

**FILTERS**

region All  
 market All  
 division All  
 customer All  
 FY 2019

**P & L****By Fiscal Months**

All values in USD

Metrics	Quarters									
	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 %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	

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All values in USD

Metrics	Quarters									
	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 %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	



Q4			
Jun	Jul	Aug	
6.2M	6.5M	6.3M	
3.6M	3.8M	3.7M	
2.6M	2.7M	2.6M	
42.0%	41.5%	41.4%	

Q4			
Jun	Jul	Aug	
14.9M	16.1M	16.5M	
9.3M	10.2M	10.5M	
5.5M	5.9M	6.1M	
37.3%	36.7%	36.8%	