



region All
market All
division All
customer All
FY 2019

P & L
By Fiscal year
All values are in USD

Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	6.5M	8.0M	10.7M	11.4M
COGS	3.8M	4.7M	6.3M	6.7M
Gross margin	2.6M	3.4M	4.5M	4.7M
GM%	40.87%	41.97%	41.49%	41.39%

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21 vs 20 is not a part of the Pivot

Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
Net Sales	17.1M	20.6M	28.7M	29.9M
COGS	10.6M	12.8M	18.1M	18.9M
Gross margin	6.5M	7.8M	10.6M	11.0M
GM%	37.77%	37.78%	37.04%	36.81%

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Metrics	Quarters			
	Q1		Q2	
	Sep	Oct	Nov	Dec
COGS	28.4M	34.7M	47.4M	49.8M
Gross margin	16.4M	19.9M	27.0M	28.3M
GM%	36.65%	36.52%	36.29%	36.26%



Net Sales #####

Net Sale
Comparison

21 vs 20	66.00%	68.01%	65.07%	66.40%
20 vs 19	164.63%	156.58%	167.27%	161.45%



Note: Do not modify the Pivot Table

Q2		Q3			
Jan	Feb	Mar	Apr	May	
6.5M	6.1M	6.4M	6.3M	6.5M	
3.9M	3.5M	3.8M	3.7M	3.8M	
2.7M	2.6M	2.7M	2.6M	2.6M	
40.87%	41.94%	41.45%	41.39%	40.79%	

table

Q2		Q3			
Jan	Feb	Mar	Apr	May	
17.1M	15.9M	2.1M	7.8M	9.9M	
10.7M	9.9M	1.3M	4.8M	6.2M	
6.5M	6.0M	0.8M	2.9M	3.7M	
37.75%	37.74%	36.68%	37.73%	37.49%	

table

Q2		Q3			
Jan	Feb	Mar	Apr	May	
28.4M	26.5M	28.0M	27.7M	28.1M	
16.4M	15.3M	16.0M	15.8M	16.3M	
36.68%	36.53%	36.37%	36.33%	36.63%	



\$4,35,41,437.91 \$4,44,00,215.92

65.52%	66.60%	1224.55%	257.32%	183.25%
162.75%	162.02%	-67.07%	22.73%	53.05%

Q4			Grand Total
Jun	Jul	Aug	
6.2M	6.5M	6.3M	87.5M
3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	36.2M
42.00%	41.48%	41.39%	41.43%

Q4			Grand Total
Jun	Jul	Aug	
14.9M	16.1M	16.5M	196.7M
9.3M	10.2M	10.5M	123.4M
5.5M	5.9M	6.1M	73.3M
37.27%	36.68%	36.79%	37.28%

Q4			Grand Total
Jun	Jul	Aug	
26.4M	28.0M	27.4M	380.7M
15.1M	16.0M	15.6M	218.2M
36.45%	36.37%	36.26%	36.43%



\$4,14,68,863.57 \$4,40,47,274.55 \$4,30,47,163.53 \$59,88,77,095.27

77.08%	74.31%	65.94%	93.6%
140.65%	148.00%	162.03%	124.8%