



FILTERS

region	All
market	All
customer	All
division	All
FY	2019

P&L

By Fiscal Months

note- do not modify pivot table

Metrics	Quarter												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	04M	05M	06M	07M	04M	04M	04M	04M	04M	04M	04M	04M	51M
Gross Margin	03M	03M	04M	05M	03M	03M	03M	03M	03M	03M	03M	03M	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%

FILTERS

region	All
market	All
customer	All
division	All
FY	2020

P&L

By Fiscal Months

Metrics	Quarter												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	11M	13M	18M	19M	11M	10M	01M	05M	06M	09M	10M	10M	123M
Gross Margin	06M	08M	11M	11M	06M	06M	01M	03M	04M	06M	06M	06M	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%