



FILTERS

region All
market All
division All
customer All
FY 2019

P&L BY

FISCAL

All values are in USD

METRICS	QUARTER												Grand Total
	Q1 Sep	Oct	Nov	Q2 Dec	Jan	Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	
NET SALES	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	2.3M	2.3M	2.4M	2.4M	2.3M	2.1M	2.2M	2.1M	2.3M	2.1M	2.2M	2.1M	26.8M
GROSS MARGIN	4.2M	5.8M	8.3M	9.1M	4.2M	3.9M	4.2M	4.2M	4.2M	4.0M	4.3M	4.2M	60.7M
GM%	65.0%	71.8%	77.6%	79.3%	65.2%	64.7%	66.2%	66.1%	65.0%	65.4%	66.5%	66.1%	69.4%

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METRICS	QUARTER												Grand Total
	Q1 Sep	Oct	Nov	Q2 Dec	Jan	Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	
NET SALES	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	4.5M	4.5M	4.7M	4.6M	4.5M	4.3M	2.2M	3.0M	3.3M	3.6M	4.3M	4.3M	47.8M
GROSS MARGIN	12.6M	16.1M	24.0M	25.3M	12.7M	11.6M	-0.1M	4.7M	6.6M	11.3M	11.7M	12.3M	148.9M
GM%	73.8%	78.3%	83.6%	84.5%	74.0%	73.0%	-5.8%	61.1%	66.5%	75.9%	73.0%	74.2%	75.7%



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FY 2021

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METRICS	QUARTER												Grand Total
	Q1 Sep	Oct	Nov	Q2 Dec	Jan	Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	
NET SALES	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	11.2M	11.0M	11.3M	11.1M	11.2M	10.8M	10.9M	10.6M	11.1M	10.8M	10.9M	10.7M	131.6M
GROSS MARGIN	33.7M	43.6M	63.1M	67.0M	33.6M	31.0M	33.0M	32.9M	33.3M	30.7M	33.1M	32.4M	467.3M
GM%	75.1%	79.8%	84.8%	85.8%	75.1%	74.2%	75.2%	75.6%	74.9%	74.0%	75.2%	75.2%	78.0%

NET SALES PERFORMANCE

2021 VS 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
2020 VS 2019	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%



