



FESTMAN Studio

Supporting creators with high quality recording equipment

DM30RGB

Maono PD400X

PRO X WIRELESS

Scarlett Solo Studio

Vocaster DM14v

Vocaster Two



Total Orders
1658K



Total Revenue
3,92,986K



Profit Margin
11.1%

DM30RGB

Broadcast quality mic for podcasters



Total Profit

43,735K

Profit YoY

110.4%

Total Orders by Country

Canada

346104

United States of America

344121

France

343815

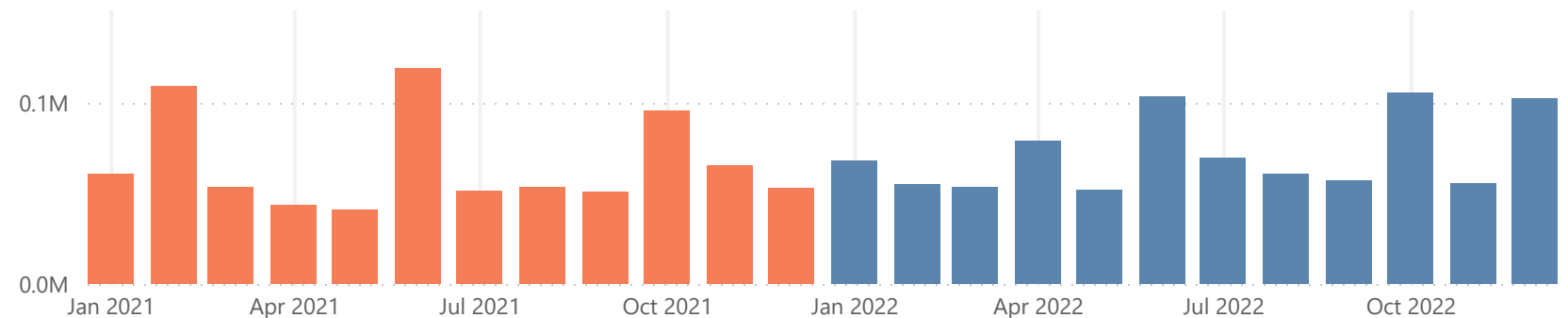
Germany

313011

Mexico

311024

Total Orders by Date



Top 3 Customer Type by Revenue

Government

1,66,774K

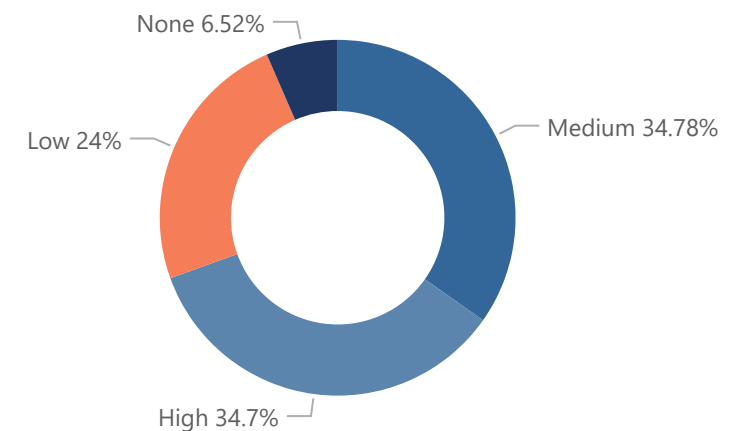
Education

63,056K

Enterprise

60,797K

Total Revenue by Discount Band





FESTMAN STUDIO| PROFITABILITY ANALYSIS

Total Profit
43,735K

Profit YoY
110.36%

Profit Margin
11.1%

Profit Margin PY
11.04%



DM30RGB



Maono PD400X



PRO X WIRELESS



Scarlett Solo Studio



Profit Trend |Years and Months

YoY Change

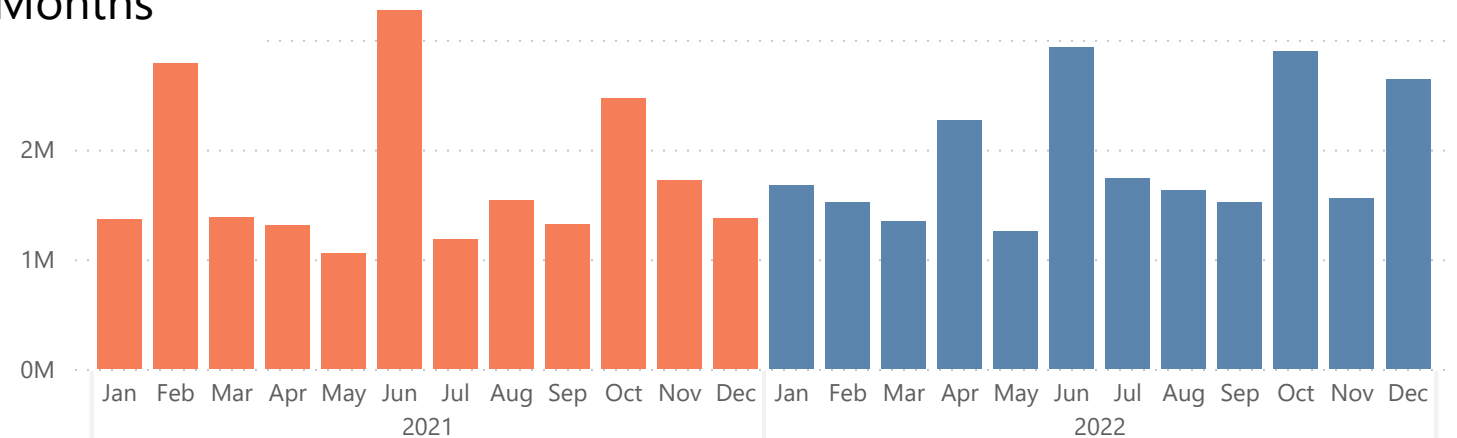
22.9M

MoM Change(\$)

2.64M

MoM Change(%)

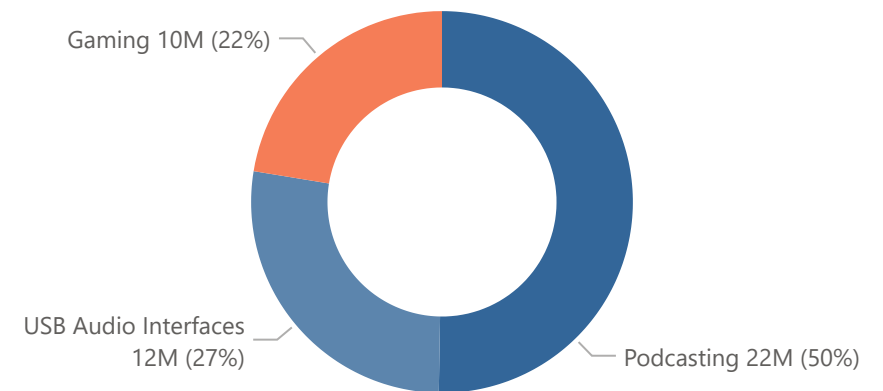
6.43%



Profitability by Customer Type and Products

