



FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L

By Fiscal Month

All values in USD

Note: Do not modify th

Metrics	Quarters Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	

region	All
market	All
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customer	All
FY	2020

P & L

By Fiscal Month

All values in USD

Metrics	Quarters Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	

region	All
market	All
division	All
customer	All
FY	2021

P & L

By Fiscal Month

All values in USD

Metrics	Quarters Q1			Q2			
	Sep	Oct	Nov	Dec	Jan	Feb	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	



Net Sales
Comparision

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%



e pivot table

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%

**FILTERS**

region All
sub_zone All
FY 2021

P & L**for Markets**

All values in USD

Market	Net Sales	COGS	Gross Margin	GM %
Australia	20.99M	14.1M	6.9M	32.92%
Austria	2.84M	2.0M	0.9M	30.11%
Bangladesh	6.95M	4.5M	2.4M	34.54%
Canada	35.06M	21.7M	13.4M	38.21%
China	22.89M	13.5M	9.4M	41.07%
France	25.94M	14.7M	11.2M	43.24%
Germany	12.01M	8.9M	3.1M	26.18%
India	161.26M	109.7M	51.6M	32.00%
Indonesia	18.41M	11.3M	7.1M	38.41%
Italy	11.72M	8.2M	3.5M	30.13%
Japan	7.92M	4.2M	3.7M	46.52%
Netherlands	7.98M	4.6M	3.4M	42.03%
Newzealand	11.40M	5.9M	5.5M	48.23%
Norway	13.68M	9.6M	4.0M	29.48%
Pakistan	5.66M	3.6M	2.0M	36.18%
Philippines	31.86M	19.4M	12.5M	39.09%
Poland	5.19M	3.0M	2.2M	42.56%
Portugal	11.83M	6.8M	5.0M	42.13%
South Korea	48.97M	31.4M	17.6M	35.92%
Spain	12.62M	8.4M	4.2M	33.13%
Sweden	1.77M	1.1M	0.7M	40.22%
United Kingdom	34.15M	18.7M	15.4M	45.13%
USA	87.78M	55.3M	32.5M	36.99%

GM% By Quarters (sub zone)

FILTER

FY **2019**

GM % Sub zone	Fiscal Years				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 % Sub zone	Fiscal Years				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 % Sub zone	Fiscal Years				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%