#### **FILTERS**

region All Market All division All customer All FY 2019



### P & L

## **By Fiscal Month**

All Values are in USD

Note: 2021 VS 2020 are not part of pivot table

#### Quarters

	Q1			Q2	
Metrix	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 Month**

All Values are in USD

Note: 2021 VS 2020 are not part of pivot table

#### Quarters

	Q1		Q2				
Metrix	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 market All division All customer All FY 2021

### **P&L**

# **By Fiscal Month**

All Values are in USD

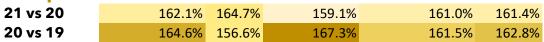
Note: 2021 VS 2020 are not part of pivot table

#### Quarters

	Q1			Q2	
Metrix	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**

# Comperison







Q2		Q3			Q4			<b>Grand Total</b>
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
4	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q2	Q3			Q4			<b>Grand Total</b>
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
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q2	Q3			Q4		<b>Grand Total</b>	
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
36.5%	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%