



## FILTERS

|          |     |
|----------|-----|
| REGION   | All |
| DIVISION | All |
| MARKET   | All |
| customer | All |

## P&L

BY FISCAL YEAR

All Values In \$

NOTE: 21 VS 20 is not part of pivot table.

## FISCAL YEAR

| METRICS        | 2019  | 2020   | 2021   | 2020 -2021 |
|----------------|-------|--------|--------|------------|
| Net Sales      | 87.5M | 196.7M | 598.9M | 204.5%     |
| COGS           | 51.2M | 123.4M | 380.7M | 208.6%     |
| GROSS MARGIN   | 36.2M | 73.3M  | 218.2M | 197.6%     |
| GROSS MARGIN % | 41.4% | 37.3%  | 36.4%  | -2.3%      |

**FILTERS**

|          |      |
|----------|------|
| region   | All  |
| market   | All  |
| division | All  |
| customer | All  |
| FY       | 2019 |

**P & L****By Fiscal Months****All values in USD****NOTE: Do not modify pivot table.**

Quarters

| Metrics      | Q1    |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       | Grand Total |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|
|              | Sep   | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |             |
| Net Sales    | 6.5M  | 8.0M  | 10.7M | 11.4M | 6.5M  | 6.1M  | 6.4M  | 6.3M  | 6.5M  | 6.2M  | 6.5M  | 6.3M  | 87.5M       |
| COGS         | 3.8M  | 4.7M  | 6.3M  | 6.7M  | 3.9M  | 3.5M  | 3.8M  | 3.7M  | 3.8M  | 3.6M  | 3.8M  | 3.7M  | 51.2M       |
| Gross Margin | 2.6M  | 3.4M  | 4.5M  | 4.7M  | 2.7M  | 2.6M  | 2.7M  | 2.6M  | 2.6M  | 2.6M  | 2.7M  | 2.6M  | 36.2M       |
| GM %         | 40.9% | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% | 41.4% | 40.8% | 42.0% | 41.5% | 41.4% | 41.4%       |

|          |      |
|----------|------|
| region   | All  |
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| customer | All  |
| FY       | 2020 |

**P & L****By Fiscal Months****All values in USD**

Quarters

| Metrics      | Q1    |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       | Grand Total |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|
|              | Sep   | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |             |
| Net Sales    | 17.1M | 20.6M | 28.7M | 29.9M | 17.1M | 15.9M | 2.1M  | 7.8M  | 9.9M  | 14.9M | 16.1M | 16.5M | 196.7M      |
| COGS         | 10.6M | 12.8M | 18.1M | 18.9M | 10.7M | 9.9M  | 1.3M  | 4.8M  | 6.2M  | 9.3M  | 10.2M | 10.5M | 123.4M      |
| Gross Margin | 6.5M  | 7.8M  | 10.6M | 11.0M | 6.5M  | 6.0M  | 0.8M  | 2.9M  | 3.7M  | 5.5M  | 5.9M  | 6.1M  | 73.3M       |
| GM %         | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% | 37.3% | 36.7% | 36.8% | 37.3%       |



|          |      |
|----------|------|
| region   | All  |
| market   | All  |
| division | All  |
| customer | All  |
| FY       | 2021 |

**P & L**  
**By Fiscal Months**  
**All values in USD**

| Metrics      | Quarters |       |       |       |       |       |       |       |       |       |       |       | Grand Total |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|
|              | Q1       |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       |             |
|              | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |             |
| Net Sales    | 44.8M    | 54.6M | 74.3M | 78.1M | 44.8M | 41.8M | 44.0M | 43.5M | 44.4M | 41.5M | 44.0M | 43.0M | 598.9M      |
| COGS         | 28.4M    | 34.7M | 47.4M | 49.8M | 28.4M | 26.5M | 28.0M | 27.7M | 28.1M | 26.4M | 28.0M | 27.4M | 380.7M      |
| Gross Margin | 16.4M    | 19.9M | 27.0M | 28.3M | 16.4M | 15.3M | 16.0M | 15.8M | 16.3M | 15.1M | 16.0M | 15.6M | 218.2M      |
| GM %         | 36.7%    | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% | 36.4%       |

**NET SALES COMPARISON**

|          |        |        |        |        |        |        |         |        |        |        |        |        |        |
|----------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|
| 21 VS 20 | 262.1% | 264.7% | 259.1% | 261.0% | 261.4% | 262.5% | 2081.6% | 561.2% | 447.0% | 278.6% | 273.9% | 260.3% | 204.5% |
| 20 VS 19 | 264.6% | 256.6% | 267.3% | 261.5% | 262.8% | 262.0% | 32.9%   | 122.7% | 153.1% | 240.7% | 248.0% | 262.0% | 124.8% |



## FILTERS

REGION

DIVISION All

MARKET All

customer All

## P&L

### BY FISCAL YEAR

All Values In \$

NOTE: 21 VS 20 is not part of pivot table.

