



## FILTERS

|          |     |
|----------|-----|
| region   | All |
| customer | All |
| market   | All |

## P &amp; L

## By Fiscal Years

All values in USD

Note: 21 vs 20 is not a part of pivot table

| Division           | Fiscal Years |        |        |          |
|--------------------|--------------|--------|--------|----------|
|                    | 2019         | 2020   | 2021   | 21 VS 20 |
| N & S              |              |        |        |          |
| Net_sales          | 30.0M        | 51.4M  | 94.7M  | 84.4%    |
| COGS               | 17.8M        | 32.5M  | 59.9M  | 84.7%    |
| Gross margin       | 12.2M        | 18.9M  | 34.8M  | 83.8%    |
| GM %               | 40.7%        | 36.8%  | 36.7%  | -0.3%    |
| P & A              |              |        |        |          |
| Net_sales          | 40.1M        | 105.2M | 338.4M | 221.5%   |
| COGS               | 23.3M        | 65.9M  | 215.2M | 226.7%   |
| Gross margin       | 16.8M        | 39.4M  | 123.2M | 212.8%   |
| GM %               | 41.9%        | 37.4%  | 36.4%  | -2.7%    |
| PC                 |              |        |        |          |
| Net_sales          | 17.4M        | 40.1M  | 165.8M | 313.7%   |
| COGS               | 10.2M        | 25.1M  | 105.6M | 321.4%   |
| Gross margin       | 7.2M         | 15.0M  | 60.2M  | 300.9%   |
| GM %               | 41.5%        | 37.4%  | 36.3%  | -3.1%    |
| Total Net_sales    | 87.5M        | 196.7M | 598.9M | 204.5%   |
| Total COGS         | 51.2M        | 123.4M | 380.7M | 208.6%   |
| Total Gross margin | 36.2M        | 73.3M  | 218.2M | 197.6%   |
| Total GM %         | 41.4%        | 37.3%  | 36.4%  | -2.3%    |