



region All
market All
division All
FY 2019

P&L
by Fiscal Months
All values in USD

Metrics	Fiscal Year												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6 M	8 M	11 M	7 M	6 M	11 M	6 M	6 M	6 M	6 M	6 M	6 M	87 M
COGS	4 M	5 M	6 M	4 M	4 M	7 M	4 M	4 M	4 M	4 M	4 M	4 M	51 M
Gross Margin	3 M	3 M	4 M	3 M	3 M	5 M	3 M	3 M	3 M	3 M	3 M	3 M	36 M
GM %	41%	42%	41%	41%	42%	41%	41%	41%	41%	42%	41%	41%	41%

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Metrics	Fiscal Year												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17 M	21 M	29 M	17 M	16 M	30 M	2 M	8 M	10 M	15 M	16 M	17 M	197 M
COGS	11 M	13 M	18 M	11 M	10 M	19 M	1 M	5 M	6 M	9 M	10 M	10 M	123 M
Gross Margin	6 M	8 M	11 M	6 M	6 M	11 M	1 M	3 M	4 M	6 M	6 M	6 M	73 M
GM %	38%	38%	37%	38%	38%	37%	37%	38%	37%	37%	37%	37%	37%

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Metrics	Fiscal Year												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	45 M	55 M	74 M	45 M	42 M	78 M	44 M	44 M	44 M	41 M	44 M	43 M	599 M
COGS	28 M	35 M	47 M	28 M	27 M	50 M	28 M	28 M	28 M	26 M	28 M	27 M	381 M
Gross Margin	16 M	20 M	27 M	16 M	15 M	28 M	16 M	16 M	16 M	15 M	16 M	16 M	218 M
GM %	37%	37%	36%	37%	37%	36%	36%	36%	37%	36%	36%	36%	36%

Performance of Net sales

2020 Vs 2021(Absolute Growth %)	262%	265%	259%	261%	262%	261%	2082%	561%	447%	279%	274%	260%
2020 Vs 2021(Actual Growth %)	162%	165%	159%	161%	162%	161%	1982%	461%	347%	179%	174%	160%

