



| FILTERS | |
|----------|------|
| market | All |
| region | All |
| division | All |
| customer | All |
| FY | 2019 |

P&L
By Fiscal Months

| Metrics | Quarters | | | | | | | | | | | | Grand Total | |
|--------------|----------|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|--|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | | |
| Net Sales | 6.5 M | 8.0 M | 10.7 M | 11.4 M | 6.5 M | 6.1 M | 6.4 M | 6.3 M | 6.5 M | 6.2 M | 6.5 M | 6.3 M | 87.5 M | |
| COGS | 3.8 M | 4.7 M | 6.3 M | 6.7 M | 3.9 M | 3.5 M | 3.8 M | 3.7 M | 3.8 M | 3.6 M | 3.8 M | 3.7 M | 51.2 M | |
| Gross Margin | 2.6 M | 3.4 M | 4.5 M | 4.7 M | 2.7 M | 2.6 M | 2.7 M | 2.6 M | 2.6 M | 2.6 M | 2.7 M | 2.6 M | 36.2 M | |
| 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% | |

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|--------------|----------|--------|--------|--------|--------|--------|-------|-------|-------|--------|--------|--------|-------------|--|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | | |
| Net Sales | 17.1 M | 20.6 M | 28.7 M | 29.9 M | 17.1 M | 15.9 M | 2.1 M | 7.8 M | 9.9 M | 14.9 M | 16.1 M | 16.5 M | 196.7 M | |
| COGS | 10.6 M | 12.8 M | 18.1 M | 18.9 M | 10.7 M | 9.9 M | 1.3 M | 4.8 M | 6.2 M | 9.3 M | 10.2 M | 10.5 M | 123.4 M | |
| Gross Margin | 6.5 M | 7.8 M | 10.6 M | 11.0 M | 6.5 M | 6.0 M | 0.8 M | 2.9 M | 3.7 M | 5.5 M | 5.9 M | 6.1 M | 73.3 M | |
| GM% | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% | 37.3% | 36.7% | 36.8% | 37.3% | |

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|--------------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|--|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | | |
| Net Sales | 44.8 M | 54.6 M | 74.3 M | 78.1 M | 44.8 M | 41.8 M | 44.0 M | 43.5 M | 44.4 M | 41.5 M | 44.0 M | 43.0 M | 598.9 M | |
| COGS | 28.4 M | 34.7 M | 47.4 M | 49.8 M | 28.4 M | 26.5 M | 28.0 M | 27.7 M | 28.1 M | 26.4 M | 28.0 M | 27.4 M | 380.7 M | |
| Gross Margin | 16.4 M | 19.9 M | 27.0 M | 28.3 M | 16.4 M | 15.3 M | 16.0 M | 15.8 M | 16.3 M | 15.1 M | 16.0 M | 15.6 M | 218.2 M | |
| GM% | 36.7% | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% | 36.4% | |

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|--------------------------|----------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|
| Net Sales Comparision | 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% | 204.5% |
| | 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% | 124.8% |