



P/L By Fiscal Year

Filters

market	All
division	All
region	All

Note: 2021 v 2020 is not part  
of pivot table

Fiscal Years				
Metrics	2019	2020	2021	2021 v 2020
Net Sales	\$ 87.48 M	\$ 196.69 M	\$ 598.88 M	204.5%
Total COGS	\$ 51.24 M	\$ 123.37 M	\$ 380.71 M	208.6%
Gross Margin	\$ 36.24 M	\$ 73.32 M	\$ 218.16 M	197.6%
Gross Margin %	41.43%	37.28%	36.43%	-2.3%

## P/L By Months/Quarters

## Filters

market	All
division	All
region	All
FY	2019

Quarters															
	Qtr1			Qtr2			Qtr3			Qtr4			Grand Total		
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
Net Sales	\$ 6.46 M	\$ 8.04 M	\$ 10.74 M	\$ 11.44 M	\$ 6.52 M	\$ 6.08 M	\$ 6.41 M	\$ 6.32 M	\$ 6.49 M	\$ 6.18 M	\$ 6.48 M	\$ 6.31 M	\$ 87.48 M		
Total COGS	\$ 3.82 M	\$ 4.66 M	\$ 6.28 M	\$ 6.70 M	\$ 3.86 M	\$ 3.53 M	\$ 3.75 M	\$ 3.71 M	\$ 3.84 M	\$ 3.59 M	\$ 3.79 M	\$ 3.70 M	\$ 51.24 M		
Gross Margin	\$ 2.64 M	\$ 3.37 M	\$ 4.45 M	\$ 4.73 M	\$ 2.67 M	\$ 2.55 M	\$ 2.66 M	\$ 2.62 M	\$ 2.65 M	\$ 2.60 M	\$ 2.69 M	\$ 2.61 M	\$ 36.24 M		
Gross Margin %	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%		

## Filters

market	All
division	All
region	All
FY	2020

Quarters														
	Qtr1			Qtr2			Qtr3			Qtr4			Grand Total	
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	\$ 17.10 M	\$ 20.63 M	\$ 28.69 M	\$ 29.90 M	\$ 17.13 M	\$ 15.93 M	\$ 2.11 M	\$ 7.76 M	\$ 9.93 M	\$ 14.88 M	\$ 16.08 M	\$ 16.54 M	\$ 196.69 M	
Total COGS	\$ 10.64 M	\$ 12.83 M	\$ 18.07 M	\$ 18.89 M	\$ 10.67 M	\$ 9.92 M	\$ 1.34 M	\$ 4.83 M	\$ 6.21 M	\$ 9.34 M	\$ 10.18 M	\$ 10.45 M	\$ 123.37 M	
Gross Margin	\$ 6.46 M	\$ 7.79 M	\$ 10.63 M	\$ 11.01 M	\$ 6.47 M	\$ 6.01 M	\$ 0.77 M	\$ 2.93 M	\$ 3.72 M	\$ 5.55 M	\$ 5.90 M	\$ 6.08 M	\$ 73.32 M	
Gross Margin %	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%	

## Filters

market	All
division	All
region	All
FY	2021

Quarters													
	Qtr1			Qtr2			Qtr3			Qtr4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	\$ 44.82 M	\$ 54.59 M	\$ 74.34 M	\$ 78.06 M	\$ 44.79 M	\$ 41.82 M	\$ 43.95 M	\$ 43.54 M	\$ 44.40 M	\$ 41.47 M	\$ 44.05 M	\$ 43.05 M	\$ 598.88 M
Total COGS	\$ 28.39 M	\$ 34.65 M	\$ 47.36 M	\$ 49.76 M	\$ 28.36 M	\$ 26.54 M	\$ 27.97 M	\$ 27.72 M	\$ 28.13 M	\$ 26.35 M	\$ 28.03 M	\$ 27.44 M	\$ 380.71 M
Gross Margin	\$ 16.43 M	\$ 19.94 M	\$ 26.98 M	\$ 28.30 M	\$ 16.43 M	\$ 15.28 M	\$ 15.98 M	\$ 15.82 M	\$ 16.27 M	\$ 15.11 M	\$ 16.02 M	\$ 15.61 M	\$ 218.16 M
Gross Margin %	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%

## P/L For Markets

### Filters

region	All
sub_zone	All
FY	2021

All values are in  
USD

Row Labels	Net Sales	COGS	Gross Margin	GM %
Australia	21 M	14 M	7 M	32.9%
Austria	3 M	2 M	1 M	30.1%
Bangladesh	7 M	5 M	2 M	34.5%
Canada	35 M	22 M	13 M	38.2%
China	23 M	13 M	9 M	41.1%
France	26 M	15 M	11 M	43.2%
Germany	12 M	9 M	3 M	26.2%
India	161 M	110 M	52 M	32.0%
Indonesia	18 M	11 M	7 M	38.4%
Italy	12 M	8 M	4 M	30.1%
Japan	8 M	4 M	4 M	46.5%
Netherlands	8 M	5 M	3 M	42.0%
Newzealand	11 M	6 M	5 M	48.2%
Norway	14 M	10 M	4 M	29.5%
Pakistan	6 M	4 M	2 M	36.2%
Philippines	32 M	19 M	12 M	39.1%
Poland	5 M	3 M	2 M	42.6%
Portugal	12 M	7 M	5 M	42.1%
South Korea	49 M	31 M	18 M	35.9%
Spain	13 M	8 M	4 M	33.1%
Sweden	2 M	1 M	1 M	40.2%
United Kingdom	34 M	19 M	15 M	45.1%
USA	88 M	55 M	32 M	37.0%

## GM% by Sub Zone

### Filters

FY	2019
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GM % Sub Zone	Quarters				Grand Total
	Qtr1	Qtr2	Qtr3	Qtr4	
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%

FY	2020
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GM % Sub Zone	Quarters				Grand Total
	Qtr1	Qtr2	Qtr3	Qtr4	
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%

FY	2021
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GM % Sub Zone	Quarters				Grand Total
	Qtr1	Qtr2	Qtr3	Qtr4	
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%