



region All
market All
division All
customer All
FY 2019

P & L by Fiscal Years

All values in USD

Note: Do not modify the pivot table

| Metrics | Quarter Q1 | | Q2 | | Q3 | | Q4 | | | | | |
|--------------|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| Net Sales | 6.46M | 8.04M | 10.74M | 11.44M | 6.52M | 6.08M | 6.41M | 6.32M | 6.49M | 6.18M | 6.48M | 6.31M |
| COGS | 3.82M | 4.66M | 6.28M | 6.70M | 3.86M | 3.53M | 3.75M | 3.71M | 3.84M | 3.59M | 3.79M | 3.70M |
| Gross Margin | 2.64M | 3.37M | 4.45M | 4.73M | 2.67M | 2.55M | 2.66M | 2.62M | 2.65M | 2.60M | 2.69M | 2.61M |
| GM % | 40.87% | 41.97% | 41.49% | 41.39% | 40.87% | 41.94% | 41.45% | 41.39% | 40.79% | 42.00% | 41.48% | 41.39% |

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|--------------|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| Net Sales | 17.10M | 20.63M | 28.69M | 29.90M | 17.13M | 15.93M | 2.11M | 7.76M | 9.93M | 14.88M | 16.08M | 16.54M |
| COGS | 10.64M | 12.83M | 18.07M | 18.89M | 10.67M | 9.92M | 1.34M | 4.83M | 6.21M | 9.34M | 10.18M | 10.45M |
| Gross Margin | 6.46M | 7.79M | 10.63M | 11.01M | 6.47M | 6.01M | 0.77M | 2.93M | 3.72M | 5.55M | 5.90M | 6.08M |
| GM % | 37.77% | 37.78% | 37.04% | 36.81% | 37.75% | 37.74% | 36.68% | 37.73% | 37.49% | 37.27% | 36.68% | 36.79% |



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|--------------|------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug |
| Net Sales | 44.82M | 54.59M | 74.34M | 78.06M | 44.79M | 41.82M | 43.95M | 43.54M | 44.40M | 41.47M | 44.05M | 43.05M |
| COGS | 28.39M | 34.65M | 47.36M | 49.76M | 28.36M | 26.54M | 27.97M | 27.72M | 28.13M | 26.35M | 28.03M | 27.44M |
| Gross Margin | 16.43M | 19.94M | 26.98M | 28.30M | 16.43M | 15.28M | 15.98M | 15.82M | 16.27M | 15.11M | 16.02M | 15.61M |
| GM % | 36.65% | 36.52% | 36.29% | 36.26% | 36.68% | 36.53% | 36.37% | 36.33% | 36.63% | 36.45% | 36.37% | 36.26% |

Net Sales Comparison

| | | | | | | | | | | | | |
|----------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|
| 20 VS 19 | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1% | 22.7% | 53.1% | 140.7% | 148.0% | 162.0% |
| 21 VS 20 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% | 461.2% | 347.0% | 178.6% | 173.9% | 160.3% |