

region All  
market All  
division All  
customer All  
FY 2019

**P & L**  
**By Fiscal Months**  
All values in USD

Metrics	Quarters			Q2		
	Q1		Nov	Q2		Jan
	Sep	Oct		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%	

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Metrics	Quarters			Q2		
	Q1		Nov	Q2		Jan
	Sep	Oct		Dec	Jan	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	

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Metrics	Quarters			Q2		
	Q1		Nov	Q2		Jan
	Sep	Oct		Dec	Jan	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	



Net Sales  
Comprasion

21vs20	262.1%	264.7%	259.1%	261.0%	261.4%
20vs19	264.6%	256.6%	267.3%	261.5%	262.8%

Growth in Net  
Sales

21vs20	162.1%	164.7%	159.1%	161.0%	161.4%
20vs19	164.6%	156.6%	167.3%	161.5%	162.8%

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	<b>87.5M</b>
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	<b>51.2M</b>
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	<b>36.2M</b>
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	<b>41.4%</b>

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Q2	Q3		Q4			Grand Total	
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	<b>196.7M</b>
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	<b>123.4M</b>
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	<b>73.3M</b>
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	<b>37.3%</b>

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Q2	Q3		Q4			Grand Total	
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	<b>598.9M</b>
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	<b>380.7M</b>
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	<b>218.2M</b>
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	<b>36.4%</b>



262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%
262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%