

**Filter**

region All  
 market All  
 division All  
 customer All  
 FY 2019

**P & L****By Fiscal Year**

All values are in USD

Note: Do not modify the P

Metrics	Quarter s							
	Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
NetSales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

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Metrics	Quarter s							
	Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
NetSales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%

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Metrics	Quarter s							
	Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
NetSales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%



Net Sales  
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21 Vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 Vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%



ivot Table

Q3	Q4	Grand Total			
May	Jun	Jul	Aug		
6.5M	6.2M	6.5M	6.3M	87.5M	
3.8M	3.6M	3.8M	3.7M	51.2M	
2.6M	2.6M	2.7M	2.6M	36.2M	
40.8%	42.0%	41.5%	41.4%	41.4%	

Q3	Q4	Grand Total			
May	Jun	Jul	Aug		
9.9M	14.9M	16.1M	16.5M	196.7M	
6.2M	9.3M	10.2M	10.5M	123.4M	
3.7M	5.5M	5.9M	6.1M	73.3M	
37.5%	37.3%	36.7%	36.8%	37.3%	

Q3	Q4	Grand Total			
May	Jun	Jul	Aug		
44.4M	41.5M	44.0M	43.0M	598.9M	
28.1M	26.4M	28.0M	27.4M	380.7M	
16.3M	15.1M	16.0M	15.6M	218.2M	
36.6%	36.4%	36.4%	36.3%	36.4%	



347.0%	178.6%	173.9%	160.3%	204.5%
53.1%	140.7%	148.0%	162.0%	124.8%