



P & L

For Segment

All values in USD

Note: Do not modify the pivot table

FILTERS	
market	All
region	All
sub_zone	All
Fiscal Year	All

Segment	Net_Sales	Cost of Goods Sold (COGS)	Gross Margin	Gross Margin %
Accessories	268.31M	169.03M	99.28M	37.00%
Desktop	9.34M	5.90M	3.44M	36.85%
Networking	84.73M	52.80M	31.93M	37.68%
Notebook	213.86M	134.93M	78.92M	36.90%
Peripherals	215.45M	135.29M	80.16M	37.21%
Storage	91.36M	57.37M	33.99M	37.21%



P & L

For Market

All values in USD

Note: Do not modify the pivot table

FILTERS	
region	All
sub_zone	All
Fiscal Year	All

Market	Net_Sales	Cost of Goods Sold (COGS)	Gross Margin	Gross Margin %
Australia	35.57M	22.10M	13.47M	37.87%
Austria	2.96M	2.07M	0.89M	29.96%
Bangladesh	9.69M	6.26M	3.43M	35.43%
Canada	51.99M	31.51M	20.48M	39.39%
China	29.74M	17.60M	12.14M	40.82%
France	37.45M	21.23M	16.22M	43.31%
Germany	19.26M	13.50M	5.76M	29.91%
India	241.85M	161.16M	80.69M	33.36%
Indonesia	27.15M	16.35M	10.80M	39.77%
Italy	19.09M	12.86M	6.23M	32.62%
Japan	9.80M	5.42M	4.38M	44.68%
Netherlands	11.57M	6.52M	5.04M	43.59%
Newzealand	13.39M	7.37M	6.02M	44.98%
Norway	16.16M	11.19M	4.97M	30.75%
Pakistan	10.98M	6.67M	4.30M	39.19%
Philippines	50.92M	30.16M	20.76M	40.77%
Poland	8.39M	4.91M	3.48M	41.52%
Portugal	16.16M	9.59M	6.57M	40.66%
South Korea	79.05M	50.22M	28.83M	36.47%
Spain	14.39M	9.54M	4.85M	33.69%
Sweden	2.05M	1.22M	0.83M	40.59%
United Kingdom	44.23M	25.34M	18.89M	42.72%
USA	131.23M	82.54M	48.69M	37.10%



P & L

By Fiscal Year

All values in USD

Note: Do not modify the pivot table

FILTERS	
region	All
customer	All
division	All
market	All

	Fiscal Year			
Metrics	2019	2020	2021	2021 vs 2020 (Growth)
Net_Sales	87.48M	196.69M	598.88M	204.48%
COGS	51.24M	123.37M	380.71M	208.59%
GM	36.24M	73.32M	218.16M	197.55%
GM %	41.43%	37.28%	36.43%	-2.27%

P & L

By Fiscal Year & Market

All values in USD

Note: Do not modify the pivot table

FILTERS	
region	All
customer	All
division	All

	Fiscal Year			
Market	2019	2020	2021	2021 vs 2020 (Growth)
Australia				
Net_Sales	3.88M	10.70M	20.99M	96.22%
COGS	2.23M	5.79M	14.08M	143.20%
GM	1.65M	4.91M	6.91M	40.80%
GM %	42.57%	45.88%	32.92%	-28.24%
Austria				
Net_Sales		0.12M	2.84M	2301.31%
COGS		0.09M	1.98M	2172.38%
GM		0.03M	0.86M	2665.44%
GM %		26.15%	30.11%	15.16%
Bangladesh				
Net_Sales	0.48M	2.26M	6.95M	207.70%
COGS	0.34M	1.36M	4.55M	233.50%
GM	0.14M	0.89M	2.40M	168.36%
GM %	28.73%	39.61%	34.54%	-12.79%
Canada				
Net_Sales	4.76M	12.17M	35.06M	188.06%
COGS	2.78M	7.07M	21.66M	206.43%
GM	1.99M	5.10M	13.39M	162.59%
GM %	41.67%	41.91%	38.21%	-8.84%
China				
Net_Sales	1.43M	5.42M	22.89M	321.98%
COGS	0.78M	3.33M	13.49M	305.51%
GM	0.64M	2.10M	9.40M	348.09%
GM %	44.94%	38.68%	41.07%	6.19%
France				
Net_Sales	4.04M	7.47M	25.94M	247.23%
COGS	2.26M	4.25M	14.73M	246.45%
GM	1.78M	3.22M	11.22M	248.26%
GM %	44.09%	43.11%	43.24%	0.30%
Germany				
Net_Sales	2.56M	4.69M	12.01M	156.22%

