.7M  | 28.1M  | 26.4M  | 28.0M  | 27.4M  | 380.7M      |
| Gross Margin | 16.4M        | 19.9M  | 27.0M  | 28.3M  | 16.4M  | 15.3M  | 16.0M  | 15.8M  | 16.3M  | 15.1M  | 16.0M  | 15.6M  | 218.2M      |
| GM %         | 36.65%       | 36.52% | 36.29% | 36.26% | 36.68% | 36.53% | 36.37% | 36.33% | 36.63% | 36.45% | 36.37% | 36.26% | 36.43%      |

Net Sales  
Comparison

|          |         |         |         |         |         |         |          |         |         |         |         |         |         |
|----------|---------|---------|---------|---------|---------|---------|----------|---------|---------|---------|---------|---------|---------|
| 21 VS 20 | 262.06% | 264.68% | 259.10% | 261.05% | 261.40% | 262.49% | 2081.59% | 561.21% | 447.02% | 278.64% | 273.93% | 260.31% | 304.48% |
| 20 VS 19 | 264.63% | 256.58% | 267.27% | 261.45% | 262.75% | 262.02% | 32.93%   | 122.73% | 153.05% | 240.65% | 248.00% | 262.03% | 224.85% |