

region market division All All customer All 2019

P & L By Fiscal Months All values in USD

	Quarters												
	Q1		Q2			Q3				Q4		<b>Grand Total</b>	
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6.5	M 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	3.8	M 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	2.6	M 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%

Note: Do not modify pivot table

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Q1					Q2						Q4		<b>Grand Total</b>	
Sep		Oct	Nov	Dec	2	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
17	7.1M	20.6M	28	.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
10	0.6M	12.8M	18	.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
	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
3.	7.8%	37.8%	37	.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%
	Q1 Sep	Q1	Sep Oct   17.1M 20.6M   10.6M 12.8M   6.5M 7.8M	Q1 Sep Oct Nov   17.1M 20.6M 28   10.6M 12.8M 18   6.5M 7.8M 10	Q1 Oct Nov Dec   17.1M 20.6M 28.7M   10.6M 12.8M 18.1M   6.5M 7.8M 10.6M	Q1   Sep Oct Nov Dec   17.1M 20.6M 28.7M 29.9M   10.6M 12.8M 18.1M 18.9M   6.5M 7.8M 10.6M 11.0M	Q1   Sep Oct Nov Dec Jan   17.1M 20.6M 28.7M 29.9M 17.1M   10.6M 12.8M 18.1M 18.9M 10.7M   6.5M 7.8M 10.6M 11.0M 6.5M	Q2   Sep Oct Nov Dec Jan Feb   17.1M 20.6M 28.7M 29.9M 17.1M 15.9M   10.6M 12.8M 18.1M 18.9M 10.7M 9.9M   6.5M 7.8M 10.6M 11.0M 6.5M 6.0M	Q1 Oct Nov Dec Jan Feb Mar   17.1M 20.6M 28.7M 29.9M 17.1M 15.9M 2.1M   10.6M 12.8M 18.1M 18.9M 10.7M 9.9M 1.3M   6.5M 7.8M 10.6M 11.0M 6.5M 6.0M 0.8M	Q1 Q2 Q3   Sep Oct Nov Dec Jan Feb Mar Apr   17.1M 20.6M 28.7M 29.9M 17.1M 15.9M 2.1M 7.8M   10.6M 11.0M 18.9M 10.7M 9.9M 1.3M 4.8M   6.5M 7.8M 10.6M 11.0M 6.5M 6.0M 0.8M 2.9M	Q2 Q3   Sep Oct Nov Dec Jan Feb Mar Apr May   17.1M 20.6M 28.7M 29.9M 17.1M 15.9M 2.1M 7.8M 9.9M   10.6M 12.8M 18.1M 18.9M 10.7M 9.9M 1.3M 4.8M 6.2M   6.5M 7.8M 10.6M 11.0M 6.5M 6.0M 0.8M 2.9M 3.7M	Q1 Oct Nov Dec Jan Feb Mar Apr May Jun   17.1M 20.6M 28.7M 29.9M 17.1M 15.9M 2.1M 7.8M 9.9M 14.9M   10.6M 12.8M 18.1M 18.9M 10.7M 9.9M 1.3M 4.8M 6.2M 9.3M   6.5M 7.8M 10.6M 11.0M 6.5M 6.0M 0.8M 2.9M 3.7M 5.5M	Q1 Oct Nov Dec Jan Feb Mar Apr May Jun Jul 15.1M   17.1M 20.6M 28.7M 29.9M 17.1TM 15.9M 2.1M 7.8M 9.9M 16.1M   10.6M 12.8M 18.1M 18.9M 10.7M 9.9M 1.3M 4.8M 6.2M 9.3M 10.2M   6.5M 7.8M 10.6M 11.0M 6.5M 6.0M 0.8M 2.9M 3.7M 5.5M 5.9M	Q1 Ct Nov Dec Jan Feb Mar Apr May Jun Jul Aug   17.1M 20.6M 28.7M 29.9M 17.1M 15.9M 2.1M 7.8M 9.9M 14.9M 16.5M   10.6M 12.8M 18.1M 18.9M 10.7M 9.9M 1.3M 4.8M 6.2M 9.3M 10.2M 10.5M   6.5M 7.8M 10.6M 11.0M 6.5M 6.0M 0.8M 2.9M 3.7M 5.5M 5.9M 6.1M

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Quarters

Ouartora

	Quarters												
	Q1		Q2			Q3				Q4	Grand Total		
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44.81	и 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	28.41	и 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	16.41	и 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 %	36.79	% 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 20 vs 19 162.1% 164.6% 164.7% 156.6% 159.1% 167.3% 161.0% 161.4% 162.5% **1981.6%** 461.2% 347.0% 178.6% 173.9% 160.3% 204.5% 161.5% 162.8% 162.0% -67.1% 22.7% 53.1% 140.7% 148.0% 162.0% 124.8%

