



## Customer

### Net Sales Performance

All values are in USD

FILTERS	
region	All
market	All
division	All

Customer	2019	2020	2021	21 vs 20 Growth
Nova	0.01M	0.35M	2564.9%	
Integration Stores	0.16M	1.44M	787.2%	
Chiptec	0.42M	3.02M	622.0%	
Electricalsquipo Stores	0.18M	0.68M	3.64M	435.3%
Logic Stores	0.17M	0.93M	4.81M	415.2%
Electricalsbea Stores		0.14M	0.72M	404.6%
All-Out		0.16M	0.81M	395.7%
Elite	0.42M	0.83M	4.13M	395.5%
Boulanger	0.24M	0.83M	4.07M	392.9%
Neptune	0.99M	3.42M	16.11M	371.5%
Atlas Stores	0.18M	0.67M	3.17M	370.3%
Electricalslytical	1.80M	2.61M	11.94M	357.5%
UniEuro	0.60M	1.61M	7.35M	357.0%
Epic Stores	0.41M	0.94M	4.19M	346.1%
Euronics	0.36M	0.88M	3.90M	344.7%
Propel	1.59M	2.46M	10.83M	340.6%
Sorefoz	0.55M	1.07M	4.66M	333.6%
Girias	1.55M	2.07M	8.67M	319.3%
Chip 7	0.60M	1.32M	5.51M	316.1%
Relief	0.39M	1.01M	4.06M	303.6%
Atliq Exclusive	1.48M	2.08M	8.30M	299.5%
Surface Stores	0.09M	0.53M	2.12M	298.8%
Vijay Sales	1.73M	2.15M	8.53M	297.8%
Flawless Stores	0.07M	0.46M	1.81M	296.3%
Elkjøp	0.46M	1.32M	5.16M	291.9%
Ezone	1.53M	2.02M	7.92M	291.6%
Info Stores	0.07M	0.48M	1.84M	284.1%
Lotus	1.48M	2.11M	8.09M	282.6%
Acclaimed Stores	1.42M	2.89M	10.92M	278.1%
Reliance Digital	1.62M	2.57M	9.73M	277.9%
walmart	1.26M	2.63M	9.73M	270.4%
Expert	0.79M	1.77M	6.43M	264.0%
Radio Popular	0.51M	1.45M	5.27M	262.6%
Coolblue	0.46M	1.18M	4.25M	260.0%
Electricalsociety	2.34M	3.46M	12.42M	258.8%
BestBuy	0.85M	1.77M	6.31M	256.1%
Premium Stores	0.46M	1.10M	3.88M	253.1%
Fnac-Darty	0.54M	0.82M	2.87M	249.8%
Control	0.91M	2.20M	7.67M	249.2%
Viveks	1.55M	2.24M	7.78M	248.1%
AtliQ Exclusive	8.10M	15.60M	52.82M	238.6%
Costco	1.14M	2.75M	9.29M	237.4%
Zone	0.34M	1.56M	5.26M	236.2%
Expression	1.65M	2.99M	9.82M	228.2%
Sage	4.83M	6.44M	20.70M	221.5%

# AtliQ Hardwares



Leader	4.68M	5.97M	18.80M	214.8%
Electricals lance Stores	0.10M	0.75M	2.35M	213.3%
Radio Shack	0.81M	1.75M	5.44M	211.5%
Saturn	0.23M	0.38M	1.19M	210.5%
Staples	1.24M	2.85M	8.75M	207.0%
Argos (Sainsbury's)	0.35M	0.74M	2.27M	206.0%
Croma	1.67M	2.47M	7.55M	205.1%
Otto	0.26M	0.40M	1.20M	198.6%
Notebillig	0.25M	0.39M	1.12M	187.4%
Electricalsara Stores	0.12M	0.65M	1.85M	186.0%
Synthetic	1.89M	4.42M	12.19M	176.0%
Forward Stores	0.56M	1.50M	4.07M	172.0%
Insight	0.42M	1.01M	2.76M	171.8%
Novus	1.87M	3.73M	9.85M	164.2%
Sound	0.56M	1.67M	4.36M	160.3%
Taobao	0.22M	1.33M	3.30M	148.7%
Currys (Dixons Carphone)	0.29M	0.76M	1.87M	146.9%
Nomad Stores	0.53M	1.63M	4.02M	146.9%
Ebay	2.61M	6.27M	15.17M	142.2%
Digimarket	0.80M	1.72M	4.14M	141.1%
Flipkart	2.94M	8.35M	19.29M	131.0%
Atliq e Store	7.18M	23.67M	52.98M	123.8%
Amazon	12.17M	37.51M	82.09M	118.9%
<b>Grand Total</b>	<b>87.48M</b>	<b>196.69M</b>	<b>598.88M</b>	<b>204.5%</b>