### FISCAL YEAR

| METRICS        | 2019  | 2020   | 2021   | 2020 -2021 |
|----------------|-------|--------|--------|------------|
| Net Sales      | 87.5M | 196.7M | 598.9M | 204.5%     |
| COGS           | 51.2M | 123.4M | 380.7M | 208.6%     |
| GROSS MARGIN   | 36.2M | 73.3M  | 218.2M | 197.6%     |
| GROSS MARGIN % | 41.4% | 37.3%  | 36.4%  | -2.3%      |



## GROSS MARGIN% BY QUARTERS (SUB\_ZONE)

### FILTERS

| FY | 2019 |
|----|------|
|----|------|

| GM%<br>Sub Zone | Quarters |       |       |       | Grand Total |
|-----------------|----------|-------|-------|-------|-------------|
|                 | Q1       | Q2    | Q3    | Q4    |             |
| 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%       |

### FILTERS

| FY | 2020 |
|----|------|
|----|------|

| GM%<br>Sub Zone | Quarters |       |       |       | Grand Total |
|-----------------|----------|-------|-------|-------|-------------|
|                 | Q1       | Q2    | Q3    | Q4    |             |
| 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%       |



## FILTERS

| FY | 2021 |
|----|------|
|----|------|

| GM%<br>Sub Zone | Quarters |       |       |       | Grand Total |
|-----------------|----------|-------|-------|-------|-------------|
|                 | Q1       | Q2    | Q3    | Q4    |             |
| 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%       |



| FILTERS        |           | P&L<br>FOR MARKET |              |                |
|----------------|-----------|-------------------|--------------|----------------|
| REGION         | All       | All Values In \$  |              |                |
| sub_zone       | All       |                   |              |                |
| financial year | 2021      |                   |              |                |
| MARKET         | Net Sales | COGS              | GROSS MARGIN | GROSS MARGIN % |
| Australia      | 21.0M     | 14.1M             | 6.9M         | 32.9%          |
| Austria        | 2.8M      | 2.0M              | 0.9M         | 30.1%          |
| Bangladesh     | 7.0M      | 4.5M              | 2.4M         | 34.5%          |
| Canada         | 35.1M     | 21.7M             | 13.4M        | 38.2%          |
| China          | 22.9M     | 13.5M             | 9.4M         | 41.1%          |
| France         | 25.9M     | 14.7M             | 11.2M        | 43.2%          |
| Germany        | 12.0M     | 8.9M              | 3.1M         | 26.2%          |
| India          | 161.3M    | 109.7M            | 51.6M        | 32.0%          |
| Indonesia      | 18.4M     | 11.3M             | 7.1M         | 38.4%          |
| Italy          | 11.7M     | 8.2M              | 3.5M         | 30.1%          |
| Japan          | 7.9M      | 4.2M              | 3.7M         | 46.5%          |
| Netherlands    | 8.0M      | 4.6M              | 3.4M         | 42.0%          |
| Newzealand     | 11.4M     | 5.9M              | 5.5M         | 48.2%          |
| Norway         | 13.7M     | 9.6M              | 4.0M         | 29.5%          |
| Pakistan       | 5.7M      | 3.6M              | 2.0M         | 36.2%          |
| Philiphines    | 31.9M     | 19.4M             | 12.5M        | 39.1%          |
| Poland         | 5.2M      | 3.0M              | 2.2M         | 42.6%          |
| Portugal       | 11.8M     | 6.8M              | 5.0M         | 42.1%          |
| South Korea    | 49.0M     | 31.4M             | 17.6M        | 35.9%          |
| Spain          | 12.6M     | 8.4M              | 4.2M         | 33.1%          |
| Sweden         | 1.8M      | 1.1M              | 0.7M         | 40.2%          |
| United Kingdom | 34.2M     | 18.7M             | 15.4M        | 45.1%          |
| USA            | 87.8M     | 55.3M             | 32.5M        | 37.0%          |