

**FILTERS**

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

P&L
 by Fiscal Years

| Metrics | Quarters Q1 | | Q2 | | |
|----------------|-------------|-------|-------|-------|-------|
| | Sep | Oct | Nov | Dec | Jan |
| Net Sales | 6.5M | 8.0M | 10.7M | 11.4M | 6.5M |
| COGS | 3.8 M | 4.7 M | 6.3 M | 6.7 M | 3.9 M |
| Gross Margin | 2.6 M | 3.4 M | 4.5 M | 4.7 M | 2.7 M |
| Gross Margin % | 40.9% | 42.0% | 41.5% | 41.4% | 40.9% |

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 FY **2020**

P&L
 by Fiscal Years

| Metrics | Quarters Q1 | | Q2 | | |
|----------------|-------------|--------|--------|--------|--------|
| | Sep | Oct | Nov | Dec | Jan |
| Net Sales | 17.1M | 20.6M | 28.7M | 29.9M | 17.1M |
| COGS | 10.6 M | 12.8 M | 18.1 M | 18.9 M | 10.7 M |
| Gross Margin | 6.5 M | 7.8 M | 10.6 M | 11.0 M | 6.5 M |
| Gross Margin % | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% |

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 FY **2021**

P&L
 by Fiscal Years

| Metrics | Quarters Q1 | | Q2 | | |
|----------------|-------------|--------|--------|--------|--------|
| | Sep | Oct | Nov | Dec | Jan |
| Net Sales | 44.8M | 54.6M | 74.3M | 78.1M | 44.8M |
| COGS | 28.4 M | 34.7 M | 47.4 M | 49.8 M | 28.4 M |
| Gross Margin | 16.4 M | 19.9 M | 27.0 M | 28.3 M | 16.4 M |
| Gross Margin % | 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 |
| 3.5 M | 3.8 M | 3.7 M | 3.8 M | 3.6 M | 3.8 M | 3.7 M | 51.2 M |
| 2.6 M | 2.7 M | 2.6 M | 2.6 M | 2.6 M | 2.7 M | 2.6 M | 36.2 M |
| 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 |
| 9.9 M | 1.3 M | 4.8 M | 6.2 M | 9.3 M | 10.2 M | 10.5 M | 123.4 M |
| 6.0 M | 0.8 M | 2.9 M | 3.7 M | 5.5 M | 5.9 M | 6.1 M | 73.3 M |
| 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 |
| 26.5 M | 28.0 M | 27.7 M | 28.1 M | 26.4 M | 28.0 M | 27.4 M | 380.7 M |
| 15.3 M | 16.0 M | 15.8 M | 16.3 M | 15.1 M | 16.0 M | 15.6 M | 218.2 M |
| 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% |