## Division Level Report

All values are in USD

FILTERS	
region	All
market	All
customer	All

Division	2020	2021	21 vs 20
N & S	51.4M	94.7M	84.4%
P & A	105.2M	338.4M	221.5%
PC	40.1M	165.8M	313.7%
<b>Grand Total</b>	<b>196.7M</b>	<b>598.9M</b>	<b>204.5%</b>



## GM % By Quarters (sub\_zone)

All values are in USD

### FILTERS

Fiscal Year 2019

Sub Zone	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%

### FILTERS

Fiscal Year 2020

Sub Zone	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%

### FILTERS

Fiscal Year 2021

Sub Zone	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%



## Top 10 Products (Net Sales)

All values are in USD

FILTERS	
region	All
market	All
division	All

Products	2020	2021	21 vs 20
AQ Mx NB	25.1K	1.4M	5623.5%
AQ Smash 2	433.0K	11.2M	2489.5%
AQ LION x3	68.5K	1.2M	1692.3%
AQ LION x2	53.0K	937.2K	1668.9%
AQ LION x1	48.7K	837.6K	1619.5%
AQ Home Allin1	670.9K	5.2M	669.0%
AQ Electron 4 3600 Desktop Processor	3.0M	19.4M	541.3%
AQ Pen Drive DRC	647.8K	3.8M	487.7%
AQ GT 21	780.5K	4.4M	461.1%
AQ Zion Saga	688.7K	3.6M	428.5%
<b>Grand Total</b>	<b>6.4M</b>	<b>52.0M</b>	<b>708.0%</b>



## Top 5 Country (Net Sales - 2021)

All values are in USD

### FILTERS

region	All
customer	All
division	All

Country	2021
India	161.3M
USA	87.8M
South Korea	49.0M
Canada	35.1M
United Kingdom	34.2M
<b>Grand Total</b>	<b>367.2M</b>



## Top 5 Products Sold

FILTERS	
region	All
market	All
customer	All

Product	Qty
AQ Master wired x1 Ms	4.2M
AQ Master wireless x1 Ms	4.1M
AQ Gamers Ms	4.0M
AQ Gamers	3.4M
AQ Master wireless x1	3.4M
<b>Grand Total</b>	<b>19.0M</b>

## Bottom 5 Products

FILTERS	
region	All
market	All
customer	All

Product	Qty
AQ HOME Allin1 Gen 2	8.9K
AQ Home Allin1	15.2K
AQ Smash 2	36.0K
AQ Gamer 1	51.7K
AQ GEN Z	63.1K
<b>Grand Total</b>	<b>174.9K</b>



## Market Performance vs Target

All values are in USD

FILTERS	
region	All
division	All

Country	2019	2020	2021	2021 - Target	%
Poland	0.41M	2.79M	5.19M	-0.94M	-18.1%
Canada	4.76M	12.17M	35.06M	-5.07M	-14.5%
Spain		1.77M	12.62M	-1.79M	-14.1%
Indonesia	2.52M	6.21M	18.41M	-2.38M	-12.9%
Germany	2.56M	4.69M	12.01M	-1.53M	-12.7%
Newzealand		1.99M	11.40M	-1.40M	-12.3%
Austria		0.12M	2.84M	-0.33M	-11.7%
USA	11.53M	31.92M	87.78M	-10.24M	-11.7%
Sweden	0.05M	0.23M	1.77M	-0.20M	-11.1%
Australia	3.88M	10.70M	20.99M	-2.21M	-10.5%
Norway		2.48M	13.68M	-1.44M	-10.5%
Bangladesh	0.48M	2.26M	6.95M	-0.72M	-10.3%
Pakistan	0.62M	4.69M	5.66M	-0.52M	-9.3%
China	1.43M	5.42M	22.89M	-2.07M	-9.0%
Italy	2.90M	4.46M	11.72M	-1.05M	-9.0%
South Korea	12.80M	17.28M	48.97M	-4.36M	-8.9%
United Kingdom	2.00M	8.08M	34.15M	-2.98M	-8.7%
France	4.04M	7.47M	25.94M	-2.19M	-8.4%
Netherlands	0.23M	3.36M	7.98M	-0.66M	-8.2%
Philippines	5.69M	13.37M	31.86M	-2.50M	-7.8%
India	30.82M	49.77M	161.26M	-9.55M	-5.9%
Portugal	0.75M	3.59M	11.83M	-0.51M	-4.3%
Japan		1.88M	7.92M	-0.33M	-4.1%
<b>Grand Total</b>	<b>87.48M</b>	<b>196.69M</b>	<b>598.88M</b>	<b>-54.94M</b>	<b>-9.2%</b>



