

**FILTERS**

region All
 division All
 market All
 customer All
 FY 2019

P & L**By Fiscal Years**

All values are in USD

Note: Do not modify the pivot table

Metrics	Quarter					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Sum of net_sales_amount	6.M	8.M	11.M	11.M	7.M	6.M
Sum of Total COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross Margin	3.M	3.M	4.M	5.M	3.M	3.M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%

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Metrics	Quarter					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Sum of net_sales_amount	17.M	21.M	29.M	30.M	17.M	16.M
Sum of Total COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross Margin	6.M	8.M	11.M	11.M	6.M	6.M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%

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Metrics	Quarter					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Sum of net_sales_amount	45.M	55.M	74.M	78.M	45.M	42.M
Sum of Total COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
Gross Margin	16.M	20.M	27.M	28.M	16.M	15.M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%



net sales comparison

20 vs 21	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.M	6.M	6.M	6.M	6.M	6.M	87.M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
3.M	3.M	3.M	3.M	3.M	3.M	36.M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.M	8.M	10.M	15.M	16.M	17.M	197.M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
1.M	3.M	4.M	6.M	6.M	6.M	73.M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.M	44.M	44.M	41.M	44.M	43.M	599.M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.M	16.M	16.M	15.M	16.M	16.M	218.M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%