

**FILTERS**

region All
 market All
 division All
 customer All
 FY 2019

P & L**By Fiscal Months**

All values are in USD

Note: Do not modify the pivot table.

Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

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Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	

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Metrics	Quarters							
	Q1		Q2				Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	
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%

Q3		Q4		Grand Total	
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3		Q4		Grand Total	
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3		Q4		Grand Total	
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
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%