



## FILTERS

region All  
customer All  
market All  
division All

## P & L

### By Fiscal Years

All values are in USD

Metrics	Fiscal Years			21 vs 20
	2019	2020	2021	
Net Sales	87.48 M	196.69 M	598.88 M	204.48%
COGS	51.24 M	123.37 M	380.71 M	208.59%
Gross Margin	36.24 M	73.32 M	218.16 M	197.55%
GM %	41.43%	37.28%	36.43%	-2.27%



FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L

By Fiscal Months

All values are in USD

Note: Do not modify the pivot table

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

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FY	2020

P & L

By Fiscal Months

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



region	All
market	All
division	All
customer	All
FY	2021

P & L  
By Fiscal Months  
All values are in USD

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

21 vs 20	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%
20 vs 19	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%

## FILTERS

region All

sub\_zone All

FY 2021

## P & L

### for Markets

All values are in USD

Market	Net Sales	COGS	Gross Margin	GM %
Australia	20.99M	14.08M	6.91M	32.9%
Austria	2.84M	1.98M	0.86M	30.1%
Bangladesh	6.95M	4.55M	2.40M	34.5%
Canada	35.06M	21.66M	13.39M	38.2%
China	22.89M	13.49M	9.40M	41.1%
France	25.94M	14.73M	11.22M	43.2%
Germany	12.01M	8.86M	3.14M	26.2%
India	161.26M	109.65M	51.61M	32.0%
Indonesia	18.41M	11.34M	7.07M	38.4%
Italy	11.72M	8.19M	3.53M	30.1%
Japan	7.92M	4.24M	3.69M	46.5%
Netherlands	7.98M	4.63M	3.36M	42.0%
Newzealand	11.40M	5.90M	5.50M	48.2%
Norway	13.68M	9.65M	4.03M	29.5%
Pakistan	5.66M	3.61M	2.05M	36.2%
Philippines	31.86M	19.40M	12.45M	39.1%
Poland	5.19M	2.98M	2.21M	42.6%
Portugal	11.83M	6.85M	4.98M	42.1%
South Korea	48.97M	31.38M	17.59M	35.9%
Spain	12.62M	8.44M	4.18M	33.1%
Sweden	1.77M	1.06M	0.71M	40.2%
United Kingdom	34.15M	18.74M	15.41M	45.1%
USA	87.78M	55.31M	32.47M	37.0%

## FILTERS

FY **2019**

## GM% by Quarters (sub\_zone)

GM % Customer	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%

FY **2020**

GM % Customer	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%

FY **2021**

GM % Customer	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%