

P&L of FY 2019**By Fiscal Month**

region	All
division	All
market	All
customer	All
year	2019

All values are in USD

Note: Do not modify the pivot table

Valores	Quarters												Total general
	Q1			Q2			Q3			Q4			
	mar	abr	may	jun	jul	ago	sep	oct	nov	dic	ene	feb	
Net Sales	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	17.1 M	20.6 M	28.7 M	29.9 M	6.5 M	6.1 M	147.1 M
COGS	3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	10.6 M	12.8 M	18.1 M	18.9 M	3.9 M	3.5 M	90.2 M
Gross Margin	2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	6.5 M	7.8 M	10.6 M	11.0 M	2.7 M	2.6 M	56.9 M
Gross Margin %	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	37.8%	37.8%	37.0%	36.8%	40.9%	41.9%	38.7%

P&L of FY 2020**By Fiscal Month**

region	All
division	All
market	All
customer	All
year	2020

All values are in USD

Valores	Quarters												Total general
	Q1			Q2			Q3			Q4			
	mar	abr	may	jun	jul	ago	sep	oct	nov	dic	ene	feb	
Net Sales	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	44.8 M	54.6 M	74.3 M	78.1 M	17.1 M	15.9 M	352.2 M
COGS	1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	28.4 M	34.7 M	47.4 M	49.8 M	10.7 M	9.9 M	223.1 M
Gross Margin	0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	16.4 M	19.9 M	27.0 M	28.3 M	6.5 M	6.0 M	129.1 M
Gross Margin %	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	36.7%	36.5%	36.3%	36.3%	37.8%	37.7%	36.7%

region	All
division	All
market	All
customer	All
year	2021

P&L of FY 2021**By Fiscal Month**

All values are in USD

Valores	Quarters												Total general
	Q1			Q2			Q3			Q4			
	mar	abr	may	jun	jul	ago	sep	oct	nov	dic	ene	feb	
Net Sales	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	6.5 M	8.0 M	10.7 M	11.4 M	44.8 M	41.8 M	383.7 M
COGS	28.0 M	27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	3.8 M	4.7 M	6.3 M	6.7 M	28.4 M	26.5 M	242.0 M
Gross Margin	16.0 M	15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	2.6 M	3.4 M	4.5 M	4.7 M	16.4 M	15.3 M	141.7 M
Gross Margin %	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	40.9%	42.0%	41.5%	41.4%	36.7%	36.5%	36.9%