COGS	1.62M	3.02M	8.86M	<div></div>	193.82%
GM	0.95M	1.67M	3.14M	<div></div>	88.28%
GM %	36.97%	35.63%	26.18%	<div></div>	-26.52%
India					
Net_Sales	30.82M	49.77M	161.26M	<div></div>	224.02%
COGS	17.77M	33.74M	109.65M	<div></div>	224.99%
GM	13.05M	16.03M	51.61M	<div></div>	221.96%
GM %	42.35%	32.21%	32.00%	<div></div>	-0.63%
Indonesia					
Net_Sales	2.52M	6.21M	18.41M	<div></div>	196.69%
COGS	1.46M	3.54M	11.34M	<div></div>	220.09%
GM	1.06M	2.66M	7.07M	<div></div>	165.56%
GM %	42.03%	42.91%	38.41%	<div></div>	-10.49%
Italy					
Net_Sales	2.90M	4.46M	11.72M	<div></div>	162.53%
COGS	1.58M	3.09M	8.19M	<div></div>	164.61%
GM	1.33M	1.37M	3.53M	<div></div>	157.83%
GM %	45.63%	30.68%	30.13%	<div></div>	-1.79%
Japan					
Net_Sales		1.88M	7.92M	<div></div>	321.11%
COGS		1.19M	4.24M	<div></div>	257.28%
GM		0.70M	3.69M	<div></div>	429.96%
GM %		36.96%	46.52%	<div></div>	25.85%
Netherlands					
Net_Sales	0.23M	3.36M	7.98M	<div></div>	137.91%
COGS	0.14M	1.75M	4.63M	<div></div>	164.16%
GM	0.08M	1.60M	3.36M	<div></div>	109.23%
GM %	36.36%	47.79%	42.03%	<div></div>	-12.06%
Newzealand					
Net_Sales		1.99M	11.40M	<div></div>	474.29%
COGS		1.46M	5.90M	<div></div>	303.76%
GM		0.52M	5.50M	<div></div>	950.71%
GM %		26.36%	48.23%	<div></div>	82.96%
Norway					
Net_Sales		2.48M	13.68M	<div></div>	451.83%
COGS		1.54M	9.65M	<div></div>	525.04%
GM		0.94M	4.03M	<div></div>	331.04%
GM %		37.74%	29.48%	<div></div>	-21.89%
Pakistan					
Net_Sales	0.62M	4.69M	5.66M	<div></div>	20.51%
COGS	0.38M	2.69M	3.61M	<div></div>	34.33%
GM	0.25M	2.01M	2.05M	<div></div>	2.00%
GM %	39.65%	42.75%	36.18%	<div></div>	-15.36%
Philiphines					
Net_Sales	5.69M	13.37M	31.86M	<div></div>	138.36%
COGS	3.42M	7.33M	19.40M	<div></div>	164.59%
GM	2.27M	6.03M	12.45M	<div></div>	106.47%



GM %	39.90%	45.13%	39.09%		-13.38%
Poland					
Net_Sales	0.41M	2.79M	5.19M		85.81%
COGS	0.26M	1.67M	2.98M		78.47%
GM	0.15M	1.12M	2.21M		96.73%
GM %	37.43%	40.20%	42.56%		5.88%
Portugal					
Net_Sales	0.75M	3.59M	11.83M		229.81%
COGS	0.45M	2.29M	6.85M		198.86%
GM	0.29M	1.30M	4.98M		284.53%
GM %	39.29%	36.13%	42.13%		16.59%
South Korea					
Net_Sales	12.80M	17.28M	48.97M		183.31%
COGS	6.72M	12.13M	31.38M		158.65%
GM	6.09M	5.15M	17.59M		241.34%
GM %	47.54%	29.82%	35.92%		20.48%
Spain					
Net_Sales		1.77M	12.62M		611.42%
COGS		1.11M	8.44M		663.24%
GM		0.67M	4.18M		525.68%
GM %		37.67%	33.13%		-12.05%
Sweden					
Net_Sales	0.05M	0.23M	1.77M		681.92%
COGS	0.03M	0.13M	1.06M		735.60%
GM	0.02M	0.10M	0.71M		613.77%
GM %	38.28%	44.06%	40.22%		-8.72%
United Kingdom					
Net_Sales	2.00M	8.08M	34.15M		322.73%
COGS	1.27M	5.32M	18.74M		252.12%
GM	0.72M	2.76M	15.41M		459.04%
GM %	36.19%	34.13%	45.13%		32.24%
USA					
Net_Sales	11.53M	31.92M	87.78M		174.99%
COGS	7.75M	19.48M	55.31M		183.94%
GM	3.78M	12.44M	32.47M		160.98%
GM %	32.79%	38.97%	36.99%		-5.10%



P & L
By Fiscal Months

All values in USD
Note: Do not modify the pivot table

FILTERS	
region	All
country	All
customer	All
division	All
Fiscal Year	2019

	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_Sales	6.46M	8.04M	10.74M	11.44M	6.52M	6.08M	6.41M	6.32M	6.49M	6.18M	6.48M	6.31M	87.48M
COGS	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M	51.24M
GM	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M	36.24M
GM %	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	
region	All
country	All
customer	All
division	All
Fiscal Year	2020

	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_Sales	17.10M	20.63M	28.69M	29.90M	17.13M	15.93M	2.11M	7.76M	9.93M	14.88M	16.08M	16.54M	196.69M
COGS	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M	123.37M
GM	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M	73.32M
GM %	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	
region	All
country	All
customer	All
division	All
Fiscal Year	2021

	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_Sales	44.82M	54.59M	74.34M	78.06M	44.79M	41.82M	43.95M	43.54M	44.40M	41.47M	44.05M	43.05M	598.88M
COGS	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M	380.71M
GM	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M	218.16M
GM %	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%

Net Sales Comparison (Growth)	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Grand Total
2021 vs 2020	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
2020 vs 2019	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%

Gross Margin %

By Quarters (sub_zone)

All values in USD

Note: Do not modify the pivot table

FILTERS	
Fiscal Year	2019

Gross Margin %	Quarters				
Sub Zone	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%

FILTERS	
Fiscal Year	2020

Gross Margin %	Quarters				
Sub Zone	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%

FILTERS	
Fiscal Year	2021

Gross Margin %	Quarters				
Sub Zone	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%