

**FILTERS**

market All
 region All
 customer All
 division All
 FY **2019**

P & L**By Fiscal months**

All values in USD

NOTE: Do not modify Pivot table

Quarters

Metrics	Q1		Q2		Q3		Q4		Grand Total				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr		May	Jun	Jul	Aug
Net sales	6M	8M	11M	11M	7M	6M	6M	6M	6M	6M	6M	6M	87M
COGS	4M	5M	6M	7M	4M	4M	4M	4M	4M	4M	4M	4M	51M
gross margin	3M	3M	4M	5M	3M	3M	3M	3M	3M	3M	3M	3M	36M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

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Quarters

Metrics	Q1		Q2		Q3			Q4			Grand Total		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		Jul	Aug
Net sales	17M	21M	29M	30M	17M	16M	2M	8M	10M	15M	16M	17M	197M
COGS	11M	13M	18M	19M	11M	10M	1M	5M	6M	9M	10M	10M	123M
gross margin	6M	8M	11M	11M	6M	6M	1M	3M	4M	6M	6M	6M	73M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



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FY **2021**

P & L
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All values in USD

Quarters

	Q1				Q2		Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	45M	55M	74M	78M	45M	42M	44M	44M	44M	41M	44M	43M	599M
COGS	28M	35M	47M	50M	28M	27M	28M	28M	28M	26M	28M	27M	381M
gross margin	16M	20M	27M	28M	16M	15M	16M	16M	16M	15M	16M	16M	218M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales Comparison

21 Vs 20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%
20 vs 19	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%