

**FILTERS**

region All
 market All
 division All
 customer All
 Fiscal_year 2019

P & L
BY FISCAL MONTHS

All values are in USD

Note: Do not modify the pivot table

METRICS	Quarters												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	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross_margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
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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METRICS	Quarters												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	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross_margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
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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METRICS	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross_margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
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 %	304.5 %
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 %	224.8 %