



region All
 market All
 division All
 customer All
 FY 2019

P &L
By fiscal month
 All values are in USD

Note: do not modify the pivot ta

Metrics	Quarters							
	Q 1		Q 2		Q 3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	
COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M	3.8 M	
gross margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M	2.7 M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

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Metrics	Quarters							
	Q 2		Q 2		Q 3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	
COGS	10.6 M	12.8 M	18.1 M	18.9 M	10.7 M	9.9 M	1.3 M	
gross margin	6.5 M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M	0.8 M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	

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Metrics	Quarters							
	Q 3		Q 2		Q 3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	
COGS	28.4 M	34.7 M	47.4 M	49.8 M	28.4 M	26.5 M	28.0 M	
gross margin	16.4 M	19.9 M	27.0 M	28.3 M	16.4 M	15.3 M	16.0 M	
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	



Net sales
comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%





ible

Q 3	Q 4				Grand Total
Apr	May	Jun	Jul	Aug	
6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	87.5 M
3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	51.2 M
2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	36.2 M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q 3	Q 4				Grand Total
Apr	May	Jun	Jul	Aug	
7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	196.7 M
4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	123.4 M
2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	73.3 M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q 3	Q 4				Grand Total
Apr	May	Jun	Jul	Aug	
43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	380.7 M
15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	218.2 M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%