



### FILTERS

region All  
 FY 2020  
 market All  
 customer All

### P & L

#### By Fiscal Months

All values in USD

Note: 21 vs 20 not part of PT

Metrics	Quarters							
	q1			q2			q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Nsales	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 Marg	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	Quarters							
	q1			q2			q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Nsales	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 Marg	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 comparison

21 vs 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%	561.2%
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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%

447.0%	278.6%	273.9%	260.3%
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