

## customer performance report

### FILTERS

### GM % by Quarters(sub

FYear 2019 All value in USD

GM%	Quarters				
Market	Q1	Q2	Q3	Q4	Grand Total
ANZ	42.98%	42.20%	42.59%	42.46%	42.57%
India	42.54%	42.25%	42.04%	42.54%	42.35%
NA	35.15%	35.42%	35.36%	35.72%	35.39%
NE	36.59%	37.01%	36.54%	36.56%	36.69%
ROA	44.51%	44.35%	44.05%	44.48%	44.35%
SE	44.52%	44.05%	44.01%	44.16%	44.21%

FYear 2020 All value in USD

GM%	Quarters				
Market	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.34%	43.04%	42.77%	41.79%	42.82%
India	32.35%	32.13%	32.44%	32.03%	32.21%
NA	39.87%	40.06%	39.11%	39.67%	39.78%
NE	37.65%	37.84%	38.51%	37.74%	37.81%
ROA	38.41%	38.29%	38.78%	37.69%	38.23%
SE	38.46%	37.28%	38.16%	37.78%	37.90%

FYear 2021 All value in USD

GM%	Quarters				
Market	Q1	Q2	Q3	Q4	Grand Total
ANZ	38.99%	37.85%	38.27%	38.00%	38.31%
India	32.27%	31.81%	31.92%	31.97%	32.00%
NA	37.10%	37.45%	37.47%	37.39%	37.34%
NE	37.88%	38.72%	38.25%	38.31%	38.29%
ROA	38.48%	38.44%	38.12%	38.12%	38.31%
SE	38.64%	38.29%	38.60%	38.48%	38.50%

## customer performance report

### FILTERS

region	All
sub_zone	All
FYear	2021

### P & L for Markets

All value in USD

Market	netsale	cogs	gross margin	GM%
Australia	21.0M	14.1M	6.9M	32.92%
Austria	2.8M	2.0M	0.9M	30.11%
Bangladesh	7.0M	4.5M	2.4M	34.54%
Canada	35.1M	21.7M	13.4M	38.21%
China	22.9M	13.5M	9.4M	41.07%
France	25.9M	14.7M	11.2M	43.24%
Germany	12.0M	8.9M	3.1M	26.18%
India	161.3M	109.7M	51.6M	32.00%
Indonesia	18.4M	11.3M	7.1M	38.41%
Italy	11.7M	8.2M	3.5M	30.13%
Japan	7.9M	4.2M	3.7M	46.52%
Netherlands	8.0M	4.6M	3.4M	42.03%
Newzealand	11.4M	5.9M	5.5M	48.23%
Norway	13.7M	9.6M	4.0M	29.48%
Pakistan	5.7M	3.6M	2.0M	36.18%
Philippines	31.9M	19.4M	12.5M	39.09%
Poland	5.2M	3.0M	2.2M	42.56%
Portugal	11.8M	6.8M	5.0M	42.13%
South Korea	49.0M	31.4M	17.6M	35.92%
Spain	12.6M	8.4M	4.2M	33.13%
Sweden	1.8M	1.1M	0.7M	40.22%
United Kingdom	34.2M	18.7M	15.4M	45.13%
USA	87.8M	55.3M	32.5M	36.99%
<b>Grand Total</b>	<b>598.9M</b>	<b>380.7M</b>	<b>218.2M</b>	<b>36.43%</b>

## customer performance report

### FILTERS

market	All
region	All
FYear	2019
division	All

### P & L by FISCAL YEARS

All value in USD

QUARTERS							
METRICS	Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
netsale	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	
cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	
gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	

market	All
region	All
FYear	2020
division	All

### P & L by FISCAL YEARS

All value in USD

QUARTERS							
METRICS	Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
netsale	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	
cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	
gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	

market	All
region	All
FYear	2021
division	All

### P & L by FISCAL YEARS

All value in USD

QUARTERS							
METRICS	Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
netsale	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	
cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	
gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	

*customer performance report*

**Net Sales Comparison**

21 vs 20	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%
20 vs 19	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%

## customer performance report

Note: Don't modify the pivot table

Q3		Q4				Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M		87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M		51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M		36.2M
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%		41.43%

Q3		Q4				Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M		196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M		123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M		73.3M
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%		37.28%

Q3		Q4				Grand Total	
Mar	Apr	May	Jun	Jul	Aug		
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M		598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M		380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M		218.2M
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%		36.43%

*customer performance report*

2081.59%	561.21%	447.02%	278.64%	273.93%	260.31%	304.48%
32.93%	122.73%	153.05%	240.65%	248.00%	262.03%	224.85%

# customer performance report

## FILTERS

market	All
region	All

## P & L by FISCAL YEARS

All value in USD

Note :2021 vs 2020 is not the part of the pivot table

Row Labels	FISCAL YEAR			
	2019	2020	2021	2021 vs 202
<b>N &amp; S</b>				
netsale	30.0M	51.4M	94.7M	184.38%
cogs	17.8M	32.5M	59.9M	184.71%
gross margin	12.2M	18.9M	34.8M	183.81%
GM%	40.73%	36.83%	36.72%	99.69%
<b>P &amp; A</b>				
netsale	40.1M	105.2M	338.4M	321.53%
cogs	23.3M	65.9M	215.2M	326.73%
gross margin	16.8M	39.4M	123.2M	312.84%
GM%	41.92%	37.43%	36.42%	97.30%
<b>PC</b>				
netsale	17.4M	40.1M	165.8M	413.70%
cogs	10.2M	25.1M	105.6M	421.37%
gross margin	7.2M	15.0M	60.2M	400.88%
GM%	41.49%	37.45%	36.29%	96.90%
<b>Total netsale</b>	<b>87.5M</b>	<b>196.7M</b>	<b>598.9M</b>	<b>304.48%</b>
<b>Total cogs</b>	<b>51.2M</b>	<b>123.4M</b>	<b>380.7M</b>	<b>308.59%</b>
<b>Total gross margin</b>	<b>36.2M</b>	<b>73.3M</b>	<b>218.2M</b>	<b>297.55%</b>
<b>Total GM%</b>	<b>41.43%</b>	<b>37.28%</b>	<b>36.43%</b>	<b>97.73%</b>