

division	All	P & L
market	All	By Fiscal Years
region	All	All Values in AUD

Note: 21 vs 20 is not part of pivot



Customers	2019	2020	2021	21 vs 20 %
Net_Sales				
Q1	25.24M	66.42M	173.75M	161.59%
Q2	24.04M	62.97M	164.67M	161.51%
Q3	19.22M	19.80M	131.89M	566.04%
Q4	18.98M	47.50M	128.56M	170.67%
Total COGS				
Q1	14.77M	41.54M	110.41M	165.77%
Q2	14.09M	39.48M	104.66M	165.09%
Q3	11.30M	12.38M	83.82M	577.22%
Q4	11.08M	29.97M	81.82M	173.01%
Gross Margin				
Q1	10.47M	24.88M	63.34M	154.62%
Q2	9.95M	23.49M	60.01M	155.49%
Q3	7.92M	7.42M	48.07M	547.41%
Q4	7.90M	17.53M	46.74M	166.65%
GM %				
Q1	0.00M	37.45%	36.46%	-2.66%
Q2	0.00M	37.30%	36.44%	-2.30%
Q3	0.00M	37.49%	36.45%	-2.80%
Q4	0.00M	36.90%	36.36%	-1.48%
Total Net_Sales	87.48M	196.69M	598.88M	204.48%
Total Total COGS	51.24M	123.37M	380.71M	208.59%
Total Gross Margin	36.24M	73.32M	218.16M	197.55%
Total GM %	41.43%	37.28%	36.43%	-2.27%