

FILTERS

region	All
market	All
division	All
customer	All
FY	2019

**P & L By
Fiscal Months**

Quarters													
Metrics	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6462.7 M	8038.5 M	10735.8 M	11436.8 M	6521.1 M	6080.7 M	6412.2 M	6321.7 M	6489.7 M	6184.4 M	6483.7 M	6311.0 M	87478.3 M
COGS	3821.6 M	4664.4 M	6281.2 M	6703.5 M	3855.9 M	3530.3 M	3754.0 M	3705.2 M	3842.5 M	3587.1 M	3794.2 M	3698.8 M	51238.7 M
Gross Margin	2641.1 M	3374.1 M	4454.6 M	4733.3 M	2665.3 M	2550.4 M	2658.2 M	2616.5 M	2647.1 M	2597.3 M	2689.5 M	2612.3 M	36239.6 M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

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FY	2020

Quarters													
Metrics	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17101.8 M	20625.4 M	28693.1 M	29901.8 M	17134.5 M	15932.9 M	2111.4 M	7758.4 M	9932.6 M	14882.8 M	16079.6 M	16536.6 M	196691.0 M
COGS	10642.9 M	12833.5 M	18066.4 M	18894.7 M	10666.1 M	9920.2 M	1336.9 M	4831.3 M	6209.3 M	9336.0 M	10181.6 M	10452.5 M	123371.5 M
Gross Margin	6458.9 M	7791.8 M	10626.7 M	11007.1 M	6468.4 M	6012.7 M	774.5 M	2927.1 M	3723.3 M	5546.8 M	5898.1 M	6084.1 M	73319.5 M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

region	All
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FY	2021

Quarters													
Metrics	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44817.1 M	54591.6 M	74342.4 M	78058.7 M	44788.9 M	41823.1 M	43950.3 M	43541.4 M	44400.2 M	41468.9 M	44047.3 M	43047.2 M	598877.1 M
COGS	28389.8 M	34653.6 M	47364.0 M	49757.5 M	28360.4 M	26543.6 M	27966.3 M	27722.1 M	28134.3 M	26354.5 M	28027.9 M	27440.2 M	380714.3 M
Gross Margin	16427.3 M	19938.0 M	26978.4 M	28301.1 M	16428.5 M	15279.5 M	15984.1 M	15819.3 M	16265.9 M	15114.4 M	16019.3 M	15606.9 M	218162.8 M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%