

FILTERS

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

P & L**By Fiscal Months**

All values in USD

Note: Do not

| Metrics | Fiscal Years 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% |

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FY **2020**

P & L**By Fiscal Months**

All values in USD

| Metrics | Fiscal Years 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% |

market All
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FY **2021**

P & L**By Fiscal Months**

All values in USD

| Metrics | Fiscal Years 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% |