

# Finance Insights



Profit & loss statement for fiscal year

market All  
customer All  
region All  
product All

| Fiscal Year |       |        |        |           |
|-------------|-------|--------|--------|-----------|
| Matrix      | 2019  | 2020   | 2021   | 2020-2021 |
| Net sales   | 87.5M | 196.7M | 598.9M | 204%      |
| COGS_       | 51.2M | 123.4M | 380.7M | 209%      |
| GM          | 36.2M | 73.3M  | 218.2M | 198%      |
| GM %        | 41.4% | 37.3%  | 36.4%  | -2%       |

\*\*All Currencies are in USD  
\*\* 2021-20 is not part of pivot table

# Finance Insights

Profit & Loss Statements Monthly



## Fiscal Year - 2019

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

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

## Fiscal Year - 2020

|          |      |
|----------|------|
| FY       | 2020 |
| market   | All  |
| customer | All  |
| region   | All  |
| product  | All  |

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

\*\* Do not modify pivot tables

\*\* All the currencies are in USD



## Fiscal Year - 2021

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

| Quarters  |       |       |       |       |       |       |       |       |       |       |       |       | Grand<br>Total |
|-----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------------|
| Matrix    | 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         |
| GM        | 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 comparisons

|         |      |      |      |      |      |      |       |      |      |      |      |      |      |
|---------|------|------|------|------|------|------|-------|------|------|------|------|------|------|
| 2020-19 | 165% | 157% | 167% | 161% | 163% | 162% | -67%  | 23%  | 53%  | 141% | 148% | 162% | 125% |
| 2021-20 | 162% | 165% | 159% | 161% | 161% | 162% | 1982% | 461% | 347% | 179% | 174% | 160% | 204% |

\*\* Do not modify pivot tables

\*\* All the currencies are in USD



# Financial Insights

Profit & Loss Statements for Markets

|          |     |
|----------|-----|
| customer | All |
| region   | All |
| product  | All |

| Markets        | Net sales | COGS_  | GM    | GM %  |
|----------------|-----------|--------|-------|-------|
| Australia      | 35.6M     | 22.1M  | 13.5M | 37.9% |
| Austria        | 3.0M      | 2.1M   | 0.9M  | 30.0% |
| Bangladesh     | 9.7M      | 6.3M   | 3.4M  | 35.4% |
| Canada         | 52.0M     | 31.5M  | 20.5M | 39.4% |
| China          | 29.7M     | 17.6M  | 12.1M | 40.8% |
| France         | 37.5M     | 21.2M  | 16.2M | 43.3% |
| Germany        | 19.3M     | 13.5M  | 5.8M  | 29.9% |
| India          | 241.9M    | 161.2M | 80.7M | 33.4% |
| Indonesia      | 27.1M     | 16.3M  | 10.8M | 39.8% |
| Italy          | 19.1M     | 12.9M  | 6.2M  | 32.6% |
| Japan          | 9.8M      | 5.4M   | 4.4M  | 44.7% |
| Netherlands    | 11.6M     | 6.5M   | 5.0M  | 43.6% |
| Newzealand     | 13.4M     | 7.4M   | 6.0M  | 45.0% |
| Norway         | 16.2M     | 11.2M  | 5.0M  | 30.7% |
| Pakistan       | 11.0M     | 6.7M   | 4.3M  | 39.2% |
| Philippines    | 50.9M     | 30.2M  | 20.8M | 40.8% |
| Poland         | 8.4M      | 4.9M   | 3.5M  | 41.5% |
| Portugal       | 16.2M     | 9.6M   | 6.6M  | 40.7% |
| South Korea    | 79.1M     | 50.2M  | 28.8M | 36.5% |
| Spain          | 14.4M     | 9.5M   | 4.8M  | 33.7% |
| Sweden         | 2.0M      | 1.2M   | 0.8M  | 40.6% |
| United Kingdom | 44.2M     | 25.3M  | 18.9M | 42.7% |
| USA            | 131.2M    | 82.5M  | 48.7M | 37.1% |

\*\*All the currencies are in USD

# Financial Insights

%Gross Margin for subzones

FY 2019

| GM %      | Quarters |       |       |       |             |
|-----------|----------|-------|-------|-------|-------------|
| Sub Zones | Q1       | Q2    | Q3    | Q4    | Grand Total |
| 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%       |

FY 2020

| GM %      | Quarters |       |       |       |             |
|-----------|----------|-------|-------|-------|-------------|
| Sub Zones | Q1       | Q2    | Q3    | Q4    | Grand Total |
| 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%       |

FY 2021

| GM %      | Quarters |       |       |       |             |
|-----------|----------|-------|-------|-------|-------------|
| Sub Zones | Q1       | Q2    | Q3    | Q4    | Grand Total |
| 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%       |

\*\*All Currencies are in USD