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As a percentage of consolidated net sales, net sales attributable to customers representing 10% or more of consolidated net sales as well as the percentage of net sales attributable to our ten largest customers for the indicated fiscal years were as follows:

	2019	2018
General Electric Company ("GE")	12.4%	12.3%
Top 10 customers	54.6%	57.2%

Cost of sales. Cost of sales for fiscal 2019 increased \$256.7 million, or 9.8%, as compared to fiscal 2018. Cost of sales is comprised primarily of material and component costs, labor costs and overhead. In fiscal 2019 and 2018, approximately 89% of the total cost of sales was variable in nature and fluctuated with sales volumes. Of these amounts, approximately 86% and 88% of these costs in fiscal 2019 and 2018, respectively, were related to material and component costs.

As compared to fiscal 2018, the increase in cost of sales in fiscal 2019 was primarily driven by the increase in net sales and increased fixed costs to support program ramps. Partially offsetting the increase was a positive shift in customer mix and the \$13.5 million one-time employee bonus (the "one-time employee bonus") that was paid during fiscal 2018, of which \$12.6 million impacted cost of sales in that period.

Gross profit. Gross profit for fiscal 2019 increased \$34.2 million, or 13.3%, as compared to fiscal 2018. Gross margin of 9.2% increased by 20 basis points as compared to fiscal 2018. The primary driver of the increases in gross profit and gross margin as compared to fiscal 2018 was the increase in net sales, a positive shift in customer mix and the one-time employee bonus that was paid during fiscal 2018.

Operating income. Operating income for fiscal 2019 increased \$23.8 million, or 20.1%, as compared to fiscal 2018 as a result of the increase in gross profit as well as the non-recurrence of the one-time employee bonus that was paid during fiscal 2018, as noted above. This was partially offset by an \$8.8 million increase in selling and administrative expenses, driven by a \$4.9 million increase in compensation expense, and \$1.7 million of restructuring costs. Operating margin of 4.5% increased 40 basis points compared to fiscal 2018 primarily due to the increase in gross margin as a result of the factors discussed above.

A discussion of operating income by reportable segment is presented below (in millions):

	2019	2018
Operating income (loss):		
AMER	\$ 57.8	\$ 38.6
APAC	208.2	213.9
EMEA	4.5	1.5
Corporate and other costs	(128.4)	(135.7)
Total operating income	\$ 142.1	\$ 118.3

AMER. Operating income increased \$19.2 million in fiscal 2019 as compared to fiscal 2018, primarily as a result of the increase in net sales and a positive shift in customer mix, partially offset by increased fixed costs to support new program ramps.

APAC. Operating income decreased \$5.7 million in fiscal 2019 as compared to fiscal 2018, primarily as a result of a negative shift in customer mix and increased fixed costs to support new program ramps, partially offset by the increase in net sales.

EMEA. Operating income increased \$3.0 million in fiscal 2019 as compared to fiscal 2018 primarily as a result of the increase in net sales and a positive shift in customer mix, partially offset by increased fixed costs to support new program ramps.

Other expense. Other expense for fiscal 2019 increased \$5.4 million as compared to fiscal 2018. The increase in other expense for fiscal 2019 was primarily due to a \$2.7 million decrease in interest income as a result of lower cash balances and a \$1.5 million increase in factoring fees related to the Company's accounts receivable sale programs.