

market All region All division All

customer

P&L

by Fiscal Year

All values are in USD

NOTE: 2021 vs 2020 is not part of the PT

Fiscal Year

ΑII

Metrics	2019	2020	2021	2021 vs 2020
Net Sales	87.5M	196.7M	598.9M	204.5%
Total 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%



market All P&L 2019

region All **by Fiscal Qtr and Months** division All All values are in USD

customer All NOTE: Do not modify the Pivot table

FY **2019**

Fiscal Qtr

	Q1				Q2			G3			Q4			Grand Total
Metrics	Sep	Oc	:t	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul .	Aug	
Net Sales		6.5M	8.0M	10.7N	11.4N	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
Total COGS		3.8M	4.7M	6.3N	6.7N	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin		2.6M	3.4M	4.5N	4.7N	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM %	4	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%

market All P&L 2020

by Fiscal Qtr and Months

All values are in USD

All NOTE: Do not modify the Pivot table

FY **2020**

Αll

ΑII

region

division

customer

Fiscal Qtr

	Q 1				Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	t	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul A	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
Total 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%

market All P&L 2021

region All **by Fiscal Qtr and Months**

division All All values are in USD

customer All NOTE: Do not modify the Pivot table

FY **2021**

Fiscal Qtr

	Q 1				Q2				Q3			Q4			Grand Total
Metrics	Sep	(Oct	Nov	Dec		Jan	Feb	Mar	Apr	May	Jun	Jul .	Aug	
Net Sales		44.8M	54.6N	1 74.	3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
Total COGS		28.4M	34.71	1 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	19.91	1 27.	MC	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	Q1	Q2					Ω3				Q4			Grand Total		
Comparison	Sep	Oct	Ν	Nov D	ec Ja	an	Feb	Mar	Apr	May	Jun	Jul	А	ug		
21 vs 20		162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.69	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%	-67.19	22	.7%	53.1%	140.7%	148.0%	162.0%	124.8%	



region All sub_zone All FY All **P&L for Markets**All values are in USD

Market	Net Sales	Total COGS	Gross Margin	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%
Philiphines	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 Kingdo	44.2M	25.3M	18.9M	42.7%
USA	131.2M	82.5M	48.7M	37.1%
Grand Total	883.0M	555.3M	327.7M	37.1%

FY

2019



GM% by Quarters (sub-zones)

All values are in USD

GM % sub_zone	Qtr Q1	Q2	Q3	Q 4	Grand Total
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
India	42.5%	42.2%	42.0%	42.5%	42.4%
nan	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 All values are in USD

GM %	Qtr				
sub_zone	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%
nan	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 All values are in USD

GM %	Qtr				
sub_zone	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%
nan	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%