

**FILTERS**

region All  
 market All  
 customer All  
 division All  
 FY 2019

**P & L****By Fiscal Years**

All Values in USD

Note: Do not modify tl

Metrics	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	6.5M	8.0M		10.7M	11.4M	6.5M	6.1M
COGS	3.8M	4.7M		6.3M	6.7M	3.9M	3.5M
Gross Margin	2.6M	3.4M		4.5M	4.7M	2.7M	2.6M
GM %	40.9%	42.0%		41.5%	41.4%	40.9%	41.9%

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All Values in USD

Metrics	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	17.1M	20.6M		28.7M	29.9M	17.1M	15.9M
COGS	10.6M	12.8M		18.1M	18.9M	10.7M	9.9M
Gross Margin	6.5M	7.8M		10.6M	11.0M	6.5M	6.0M
GM %	37.8%	37.8%		37.0%	36.8%	37.8%	37.7%

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**P & L****By Fiscal Years**

All Values in USD

Metrics	Quarters						
	Q1		Q2				
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	44.8M	54.6M		74.3M	78.1M	44.8M	41.8M
COGS	28.4M	34.7M		47.4M	49.8M	28.4M	26.5M
Gross Margin	16.4M	19.9M		27.0M	28.3M	16.4M	15.3M
GM %	36.7%	36.5%		36.3%	36.3%	36.7%	36.5%



Net Sales  
Comparison

21 vs 20	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%



he pivot table

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
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%