

## Filters

Fiscal\_year 2019

## GM%

### By Sub\_Zone

All values are in USD

Note: Do not modify the Pivot Table

GM%	Quarter					
	Q1	Q2	Q3	Q4	Grand Total	
Sub_Zone						
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%	

## GM%

### By Sub\_Zone

All values are in USD

Fiscal\_year 2020

GM%	Quarter					
	Q1	Q2	Q3	Q4	Grand Total	
Sub_Zone						
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%	

## GM%

### By Sub\_Zone

All values are in USD

Fiscal\_year 2021

GM%	Quarter					
	Q1	Q2	Q3	Q4	Grand Total	
Sub_Zone						
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%	

## Filters

region	All
sub_zone	All
Fiscal_year	2021

## P & L

### For Markets

(All Values are in USD)

Market	Net Sales	COGS	Gross Margin	GM%
Australia	21.0M	14.1M	6.9M	32.9%
Austria	2.8M	02M	0.9M	30.1%
Bangladesh	7.0M	05M	2.4M	34.5%
Canada	35.1M	22M	13.4M	38.2%
China	22.9M	13M	9.4M	41.1%
France	25.9M	15M	11.2M	43.2%
Germany	12.0M	09M	3.1M	26.2%
India	161.3M	110M	51.6M	32.0%
Indonesia	18.4M	11M	7.1M	38.4%
Italy	11.7M	08M	3.5M	30.1%
Japan	7.9M	04M	3.7M	46.5%
Netherlands	8.0M	05M	3.4M	42.0%
Newzealand	11.4M	06M	5.5M	48.2%
Norway	13.7M	10M	4.0M	29.5%
Pakistan	5.7M	04M	2.0M	36.2%
Philippines	31.9M	19M	12.5M	39.1%
Poland	5.2M	03M	2.2M	42.6%
Portugal	11.8M	07M	5.0M	42.1%
South Korea	49.0M	31M	17.6M	35.9%
Spain	12.6M	08M	4.2M	33.1%
Sweden	1.8M	01M	0.7M	40.2%
United Kingdom	34.2M	19M	15.4M	45.1%
USA	87.8M	55M	32.5M	37.0%
<b>Grand Total</b>	<b>598.9M</b>	<b>381M</b>	<b>218.2M</b>	<b>36.4%</b>



Filters

market	All
division	All
region	All
customer	All
Fiscal_year	2019

P & L  
By Quarter

All values are in USD      Note: Do not modify the Pivot Table

Metrics	Quarter												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%

market	All
division	All
region	All
customer	All
Fiscal_year	2020

P & L  
By Quarter

All values are in USD

Metrics	Quarter												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%



market	All
division	All
region	All
customer	All
Fiscal_year	2021

P & L  
By Quarter  
All values are in USD

Metrics	Quarter												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%	204.5%
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%	124.8%