

Finance Data Analysis of Financial Year 2017-19

Analysis of Finance Data by Quarter and Months of FY 2017-19

All the values are in USD

cogs - cost of goods sold  
rev - revenue

Finance Statement FY 2017

| Filter       |      |
|--------------|------|
| Product_Name | All  |
| fiscal_year  | 2017 |

| Values    | Quarters  | Q4       |          |          | Grand Total |
|-----------|-----------|----------|----------|----------|-------------|
|           | Q3<br>May | Jun      | Jul      | Aug      |             |
| net_cogs  | 375.43 K  | 379.49 K | 415.49 K | 490.97 K | 1.66 M      |
| net_sales | 542.6 K   | 541.4 K  | 589.5 K  | 681.1 K  | 2.35 M      |
| net_rev   | 167.1 K   | 161.9 K  | 174.0 K  | 190.1 K  | 0.69 M      |
| net_rev%  | 30.80%    | 29.90%   | 29.52%   | 27.91%   | 29.44%      |

Finance Statement FY 2018

| Filter       |      |
|--------------|------|
| Product_Name | All  |
| fiscal_year  | 2018 |

|           | Quarters |         |         |     |         |         |         |         |         |         |         |         |             |        |
|-----------|----------|---------|---------|-----|---------|---------|---------|---------|---------|---------|---------|---------|-------------|--------|
|           | Q3       |         |         | Q4  |         |         | Q1      |         |         | Q2      |         |         | Grand Total |        |
| Values    | Mar      | Apr     | May     | Jun | Jul     | Aug     | Sep     | Oct     | Nov     | Dec     | Jan     | Feb     |             |        |
| net_cogs  | 468.4 K  | 631.1 K | 542.1 K |     | 533.3 K | 651.6 K | 612.6 K | 485.5 K | 472.2 K | 379.1 K | 330.5 K | 419.4 K | 445.1 K     | 5.97 M |
| net_sales | 661.3 K  | 877.2 K | 747.2 K |     | 722.6 K | 883.5 K | 827.7 K | 672.4 K | 662.0 K | 556.0 K | 489.4 K | 585.8 K | 623.9 K     | 8.31 M |
| net_rev   | 192.9 K  | 246.1 K | 205.1 K |     | 189.3 K | 231.9 K | 215.1 K | 186.9 K | 189.8 K | 176.9 K | 158.9 K | 166.4 K | 178.8 K     | 2.34 M |
| net_rev%  | 29.17%   | 28.05%  | 27.45%  |     | 26.20%  | 26.25%  | 25.99%  | 27.80%  | 28.67%  | 31.82%  | 32.47%  | 28.40%  | 28.66%      | 28.14% |

Finance Data Analysis of Financial Year 2017-19

Finance Statement FY 2019

Filter

|              |      |
|--------------|------|
| Product_Name | All  |
| fiscal_year  | 2019 |

| Values    | Quarters |         |         |     |         |         | Grand Total |
|-----------|----------|---------|---------|-----|---------|---------|-------------|
|           | Q1       |         |         | Q2  |         |         |             |
|           | Sep      | Oct     | Nov     | Dec | Jan     |         |             |
| net_cogs  | 615.0 K  | 601.1 K | 618.5 K |     | 485.8 K | 477.7 K | 2.80 M      |
| net_sales | 825.3 K  | 808.3 K | 828.3 K |     | 660.9 K | 658.2 K | 3.78 M      |
| net_rev   | 210.3 K  | 207.2 K | 209.8 K |     | 175.0 K | 180.4 K | 0.98 M      |
| net_rev%  | 25.49%   | 25.64%  | 25.33%  |     | 26.49%  | 27.42%  | 25.99%      |