

## GM % by Quarters (Sub\_zone)

## FILTER

FY 2019

| GM %<br>Customer | 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%       |
| 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%       |

## FILTER

FY 2020

| GM %<br>Customer | 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%       |
| 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%       |

## FILTER

FY 2021

| GM %<br>Customer | 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%       |
| 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%       |



FILTER

|          |     |
|----------|-----|
| region   | All |
| market   | All |
| division | All |
| customer | All |

P & L

By fiscal years

All values 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 margine | 36.2M        | 73.3M  | 218.2M | 197.6%   |
| GM %          | 41.4%        | 37.3%  | 36.4%  | -2.3%    |

## FILTER

|          |      |
|----------|------|
| region   | All  |
| sub_zone | All  |
| FY       | 2021 |

## P &amp; L

## For market

All values in USD

| Customer       | Net Sales | COGS   | Gross mar | GM %  |
|----------------|-----------|--------|-----------|-------|
| Australia      | 21.0M     | 14.1M  | 6.9M      | 32.9% |
| Austria        | 2.8M      | 2.0M   | 0.9M      | 30.1% |
| Bangladesh     | 7.0M      | 4.5M   | 2.4M      | 34.5% |
| Canada         | 35.1M     | 21.7M  | 13.4M     | 38.2% |
| China          | 22.9M     | 13.5M  | 9.4M      | 41.1% |
| France         | 25.9M     | 14.7M  | 11.2M     | 43.2% |
| Germany        | 12.0M     | 8.9M   | 3.1M      | 26.2% |
| India          | 161.3M    | 109.7M | 51.6M     | 32.0% |
| Indonesia      | 18.4M     | 11.3M  | 7.1M      | 38.4% |
| Italy          | 11.7M     | 8.2M   | 3.5M      | 30.1% |
| Japan          | 7.9M      | 4.2M   | 3.7M      | 46.5% |
| Netherlands    | 8.0M      | 4.6M   | 3.4M      | 42.0% |
| Newzealand     | 11.4M     | 5.9M   | 5.5M      | 48.2% |
| Norway         | 13.7M     | 9.6M   | 4.0M      | 29.5% |
| Pakistan       | 5.7M      | 3.6M   | 2.0M      | 36.2% |
| Philippines    | 31.9M     | 19.4M  | 12.5M     | 39.1% |
| Poland         | 5.2M      | 3.0M   | 2.2M      | 42.6% |
| Portugal       | 11.8M     | 6.8M   | 5.0M      | 42.1% |
| South Korea    | 49.0M     | 31.4M  | 17.6M     | 35.9% |
| Spain          | 12.6M     | 8.4M   | 4.2M      | 33.1% |
| Sweden         | 1.8M      | 1.1M   | 0.7M      | 40.2% |
| United Kingdom | 34.2M     | 18.7M  | 15.4M     | 45.1% |
| USA            | 87.8M     | 55.3M  | 32.5M     | 37.0% |