

market All
region All
division All
customer All
FY 2019

P & L**By Fiscal Years**

All Values in USD

NOTE :Do Not Modify Pivot Table

Metrics	Quarter Q1				Q2		Q3				Q4				Grand Total
	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	3.6M	4.4M	6.0M	6.4M	3.7M	3.4M	3.6M	3.5M	3.7M	3.4M	3.6M	3.5M	48.8M		
Gross margin	2.8M	3.6M	4.8M	5.1M	2.9M	2.7M	2.8M	2.8M	2.8M	2.8M	2.9M	2.8M	38.7M		
Gross Margin %	44%	45%	44%	44%	44%	45%	44%	44%	44%	45%	44%	44%	44%		

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Metrics	Quarter Q1				Q2		Q3			Q4				Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M	
COGS	10.1M	12.2M	17.2M	18.0M	10.1M	9.4M	1.3M	4.6M	5.9M	8.9M	9.7M	9.9M	117.3M	
Gross margin	7.0M	8.4M	11.5M	11.9M	7.0M	6.5M	0.8M	3.2M	4.0M	6.0M	6.4M	6.6M	79.4M	
Gross Margin %	41%	41%	40%	40%	41%	41%	40%	41%	41%	40%	40%	40%	40%	

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Metrics	Quarter Q1				Q2				Q3				Q4				Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M				
COGS	27.0M	33.0M	45.1M	47.4M	27.0M	25.3M	26.6M	26.4M	26.8M	25.1M	26.7M	26.1M	362.2M				
Gross margin	17.8M	21.6M	29.3M	30.7M	17.8M	16.6M	17.3M	17.2M	17.6M	16.4M	17.4M	16.9M	236.7M				
Gross Margin %	40%	40%	39%	39%	40%	40%	39%	39%	40%	40%	39%	39%	40%				

**Net Sales
Comparison**

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%