



FILTERS

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

P & L

By Fisac Month

All values are in USD

Metrics	Fiscal Year							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

region All
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FY **2020**

P & L

By Fisac Month

All values are in USD

Metrics	Fiscal Year							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%

region All
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FY **2021**

P & L

By Fisac Month

All values are in USD

Metrics	Fiscal Year							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%



Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%



Q3	Q4	Grand Total		
May	Jun	Jul	Aug	
6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.7M	2.6M	36.2M
40.8%	42.0%	41.5%	41.4%	41.4%

Q3	Q4	Grand Total		
May	Jun	Jul	Aug	
9.9M	14.9M	16.1M	16.5M	196.7M
6.2M	9.3M	10.2M	10.5M	123.4M
3.7M	5.5M	5.9M	6.1M	73.3M
37.5%	37.3%	36.7%	36.8%	37.3%

Q3	Q4	Grand Total		
May	Jun	Jul	Aug	
44.4M	41.5M	44.0M	43.0M	598.9M
28.1M	26.4M	28.0M	27.4M	380.7M
16.3M	15.1M	16.0M	15.6M	218.2M
36.6%	36.4%	36.4%	36.3%	36.4%



347.0%	178.6%	173.9%	160.3%	204%
53.1%	140.7%	148.0%	162.0%	124.8%