

**FILTERS**

region All
 market All
 division All
 customer All
 FY 2019

P & L**By Fiscal Months**

All values in USD

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	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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 FY 2020

P & L**By Fiscal Months**

All values in USD

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	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%

region All
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 FY 2021

P & L**By Fiscal Months**

All values in USD

Metrics	Quarters					
	Q1			Q2		
	Sep	Oct	Nov	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**Comparison**

21 VS 20	262.1%	264.7%	259.1%	261.0%	261.4%
20 VS 19	264.6%	256.6%	267.3%	261.5%	262.8%