## New Products - 2021 (Net Sales)

All values are in USD

FILTERS	
region	All
market	All
customer	All

Products	2021
AQ Qwerty	22.0M
AQ Trigger	20.7M
AQ Gen Y	19.5M
AQ Trigger Ms	17.9M
AQ Wi Power Dx3	17.2M
AQ Qwerty Ms	15.4M
AQ Electron 3 3600 Desktop Processor	14.2M
AQ Maxima Ms	13.7M
AQ GEN Z	11.7M
AQ Marquee P3	4.9M
AQ Clx3	4.4M
AQ Lumina Ms	4.2M
AQ HOME Allin1 Gen 2	3.5M
AQ MB Lito	2.8M
AQ MB Lito 2	2.3M
AQ Marquee P4	1.7M
<b>Grand Total</b>	<b>176.2M</b>



Filters	
market	All
region	All
division	All
customer	All
FY	2019

**P & L****By Fiscal Months**

All values are in USD

Note: Do not modify the pivot table

Metrics	Quarters												Grand Total	
	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	87.5M	
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	51.2M	
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	36.2M	
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%	41.4%	

Filters	
market	All
region	All
division	All
customer	All
FY	2020

**P & L****By Fiscal Months**

All values are in USD

Metrics	Quarters												Grand Total	
	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	196.7M	
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%	

Filters	
market	All
region	All
division	All
customer	All
FY	2021

**P & L****By Fiscal Months**

All values are in USD

Metrics	Quarters												Grand Total	
	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	598.9M	
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	380.7M	
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	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 Comparison													
2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204%
2020 vs 2019	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	125%

**P & L By Fiscal Months**

All values are in USD

FILTERS	
region	All
market	All
customer	All
FY	2019

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	6.46M	8.04M	10.74M	11.44M	6.52M	6.08M	6.41M	6.32M	6.49M	6.18M	6.48M	6.31M	87.48M
COGS	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M	51.24M
GM	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M	36.24M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

FILTERS	
region	All
market	All
customer	All
FY	2020

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	17.10M	20.63M	28.69M	29.90M	17.13M	15.93M	2.11M	7.76M	9.93M	14.88M	16.08M	16.54M	196.69M
COGS	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M	123.37M
GM	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M	73.32M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

FILTERS	
region	All
market	All
customer	All
FY	2021

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	44.82M	54.59M	74.34M	78.06M	44.79M	41.82M	43.95M	43.54M	44.40M	41.47M	44.05M	43.05M	598.88M
COGS	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M	380.71M
GM	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M	218.16M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

Net Sales Comparison (Growth)	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Grand Total	
	2021 vs 2020	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
	2020 vs 2019	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%



