

**FILTERS**

region All

market All

division All

customer All

FY **2019****P & L****By Fiscal Months**

All values in USD

Note: Do not m

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%

region All

market All

division All

customer All

FY **2020****P & L****By Fiscal Years**

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 Years**

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









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Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	###	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	###	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	###	2.7M	2.6M	36.2M
41.9%	41.5%	####	40.8%	###	####	41.4%	41.4%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	###	####	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	###	####	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	###	5.9M	6.1M	73.3M
37.7%	36.7%	####	37.5%	###	####	36.8%	37.3%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	####	44.4M	###	####	43.0M	598.9M
26.5M	28.0M	####	28.1M	###	####	27.4M	380.7M
15.3M	16.0M	####	16.3M	###	####	15.6M	218.2M
36.5%	36.4%	####	36.6%	###	####	36.3%	36.4%



162.5%	1981.6%	#####	347.0%	###	#####	160.3%	204.5%
162.0%	-67.1%	#####	53.1%	###	#####	162.0%	124.8%