



Filters

region	All
division	All

Market

Performance vs Target

Country	2019	2020	2021	2021-Target	%
Australia	3.9 M	10.7 M	21.0 M	-2.2 MI	-10.54%
Austria		0.1 M	2.8 M	-0.3 MI	-11.74%
Bangladesh	0.5 M	2.3 M	7.0 M	-0.7 MI	-10.31%
Canada	4.8 M	12.2 M	35.1 M	-5.1 MI	-14.45%
China	1.4 M	5.4 M	22.9 M	-2.1 MI	-9.03%
France	4.0 M	7.5 M	25.9 M	-2.2 MI	-8.44%
Germany	2.6 M	4.7 M	12.0 M	-1.5 MI	-12.72%
India	30.8 M	49.8 M	161.3 M	-9.6 MI	-5.92%
Indonesia	2.5 M	6.2 M	18.4 M	-2.4 MI	-12.93%
Italy	2.9 M	4.5 M	11.7 M	-1.0 MI	-8.96%
Japan		1.9 M	7.9 M	-0.3 MI	-4.12%
Netherlands	0.2 M	3.4 M	8.0 M	-0.7 MI	-8.22%
Newzealand		2.0 M	11.4 M	-1.4 MI	-12.30%
Norway		2.5 M	13.7 M	-1.4 MI	-10.50%
Pakistan	0.6 M	4.7 M	5.7 M	-0.5 MI	-9.27%
Philippines	5.7 M	13.4 M	31.9 M	-2.5 MI	-7.84%
Poland	0.4 M	2.8 M	5.2 M	-0.9 MI	-18.13%
Portugal	0.7 M	3.6 M	11.8 M	-0.5 MI	-4.29%
South Korea	12.8 M	17.3 M	49.0 M	-4.4 MI	-8.91%
Spain		1.8 M	12.6 M	-1.8 MI	-14.15%
Sweden	0.1 M	0.2 M	1.8 M	-0.2 MI	-11.11%
United Kingdom	2.0 M	8.1 M	34.2 M	-3.0 MI	-8.72%
USA	11.5 M	31.9 M	87.8 M	-10.2 MI	-11.66%
Grand Total	87.5 M	196.7 M	598.9 M	-54.9 MI	-9.17%



Filter

region All

market All

division All

Fy

2019

P&L

By Fiscal Month

All values are in USD

Note: Do not modify the Pivot Table

	Quarters												
	Q1			Q2			Q3			Q4			Grand Total
Matrix	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
net_sales_amount	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	87.5 M
COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M	3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	51.2 M
Gross Margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M	2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	36.2 M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

region All

market All

division All

Fy

2020

P&L

By Fiscal Month

All values are in USD

Note: Do not modify the Pivot Table

	Quarters												
	Q1			Q2			Q3			Q4			Grand Total
Matrix	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
net_sales_amount	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%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

region All

market All

division All

Fy

2021

P&L

By Fiscal Month

All values are in USD

Note: Do not modify the Pivot Table

	Quarters												
	Q1			Q2		Q3				Q4			Grand Total
Matrix	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
net_sales_amount	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%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%



Net sale
Comparision

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%



Filter

customer All
market All

P&L

Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of Pivot table

Country	Fiscal Year			21 vs 20
	2019	2020	2021	
APAC				
net_sales_amount	58.2 M	113.6 M	336.3 M	196.13%
COGS	33.1 M	72.6 M	217.6 M	199.94%
Gross Margin	25.1 M	41.0 M	118.7 M	189.41%
GM%	43.18%	36.11%	35.29%	97.73%
EU				
net_sales_amount	12.9 M	39.0 M	139.7 M	357.98%
COGS	7.6 M	24.3 M	86.1 M	354.91%
Gross Margin	5.3 M	14.8 M	53.6 M	363.02%
GM%	41.16%	37.85%	38.38%	101.41%
NA				
net_sales_amount	16.3 M	44.1 M	122.8 M	278.60%
COGS	10.5 M	26.6 M	77.0 M	289.93%
Gross Margin	5.8 M	17.5 M	45.9 M	261.45%
GM%	35.39%	39.78%	37.34%	93.84%
Total net_sales_amou	87.5 M	196.7 M	598.9 M	304.48%
Total COGS	51.2 M	123.4 M	380.7 M	308.59%
Total Gross Margin	36.2 M	73.3 M	218.2 M	297.55%
Total GM%	41.43%	37.28%	36.43%	97.73%



Filters

region	All
division	All
customer	All

Top 5 Country sales

All values are in USD

Product	Top Country
Canada	<div></div> 52.0 M
India	<div></div> 241.9 M
Philippines	<div></div> 50.9 M
South Korea	<div></div> 79.1 M
USA	<div></div> 131.2 M
Grand Total	555.0 M



Filters

region	All
division	All
customer	All

Top 10 Product

All values are in USD

Product	2020	2021
AQ Clx3		4.4 M
AQ Electron 3 3600 Desktop Processor		14.2 M
AQ Gen Y		19.5 M
AQ GEN Z		11.7 M
AQ HOME Allin1 Gen 2		3.5 M
AQ Lumina Ms		4.2 M
AQ Marquee P3		4.9 M
AQ Marquee P4		1.7 M
AQ Maxima Ms		13.7 M
AQ MB Lito		2.8 M
AQ MB Lito 2		2.3 M
AQ Qwerty		22.0 M
AQ Qwerty Ms		15.4 M
AQ Trigger		20.7 M
AQ Trigger Ms		17.9 M
AQ Wi Power Dx3		17.2 M
Grand Total		176.2 M



Filters

region	All
division	All
customer	All

Last 5 Product

All values are in USD

Product	Quantity
AQ Gamer 1	51721
AQ GEN Z	63059
AQ Home Allin1	15224
AQ HOME Allin1 Gen 2	8854
AQ Smash 2	36029
Grand Total	174887

**Filters**

region	All
division	All
customer	All

Top 10 Product

All values are in USD

Product	Quantity
AQ Gamers	3.4 M
AQ Gamers Ms	4.0 M
AQ Master wired x1 Ms	4.2 M
AQ Master wireless x1	3.4 M
AQ Master wireless x1 Ms	4.1 M
Grand Total	19.0 M