



FILTERS

region All
customer All
division All
market All
FY 2019

P&L

By Fiscal Year

All values are in USD

Note: Do not modify

Metrics	Quarter Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M
Total COGS	3.8M	5M	6M	7M	4M
Gross Margin	2.6M	3M	4M	5M	3M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%

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Metrics	Quarter Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M
Total COGS	10.6M	13M	18M	19M	11M
Gross Margin	6.5M	8M	11M	11M	6M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%

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Metrics	Quarter Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M



Total COGS	28.4M	35M	47M	50M	28M
Gross Margin	16.4M	20M	27M	28M	16M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%

**Net Sales
Comparison**

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



the pivot table

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
4M	4M	4M	4M	4M	4M	4M	51M
3M	3M	3M	3M	3M	3M	3M	36M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
10M	1M	5M	6M	9M	10M	10M	123M
6M	1M	3M	4M	6M	6M	6M	73M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M



27M	28M	28M	28M	26M	28M	27M	381M
15M	16M	16M	16M	15M	16M	16M	218M
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%