

**FILTERS**

market All
 FY **2019**
 customer All
 region All
 division All

P & L**By Fiscal Months**

All values in USD

Metrics	Quarters					Jan
	Q1		Q2			
	Sep	Oct	Nov	Dec		
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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P & L**By Fiscal Months**

All values in USD

Metrics	Quarters					Jan
	Q1		Q2			
	Sep	Oct	Nov	Dec		
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%

market All
 FY **2021**
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P & L**By Fiscal Months**

All values in USD

Metrics	Quarters					Jan
	Q1		Q2			
	Sep	Oct	Nov	Dec		
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
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%



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

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	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

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	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



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