

	A	B	C	D	E	F
1	region	All	Market Performance vs Target report 2019			
2	division	All				
3	FY	2019				
4						
5		Quater	mmm			
6		Q1	Q2	Q3	Q4	Grand Total
7	Metrics					
8	net_sales	19014043.16	18995731.72	19257379	30211104.47	87478258.35
9	COGS	11140265.3178	11134825.1194	11314484.0216	17649099.3745	51238673.8333
10	Gross Margin	7873777.84220001	7860906.6006	7942894.97839999	12562005.0955	36239584.5167
11	GM%	0.414103290706952	0.41382489058442	0.412459814931201	0.41580754215637	0.414269616248024
12						
13						
14						
15	region	All	Market Performance vs Target report 2020			
16	division	All				
17	FY	2020				
18						
19		Quater	mmm			
20		Q1	Q2	Q3	Q4	Grand Total
21	Values					
22	net_sales	35178810.9	32573818.32	49718088.44	79220235.42	196690953.08
23	COGS	21923269.2142	20376629.9491	31276977.2071	49794611.8264	123371488.1968
24	Gross Margin	13255541.6858	12197188.3709	18441111.2329	29425623.5936	73319464.8832
25	GM%	0.376804711321268	0.374447608538759	0.370913520843723	0.371440749167115	0.37276480557486
26						
27						
28	region	All	Market Performance vs Target report 2021			
29	division	All				
30	FY	2021				
31						
32		Quater	mmm			
33		Q1	Q2	Q3	Q4	Grand Total
34	Values					
35	net_sales	130562342.64	129410517.4	131911508.16	206992727.07	598877095.27
36	COGS	82870232.0202001	82210895.5522001	83857936.0981	131775198.517	380714262.1875
37	Gross Margin	47692110.6197999	47199621.8477999	48053572.0619	75217528.5530001	218162833.0825
38	GM%	0.365282283202451	0.364727865988734	0.364286427561833	0.363382470571361	0.364286486836072