## P&L By Year & Market

All values are in USD

Note: Do not modify the pivot table

FILTERS	
region	All
customer	All
division	All

Market	Fiscal Year				2021 vs 2020 (Growth)
	2019	2020	2021		
<b>Australia</b>					
Net Sales	3.88M	10.70M	20.99M	5.21M	96.22%
COGS	2.23M	5.79M	14.08M	3.85M	143.20%
Gross Margin	1.65M	4.91M	6.91M	1.14M	40.80%
GM %	42.57%	45.88%	32.92%	28.24%	-28.24%
<b>Austria</b>					
Net Sales	0.12M	2.84M	2.30M	1.31M	2301.31%
COGS	0.09M	1.98M	1.72M	0.38M	2172.38%
Gross Margin	0.03M	0.86M	0.65M	0.44M	2665.44%
GM %	26.15%	30.11%	28.91%	15.16%	-12.95%
<b>Bangladesh</b>					
Net Sales	0.48M	2.26M	6.95M	4.47M	207.70%
COGS	0.34M	1.36M	4.55M	3.21M	233.50%
Gross Margin	0.14M	0.89M	2.40M	1.54M	168.36%
GM %	28.73%	39.61%	34.54%	24.79%	-12.79%
<b>Canada</b>					
Net Sales	4.76M	12.17M	35.06M	10.29M	188.06%
COGS	2.78M	7.07M	21.66M	5.88M	206.43%
Gross Margin	1.99M	5.10M	13.39M	4.41M	162.59%
GM %	41.67%	41.91%	38.21%	24.84%	-8.84%
<b>China</b>					
Net Sales	1.43M	5.42M	22.89M	7.46M	321.98%
COGS	0.78M	3.33M	13.49M	3.61M	305.51%
Gross Margin	0.64M	2.10M	9.40M	3.85M	348.09%
GM %	44.94%	38.68%	41.07%	24.30%	6.19%
<b>France</b>					
Net Sales	4.04M	7.47M	25.94M	12.47M	247.23%
COGS	2.26M	4.25M	14.73M	5.47M	246.45%
Gross Margin	1.78M	3.22M	11.22M	6.97M	248.26%
GM %	44.09%	43.11%	43.24%	24.30%	0.30%



## Germany

Net Sales	2.56M	4.69M	12.01M	156.22%
COGS	1.62M	3.02M	8.86M	193.82%
Gross Margin	0.95M	1.67M	3.14M	88.28%
GM %	36.97%	35.63%	26.18%	-26.52%

## India

Net Sales	30.82M	49.77M	161.26M	224.02%
COGS	17.77M	33.74M	109.65M	224.99%
Gross Margin	13.05M	16.03M	51.61M	221.96%
GM %	42.35%	32.21%	32.00%	-0.63%

## Indonesia

Net Sales	2.52M	6.21M	18.41M	196.69%
COGS	1.46M	3.54M	11.34M	220.09%
Gross Margin	1.06M	2.66M	7.07M	165.56%
GM %	42.03%	42.91%	38.41%	-10.49%

## Italy

Net Sales	2.90M	4.46M	11.72M	162.53%
COGS	1.58M	3.09M	8.19M	164.61%
Gross Margin	1.33M	1.37M	3.53M	157.83%
GM %	45.63%	30.68%	30.13%	-1.79%

## Japan

Net Sales	1.88M	7.92M	15.92M	321.11%
COGS	1.19M	4.24M	10.24M	257.28%
Gross Margin	0.70M	3.69M	5.68M	429.96%
GM %	36.96%	46.52%	42.03%	25.85%

## Netherlands

Net Sales	0.23M	3.36M	7.98M	137.91%
COGS	0.14M	1.75M	4.63M	164.16%
Gross Margin	0.08M	1.60M	3.36M	109.23%
GM %	36.36%	47.79%	42.03%	-12.06%

## Newzealand

Net Sales	1.99M	11.40M	23.39M	474.29%
COGS	1.46M	5.90M	12.36M	303.76%
Gross Margin	0.52M	5.50M	11.03M	950.71%
GM %	26.36%	48.23%	47.79%	82.96%

## Norway

Net Sales	2.48M	13.68M	26.16M	451.83%
COGS	1.54M	9.65M	19.31M	525.04%
Gross Margin	0.94M	4.03M	6.85M	331.04%
GM %	37.74%	29.48%	32.03%	-21.89%



## Pakistan

Net Sales	0.62M	4.69M	5.66M		20.51%
COGS	0.38M	2.69M	3.61M		34.33%
Gross Margin	0.25M	2.01M	2.05M		2.00%
GM %	39.65%	42.75%	36.18%		-15.36%

## Philippines

Net Sales	5.69M	13.37M	31.86M		138.36%
COGS	3.42M	7.33M	19.40M		164.59%
Gross Margin	2.27M	6.03M	12.45M		106.47%
GM %	39.90%	45.13%	39.09%		-13.38%

