

 region
 All market
 P&L street

 customer
 All survivision
 By Fiscal Year division

 division
 All survivision
 All values are in USD

 FY
 2019
 Note: Do not modify the pivot table

Quarters Q1 Q2 Q3 **Grand Total** Metrics Net Sales COGS Gross Margin GM% Oct

8.0 M
4.7 M
3.4 M
42.0% 6.1 M 3.5 M 2.6 M 41.9% Jun 6.2 M 3.6 M 2.6 M 42.0% Aug 6.3 M 3.7 M 2.6 M 41.4% Nov 6.5 M 3.8 M 2.6 M 40.9% 87.5 M 51.2 M 36.2 M 41.4% 6.5 M 3.9 M 2.7 M 6.4 M 3.8 M 2.7 M 41.5% 6.3 M 3.7 M 2.6 M 41.4% 6.5 M 3.8 M 2.6 M 40.8% 6.5 M 3.8 M 2.7 M 41.5% 10.7 M 6.3 M 4.5 M

 region
 All market
 All P&L sustainment

 customer
 All By Fiscal Year division
 All All values are in USD

 FY
 2020

	Quarte	rs												
Q1				Q2			Q3			Q4				Grand Tota
Metrics	Sep		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales		17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	196.7 M
COGS		10.6 M	12.8 M	18.1 M	18.9 M	10.7 M	9.9 M	1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	123.4 M
Gross Margin		6.5 M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M	0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	73.3 M
GM%		37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

 region
 All market
 All P&L SFiscal Year and Givision

 customer
 All All values are in USD SFY

	Quarter	rs												
Q1				Q2			Q3			Q4				Grand Total
Metrics	Sep		Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales		44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
COGS		28.4 M	34.7 M	47.4 M	49.8 M	28.4 M	26.5 M	28.0 M	27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	380.7 M
Gross Margin		16.4 M	19.9 M	27.0 M	28.3 M	16.4 M	15.3 M	16.0 M	15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	218.2 M
GM%		36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%
Net Sales														
Comparison														
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%