

**FILTERS**

region All  
 market All  
 division All  
 customer All  
 FY 2019

**P & L****By Fiscal Years**

All values are in USD

Note: Do not modify the pivot

<b>Quarters</b>							
<b>Metrics</b>	<b>Q1</b>			<b>Q2</b>		<b>Q3</b>	
	Sept	Oct	Nov	Dec	Jan	Feb	Mar
NetSales	6.463M	8.039M	10.736M	11.437M	6.521M	6.081M	6.412M
COGS	3.822M	4.664M	6.281M	6.703M	3.856M	3.530M	3.754M
Gross Margin	2.641M	3.374M	4.455M	4.733M	2.665M	2.550M	2.658M
GM%	40,9%	42,0%	41,5%	41,4%	40,9%	41,9%	41,5%

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<b>Quarters</b>							
<b>Metrics</b>	<b>Q1</b>			<b>Q2</b>		<b>Q3</b>	
	Sept	Oct	Nov	Dec	Jan	Feb	Mar
NetSales	17.102M	20.625M	28.693M	29.902M	17.134M	15.933M	2.111M
COGS	10.643M	12.834M	18.066M	18.895M	10.666M	9.920M	1.337M
Gross Margin	6.459M	7.792M	10.627M	11.007M	6.468M	6.013M	0.774M
GM%	37,8%	37,8%	37,0%	36,8%	37,8%	37,7%	36,7%

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<b>Quarters</b>							
<b>Metrics</b>	<b>Q1</b>			<b>Q2</b>		<b>Q3</b>	
	Sept	Oct	Nov	Dec	Jan	Feb	Mar
NetSales	44.817M	54.592M	74.342M	78.059M	44.789M	41.823M	43.950M
COGS	28.390M	34.654M	47.364M	49.758M	28.360M	26.544M	27.966M
Gross Margin	16.427M	19.938M	26.978M	28.301M	16.429M	15.280M	15.984M
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%	256,6%	267,3%	261,5%	262,8%	262,0%	32,9%

table

<b>Q3</b>		<b>Q4</b>			<b>Grand Total</b>
Apr	May	Jun	Jul	Aug	
6.322M	6.490M	6.184M	6.484M	6.311M	87.478M
3.705M	3.843M	3.587M	3.794M	3.699M	51.239M
2.616M	2.647M	2.597M	2.690M	2.612M	36.240M
41,4%	40,8%	42,0%	41,5%	41,4%	41,4%

<b>Q3</b>		<b>Q4</b>			<b>Grand Total</b>
Apr	May	Jun	Jul	Aug	
7.758M	9.933M	14.883M	16.080M	16.537M	196.691M
4.831M	6.209M	9.336M	10.182M	10.452M	123.371M
2.927M	3.723M	5.547M	5.898M	6.084M	73.319M
37,7%	37,5%	37,3%	36,7%	36,8%	37,3%

<b>Q3</b>		<b>Q4</b>			<b>Grand Total</b>
Apr	May	Jun	Jul	Aug	
43.541M	44.400M	41.469M	44.047M	43.047M	598.877M
27.722M	28.134M	26.354M	28.028M	27.440M	380.714M
15.819M	16.266M	15.114M	16.019M	15.607M	218.163M
36,3%	36,6%	36,4%	36,4%	36,3%	36,4%



461,2%	347,0%	178,6%	173,9%	160,3%	204,5%
122,7%	153,1%	240,7%	248,0%	262,0%	124,8%