

FILTERS

region	All
division	All
market	All
Customers	All
FY	2019

P & L**By Fiscal Months**

All Values in USD

Metrics	Quarter Q1		Quarter Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M
Total COGS	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%

region	All
division	All
market	All
Customers	All
FY	2020

P & L**By Fiscal Months**

All Values in USD

Metrics	Quarter Q1		Quarter Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M
Total COGS	10.6M	12.8M	18.1M	18.9M	10.7M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%

region	All
division	All
market	All
Customers	All
FY	2021

P & L**By Fiscal Months**

All Values in USD

Metrics	Quarter Q1		Quarter Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M
Total COGS	28.4M	34.7M	47.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%



**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
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

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
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

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
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%



162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%

204.5%
124.8%



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