

# FILTERS

region	All	▼
sub_zone	All	▼
FY	All	▼

## P & L Report for Markets

All Values in USD

market ▼	Net Sales	Gross Margin	COGS	GM %
Australia	35.6M	13.5M	22.1M	37.87%
Austria	3.0M	0.9M	2.1M	29.96%
Bangladesh	9.7M	3.4M	6.3M	35.43%
Canada	52.0M	20.5M	31.5M	39.39%
China	29.7M	12.1M	17.6M	40.82%
France	37.5M	16.2M	21.2M	43.31%
Germany	19.3M	5.8M	13.5M	29.91%
India	241.9M	80.7M	161.2M	33.36%
Indonesia	27.1M	10.8M	16.3M	39.77%
Italy	19.1M	6.2M	12.9M	32.62%
Japan	9.8M	4.4M	5.4M	44.68%
Netherlands	11.6M	5.0M	6.5M	43.59%
Newzealand	13.4M	6.0M	7.4M	44.98%
Norway	16.2M	5.0M	11.2M	30.75%
Pakistan	11.0M	4.3M	6.7M	39.19%
Philippines	50.9M	20.8M	30.2M	40.77%
Poland	8.4M	3.5M	4.9M	41.52%
Portugal	16.2M	6.6M	9.6M	40.66%
South Korea	79.1M	28.8M	50.2M	36.47%
Spain	14.4M	4.8M	9.5M	33.69%
Sweden	2.0M	0.8M	1.2M	40.59%
United Kingdom	44.2M	18.9M	25.3M	42.72%
USA	131.2M	48.7M	82.5M	37.10%

FILTERS		
division	All	▼
region	All	▼
customer	All	▼
market	All	▼
FY	2019	⌵

### P & L by Fiscal Months

All Values in USD

Note: Do not modify the pivot table

		Quarters ▼													
		Q1			Q2			Q3			Q4			Grand Total	
Metrics		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%	

FILTERS		
division	All	▼
region	All	▼
customer	All	▼
market	All	▼
FY	2020	⌵

### P & L by Fiscal Months

All Values in USD

		Quarters ▼													
		Q1			Q2			Q3			Q4			Grand Total	
Metrics		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%	

FILTERS		
division	All	▼
region	All	▼
customer	All	▼
market	All	▼
FY	2021	⌵

### P & L by Fiscal Months

All Values in USD

		Quarters ▼													
		Q1			Q2			Q3			Q4			Grand Total	
Metrics		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	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	#####	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%

### FILTERS

division	All	▼
region	All	▼
customer	All	▼
market	All	▼

### P & L Report

21 vs 20 is not in Pivot table  
All Values in USD

Fiscal Years ▼

Metrics	2019	2020	2021	21 vs 20
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%
GM %	41.4%	37.3%	36.4%	-2.3%



## Filters

region All  
market India  
division All

## Customer Net Sales Performance

Customer	2019	2020	2021	21 vs 20
Amazon	4.6 M	9.8 M	23.0M	234.9%
Atliq e Store	1.6 M	3.5 M	8.7M	249.1%
AtliQ Exclusive	3.4 M	4.7 M	18.4M	392.6%
Croma	1.7 M	2.5 M	7.5M	305.1%
Ebay	1.7 M	3.6 M	8.5M	235.9%
Electricalslytical	1.6 M	2.0 M	8.4M	431.1%
Electricalsociety	1.8 M	2.3 M	9.4M	415.1%
Expression	1.5 M	2.2 M	8.8M	391.2%
Ezone	1.5 M	2.0 M	7.9M	391.6%
Flipkart	1.9 M	4.3 M	9.9M	231.8%
Girias	1.5 M	2.1 M	8.7M	419.3%
Lotus	1.5 M	2.1 M	8.1M	382.6%
Propel	1.6 M	2.2 M	9.1M	413.7%
Reliance Digital	1.6 M	2.2 M	8.5M	387.2%
Vijay Sales	1.7 M	2.1 M	8.5M	397.8%
Viveks	1.6 M	2.2 M	7.8M	348.1%
<b>Grand Total</b>	<b>30.8 M</b>	<b>49.8 M</b>	<b>161.3M</b>	<b>324.0%</b>

# FILTERS

region	All	▼
division	All	▼

## Market Performance

### vs Target

All Values in USD

Country	▼	2019	2020	2021	2021 - Target	%
Australia		3.9M	10.7M	21.0M	-2.2M	-10.5%
Austria			0.1M	2.8M	-0.3M	-11.7%
Bangladesh		0.5M	2.3M	7.0M	-0.7M	-10.3%
Canada		4.8M	12.2M	35.1M	-5.1M	-14.5%
China		1.4M	5.4M	22.9M	-2.1M	-9.0%
France		4.0M	7.5M	25.9M	-2.2M	-8.4%
Germany		2.6M	4.7M	12.0M	-1.5M	-12.7%
India		30.8M	49.8M	161.3M	-9.6M	-5.9%
Indonesia		2.5M	6.2M	18.4M	-2.4M	-12.9%
Italy		2.9M	4.5M	11.7M	-1.0M	-9.0%
Japan			1.9M	7.9M	-0.3M	-4.1%
Netherlands		0.2M	3.4M	8.0M	-0.7M	-8.2%
Newzealand			2.0M	11.4M	-1.4M	-12.3%
Norway			2.5M	13.7M	-1.4M	-10.5%
Pakistan		0.6M	4.7M	5.7M	-0.5M	-9.3%
Philippines		5.7M	13.4M	31.9M	-2.5M	-7.8%
Poland		0.4M	2.8M	5.2M	-0.9M	-18.1%
Portugal		0.7M	3.6M	11.8M	-0.5M	-4.3%
South Korea		12.8M	17.3M	49.0M	-4.4M	-8.9%
Spain			1.8M	12.6M	-1.8M	-14.1%
Sweden		0.1M	0.2M	1.8M	-0.2M	-11.1%
United Kingdom		2.0M	8.1M	34.2M	-3.0M	-8.7%
USA		11.5M	31.9M	87.8M	-10.2M	-11.7%
Grand Total		87.5M	196.7M	598.9M	-54.9M	-9.2%