

**FILTERS**

fy	2019
region	All
market	All
division	All
customer	All

**P & L By Fiscal Months**

All Values in USD

Metrics	Quarters Q1			Q2	
	Sep	Oct	Nov	Dec	Jan
net_sales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M
COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M
Gross margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%

fy	2020
region	All
market	All
division	All
customer	All

**P & L By Fiscal Months**

All Values in USD

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

fy	2021
region	All
market	All
division	All
customer	All

**P & L By Fiscal Months**

All Values in USD

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



Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%





































































































<b>Q2</b>	<b>Q3</b>			<b>Q4</b>			<b>Grand Total</b>
<b>Feb</b>	<b>Mar</b>	<b>Apr</b>	<b>May</b>	<b>Jun</b>	<b>Jul</b>	<b>Aug</b>	
6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	<b>87.5 M</b>
3.5 M	3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	<b>51.2 M</b>
2.6 M	2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	<b>36.2 M</b>
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	<b>41.4%</b>

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

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





162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	<b>204.5%</b>
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	<b>124.8%</b>