

**FILTERS**

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

**P & L****By Fiscal Months**

All values in USD

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