

ProfitFlow Analyzer



Filters

region	All
division	All
customer	All
market	All
Fiscal Year	2019

P & L

BY Fiscal Year

Note: Do Not Modify pivot table

Metrics	Fiscal QTR												Grand Total
	Q1			Q2			Q3			Q4			
	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
Total 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 %	41%	42%	41%	41%	41%	42%	41%	41%	41%	42%	41%	41%	41%

region	All
division	All
customer	All
market	All
Fiscal Year	2020

P & L

BY Fiscal Year

Note: 21 VS 20 is not part of pivot table

Metrics	Fiscal QTR												Grand Total
	Q1			Q2			Q3			Q4			
	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
Total 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%

region All
division All
customer All
market All
Fiscal Year 2021

P & L
BY Fiscal Year
Note: 21 VS 20 is not part of pivot table

Metrics	Fiscal QTR												Grand Total
	Q1			Q2			Q3			Q4			
	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
Total 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 %	37%	37%	36%	36%	37%	37%	36%	36%	37%	36%	36%	36%	36%

Net Sales Comaprison

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%

ProfitFlow Analyzer



Filters

region All
customer All
market All
division All

P & L

BY Fiscal Year

Note: 21 VS 20 is not part of pivot table

Metrics	Fiscal Year			
	2019	2020	2021	21VS20
Net sales	87.5M	196.7M	598.9M	304.5%
Total Cogs	51.2M	123.4M	380.7M	308.6%
Gross Margin	36.2M	73.3M	218.2M	297.6%
GM %	41%	37%	36%	97.7%

ProfitFlow Analyzer



Filters

region All

sub_zone All

Fiscal Year 2021

P & L

BY Fiscal Year

Note: 21 VS 20 is not part of pivot ta

Country	Net sales	Total Cogs	Gross Margin	GM %
Australia	21.0M	14.1M	6.9M	33%
Austria	2.8M	2.0M	0.9M	30%
Bangladesh	7.0M	4.5M	2.4M	35%
Canada	35.1M	21.7M	13.4M	38%
China	22.9M	13.5M	9.4M	41%
France	25.9M	14.7M	11.2M	43%
Germany	12.0M	8.9M	3.1M	26%
India	161.3M	109.7M	51.6M	32%
Indonesia	18.4M	11.3M	7.1M	38%
Italy	11.7M	8.2M	3.5M	30%
Japan	7.9M	4.2M	3.7M	47%
Netherlands	8.0M	4.6M	3.4M	42%
Newzealand	11.4M	5.9M	5.5M	48%
Norway	13.7M	9.6M	4.0M	29%
Pakistan	5.7M	3.6M	2.0M	36%
Philippines	31.9M	19.4M	12.5M	39%
Poland	5.2M	3.0M	2.2M	43%
Portugal	11.8M	6.8M	5.0M	42%
South Korea	49.0M	31.4M	17.6M	36%
Spain	12.6M	8.4M	4.2M	33%
Sweden	1.8M	1.1M	0.7M	40%
United Kingdom	34.2M	18.7M	15.4M	45%
USA	87.8M	55.3M	32.5M	37%

ProfitFlow Analyzer



Filters

Fiscal Year 2019

GM% ByQuarters (Sub Zine)

GM %	Quarters				
Country	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%

Fiscal Year 2020

GM %	Quarters				
Country	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%

Fiscal Year 2021

GM %	Quarters				
Country	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%