



FILTERS

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

P & L  
By Fiscal Months  
All values in USD

| Metrics      | Quarters |       |       |       |       |
|--------------|----------|-------|-------|-------|-------|
|              | Q1       |       | Q2    |       |       |
|              | Sep      | Oct   | Nov   | Dec   | Jan   |
| Net Sales    | 6.5M     | 8.0M  | 10.7M | 11.4M | 6.5M  |
| COGS         | 3.8M     | 4.7M  | 6.3M  | 6.7M  | 3.9M  |
| Gross Margin | 2.6M     | 3.4M  | 4.5M  | 4.7M  | 2.7M  |
| GM %         | 40.9%    | 42.0% | 41.5% | 41.4% | 40.9% |



| Q2    | Q3    |       |       | Q4    |       |       | Grand Total |
|-------|-------|-------|-------|-------|-------|-------|-------------|
| Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |             |
| 6.1M  | 6.4M  | 6.3M  | 6.5M  | 6.2M  | 6.5M  | 6.3M  | 87.5M       |
| 3.5M  | 3.8M  | 3.7M  | 3.8M  | 3.6M  | 3.8M  | 3.7M  | 51.2M       |
| 2.6M  | 2.7M  | 2.6M  | 2.6M  | 2.6M  | 2.7M  | 2.6M  | 36.2M       |
| 41.9% | 41.5% | 41.4% | 40.8% | 42.0% | 41.5% | 41.4% | 41.4%       |