



FILTERS

market	All
region	All
customer	All
division	All

P & L

By Fiscal Year

All values are in USD (NOTE : 21 VS 20 is not part of pivot table)

Metrics	Fiscal Year			21 VS 20
	2019	2020	2021	
NET SALES	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
Gross Margin	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%



FILTERS

market	All
region	All
division	All
customer	All
FY	2019

P & L

By Fiscal Month

All values are in USD

NOTE: Do not modify the pivot table

Metrics	Quarters													
	Q1		Q2		Q3		Q4						Grand Total	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	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	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%	

market	All
region	All
division	All
customer	All
FY	2020

P & L

By Fiscal Month

All values are in USD

Metrics	Quarters													
	Q1		Q2		Q3		Q4						Grand Total	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	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	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
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%	

market	All
region	All
division	All
customer	All
FY	2021

P & L

By Fiscal Month

All values are in USD

Metrics	Quarters													
	Q1		Q2		Q3		Q4						Grand Total	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	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	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M	
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

21 vs 20	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%	
20 vs 19	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%	



FILTERS

region	All
sub_zone	All
FY	2021

P & L
FOR MARKET

All values are in USD

Customer	NET SALES	COGS	Gross Margin
Australia	21.0M	14.1M	6.9M
Austria	2.8M	2.0M	0.9M
Bangladesh	7.0M	4.5M	2.4M
Canada	35.1M	21.7M	13.4M
China	22.9M	13.5M	9.4M
France	25.9M	14.7M	11.2M
Germany	12.0M	8.9M	3.1M
India	161.3M	109.7M	51.6M
Indonesia	18.4M	11.3M	7.1M
Italy	11.7M	8.2M	3.5M
Japan	7.9M	4.2M	3.7M
Netherlands	8.0M	4.6M	3.4M
Newzealand	11.4M	5.9M	5.5M
Norway	13.7M	9.6M	4.0M
Pakistan	5.7M	3.6M	2.0M
Philiphines	31.9M	19.4M	12.5M
Poland	5.2M	3.0M	2.2M
Portugal	11.8M	6.8M	5.0M
South Korea	49.0M	31.4M	17.6M
Spain	12.6M	8.4M	4.2M
Sweden	1.8M	1.1M	0.7M
United Kingdo	34.2M	18.7M	15.4M
USA	87.8M	55.3M	32.5M
Grand Total	598.9M	380.7M	218.2M



GM% by Quarters (sub_zone)

FILTERS

FY 2019

GM %	Fiscal Year				
Customer	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
India	42.5%	42.2%	42.0%	42.5%	42.4%
NA	35.1%	35.4%	35.4%	35.7%	35.4%
NE	36.6%	37.0%	36.5%	36.6%	36.7%
ROA	44.5%	44.3%	44.0%	44.5%	44.4%
SE	44.5%	44.1%	44.0%	44.2%	44.2%

FILTERS

FY 2020

GM %	Fiscal Year				
Customer	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.3%	43.0%	42.8%	41.8%	42.8%
India	32.3%	32.1%	32.4%	32.0%	32.2%
NA	39.9%	40.1%	39.1%	39.7%	39.8%
NE	37.6%	37.8%	38.5%	37.7%	37.8%
ROA	38.4%	38.3%	38.8%	37.7%	38.2%
SE	38.5%	37.3%	38.2%	37.8%	37.9%

FILTERS

FY 2021

GM %	Fiscal Year				
Customer	Q1	Q2	Q3	Q4	Grand Total
ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
India	32.3%	31.8%	31.9%	32.0%	32.0%
NA	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%