Customer Type	Total Profit	Profit YoY	Profit Margin
<input checked="" type="checkbox"/> Creator	64,61,290	113.81%	11.8%
DM30RGB	7,22,120	148.32%	28.6%
Maono PD400X	30,09,860	78.33%	31.8%
PRO X WIRELESS	9,98,460	61.31%	8.0%
Scarlett Solo Studio	8,10,950		14.3%
Vocaster DM14v	2,31,290		5.9%
Vocaster Two	6,88,610	62.25%	3.3%
<input checked="" type="checkbox"/> Education	59,90,220	163.12%	9.5%
DM30RGB	6,95,020	115.22%	28.6%
Maono PD400X	18,64,940	586.30%	31.8%
PRO X WIRELESS	7,88,120	35.64%	8.0%
Total	4,37,35,430	110.36%	11.1%

Total Profit by Product Category





FESTMAN STUDIO

Product Analysis



DM30RGB



Maono PD400X



PRO X WIRELESS



Scarlett Solo Studio



Best Selling Product

Ranked by Total orders

2021

2022

Vocaster Two

498K

DM30RGB

258K

Scarlett Solo Studio

239K

PRO X WIRELESS

232K

Vocaster DM14v

219K

Maono PD400X

212K

Top 4 Most Profitable Customers

Total Profit by Customer Type

Government

17,841K

Enterprise

7,818K

Creator

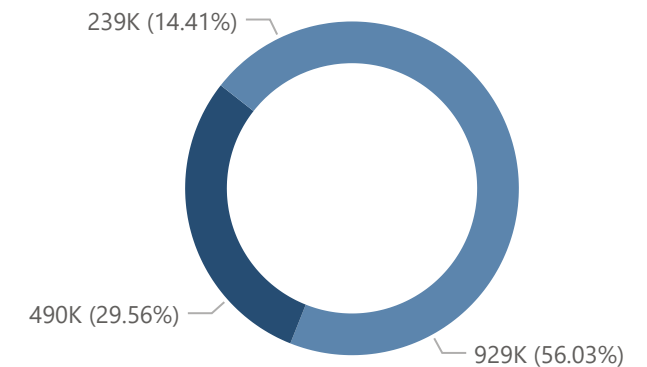
6,461K

Education

5,990K

Total Orders by Category

Podcasting Gaming USB Audio Interfaces



Profitability Trend

Current Year Prior Year

