



FILTER

market All
division All
region All
customer All
FY **2019**

P & L

By Months

All values are in USD

Note: Do not modify the pivot table

Metrics	Quarters											
	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
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
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
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%

market All
division All
region All
customer All
FY **2020**

P & L

By Fiscal Year

All values are in USD

Note: Do not modify the pivot table

Metrics	Quarters											
	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
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
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
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%

market All



division All
region All
customer All
FY **2021**

P & L
By Fiscal Year

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

Metrics	Quarters											
	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
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
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
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%

Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
20 vs 19	164.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%

FILTER

region	All
sub_zone	All
FY	2021

P & L

For Market

All Values are in USD

Market	Net Sales	Cogs	Gross Margin	GM%
Australia	21.0M	14M	6.9M	32.92%
Austria	2.8M	02M	0.9M	30.11%
Bangladesh	7.0M	05M	2.4M	34.54%
Canada	35.1M	22M	13.4M	38.21%
China	22.9M	13M	9.4M	41.07%
France	25.9M	15M	11.2M	43.24%
Germany	12.0M	09M	3.1M	26.18%
India	161.3M	110M	51.6M	32.00%
Indonesia	18.4M	11M	7.1M	38.41%
Italy	11.7M	08M	3.5M	30.13%
Japan	7.9M	04M	3.7M	46.52%
Netherlands	8.0M	05M	3.4M	42.03%
Newzealand	11.4M	06M	5.5M	48.23%
Norway	13.7M	10M	4.0M	29.48%
Pakistan	5.7M	04M	2.0M	36.18%
Philippines	31.9M	19M	12.5M	39.09%
Poland	5.2M	03M	2.2M	42.56%
Portugal	11.8M	07M	5.0M	42.13%
South Korea	49.0M	31M	17.6M	35.92%
Spain	12.6M	08M	4.2M	33.13%
Sweden	1.8M	01M	0.7M	40.22%
United Kingdom	34.2M	19M	15.4M	45.13%
USA	87.8M	55M	32.5M	36.99%
Grand Total	598.9M	381M	218.2M	36.43%

FILTER

GM% By Quarters (sub_zone)

FY **2019**

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%
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**

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%
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**

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%
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%