



FILTERS

region	All
market	All
division	All
customer	All

P & L

By Fiscal Year

All values in USD
Note: 2020 vs 2021 Not Part of
Pivot Table

Matrix	Years			
	2019	2020	2021	2020 vs 2021
Net Sales	87.5M	196.7M	598.9M	204%
Sum of COGS	51.2M	123.4M	380.7M	209%
Growth_Margin	36.2M	73.3M	218.2M	198%
Growth_Margin %	41.4%	37.3%	36.4%	-2%



FILTERS

region	All
market	All
division	All
customer	All
FY	All

P & L

By Fiscal Quarters

All values in USD
Note: Click on + Icon Near Q and you Can See the Months

Matrix	Quarters				
	Q1	Q2	Q3	Q4	Grand Total
Net Sales	265.4M	251.7M	170.9M	195.0M	883.0M
Sum of COGS	166.7M	158.2M	107.5M	122.9M	555.3M
Growth_Margin	98.7M	93.4M	63.4M	72.2M	327.7M
Growth_Margin %	37.2%	37.1%	37.1%	37.0%	37.1%



FILTERS

sub_zone	All
region	All
FY	All

P & L

By Country

All values in USD

Country	Net Sales	COGS	Growth_Margin	Growth_Margin %
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%
Grand Total	883.0M	555.3M	327.7M	37.1%

GM% BY Quarters (Sub-Zone)

FILTERS

FY	2019
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Growth_Margin %	Quarters				
Sub-Zone	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
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Growth_Margin %	Quarters				
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%
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
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Growth_Margin %	Quarters				
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%
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%