## Poland

Net Sales	0.41M	2.79M	5.19M		85.81%
COGS	0.26M	1.67M	2.98M		78.47%
Gross Margin	0.15M	1.12M	2.21M		96.73%
GM %	37.43%	40.20%	42.56%		5.88%

## Portugal

Net Sales	0.75M	3.59M	11.83M		229.81%
COGS	0.45M	2.29M	6.85M		198.86%
Gross Margin	0.29M	1.30M	4.98M		284.53%
GM %	39.29%	36.13%	42.13%		16.59%

## South Korea

Net Sales	12.80M	17.28M	48.97M		183.31%
COGS	6.72M	12.13M	31.38M		158.65%
Gross Margin	6.09M	5.15M	17.59M		241.34%
GM %	47.54%	29.82%	35.92%		20.48%

## Spain

Net Sales	1.77M	12.62M			611.42%
COGS	1.11M	8.44M			663.24%
Gross Margin	0.67M	4.18M			525.68%
GM %	37.67%	33.13%			-12.05%

## Sweden

Net Sales	0.05M	0.23M	1.77M		681.92%
COGS	0.03M	0.13M	1.06M		735.60%
Gross Margin	0.02M	0.10M	0.71M		613.77%
GM %	38.28%	44.06%	40.22%		-8.72%

## United Kingdom

Net Sales	2.00M	8.08M	34.15M		322.73%
COGS	1.27M	5.32M	18.74M		252.12%
Gross Margin	0.72M	2.76M	15.41M		459.04%
GM %	36.19%	34.13%	45.13%		32.24%

## USA

Net Sales	11.53M	31.92M	87.78M		174.99%
COGS	7.75M	19.48M	55.31M		183.94%
Gross Margin	3.78M	12.44M	32.47M		160.98%
GM %	32.79%	38.97%	36.99%		-5.10%



## P & L

### By Fiscal Year

All values are in USD

Note: Do not modify the pivot table

FILTERS	
region	All
customer	All
division	All
market	All

Metrics	Fiscal Year			2021 vs 2020 (Growth)
	2019	2020	2021	
Net_Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%



FILTERS	
market	All
region	All
customer	All
division	All

**P & L****By Fiscal Years**

All values are in USD

note: 21 vs 20 is not part of pivot table

Metrics	Fiscal Years			
	2019	2020	2021	21 vs 20
Net_Sales	87.5M	196.7M	598.9M	204.5%
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%

**P&L For Market**

All values are in USD

FILTERS	
region	All
sub_zone	All
Fiscal Year	2021

Market	Net Sales	Cost of Goods Sold (COGS)	Gross Margin	Gross Margin %
Australia	20.99M	14.08M	6.91M	32.92%
Austria	2.84M	1.98M	0.86M	30.11%
Bangladesh	6.95M	4.55M	2.40M	34.54%
Canada	35.06M	21.66M	13.39M	38.21%
China	22.89M	13.49M	9.40M	41.07%
France	25.94M	14.73M	11.22M	43.24%
Germany	12.01M	8.86M	3.14M	26.18%
India	161.26M	109.65M	51.61M	32.00%
Indonesia	18.41M	11.34M	7.07M	38.41%
Italy	11.72M	8.19M	3.53M	30.13%
Japan	7.92M	4.24M	3.69M	46.52%
Netherlands	7.98M	4.63M	3.36M	42.03%
Newzealand	11.40M	5.90M	5.50M	48.23%
Norway	13.68M	9.65M	4.03M	29.48%
Pakistan	5.66M	3.61M	2.05M	36.18%
Philippines	31.86M	19.40M	12.45M	39.09%
Poland	5.19M	2.98M	2.21M	42.56%
Portugal	11.83M	6.85M	4.98M	42.13%
South Korea	48.97M	31.38M	17.59M	35.92%
Spain	12.62M	8.44M	4.18M	33.13%
Sweden	1.77M	1.06M	0.71M	40.22%
United Kingdom	34.15M	18.74M	15.41M	45.13%
USA	87.78M	55.31M	32.47M	36.99%
<b>Grand Total</b>	<b>598.88M</b>	<b>380.71M</b>	<b>218.16M</b>	<b>36.43%</b>