



## FILTERS

region All  
market All  
division All  
customer All  
FY 2019

## P &amp; L

## By Fiscal Month

All values in USD

Note: Do not modify the pivot table

	Quarters												
Metrics	Q1			Q2			Q3			Q4			Grand Total
	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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FY 2021

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All values in USD

	Quarters													
Metrics	Q1			Q2			Q3			Q4			Grand Total	
	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	162,1%	164,7%	159,1%	161,0%	161,4%	162,5%	1981,6%	461,2%	347,0%	178,6%	173,9%	160,3%	204,5%
20 vs 19	164,6%	156,6%	167,3%	161,5%	162,8%	162,0%	-67,1%	22,7%	53,1%	140,7%	148,0%	162,0%	124,8%