



region All
market All
division All
customer All
FY 2019

P&L

BY Fiscal Year

All Value in USD

Note : Do Not Modify Pivot Table

Metrix	Quarter Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	
Cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

region All
market All
division All
customer All
FY 2020

P&L

BY Fiscal Year

All Value in USD

Metrix	Quarter Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	
Cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	

region All
market All
division All
customer All
FY 2021

P&L

BY Fiscal Year

All Value in USD

Metrix	Quarter Q1			Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	
Cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	



Net Sales Comparison

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
21 Vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 Vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%



Q3		Q4		
Apr	May	Jun	Jul	Aug
6.3M	6.5M	6.2M	6.5M	6.3M
3.7M	3.8M	3.6M	3.8M	3.7M
2.6M	2.6M	2.6M	2.7M	2.6M
41.4%	40.8%	42.0%	41.5%	41.4%

Q3		Q4		
Apr	May	Jun	Jul	Aug
7.8M	9.9M	14.9M	16.1M	16.5M
4.8M	6.2M	9.3M	10.2M	10.5M
2.9M	3.7M	5.5M	5.9M	6.1M
37.7%	37.5%	37.3%	36.7%	36.8%

Q3		Q4		
Apr	May	Jun	Jul	Aug
43.5M	44.4M	41.5M	44.0M	43.0M
27.7M	28.1M	26.4M	28.0M	27.4M
15.8M	16.3M	15.1M	16.0M	15.6M
36.3%	36.6%	36.4%	36.4%	36.3%



May	Jun	Jul	Aug
347.0%	178.6%	173.9%	160.3%
53.1%	140.7%	148.0%	162.0%