

**P & L****by Fiscal Year**

region All
division All
customer All

All values are in USD

Note: 21 vs 20 is not part of pivot table

| Customer | Fiscal Years | | | |
|----------------|--------------|-------|--------|----------|
| | 2019 | 2020 | 2021 | 21 vs 21 |
| Australia | | | | |
| Net Sales | 3.9M | 10.7M | 21.0M | 96.2% |
| COGS | 2.2M | 5.8M | 14.1M | 143.2% |
| Gross Margin | 1.7M | 4.9M | 6.9M | 40.8% |
| Gross Margin % | 42.6% | 45.9% | 32.9% | -28.2% |
| Austria | | | | |
| Net Sales | | 0.1M | 2.8M | 2301.3% |
| COGS | | 0.1M | 2.0M | 2172.4% |
| Gross Margin | | 0.0M | 0.9M | 2665.4% |
| Gross Margin % | | 26.1% | 30.1% | 15.2% |
| Bangladesh | | | | |
| Net Sales | 0.5M | 2.3M | 7.0M | 207.7% |
| COGS | 0.3M | 1.4M | 4.5M | 233.5% |
| Gross Margin | 0.1M | 0.9M | 2.4M | 168.4% |
| Gross Margin % | 28.7% | 39.6% | 34.5% | -12.8% |
| Canada | | | | |
| Net Sales | 4.8M | 12.2M | 35.1M | 188.1% |
| COGS | 2.8M | 7.1M | 21.7M | 206.4% |
| Gross Margin | 2.0M | 5.1M | 13.4M | 162.6% |
| Gross Margin % | 41.7% | 41.9% | 38.2% | -8.8% |
| China | | | | |
| Net Sales | 1.4M | 5.4M | 22.9M | 322.0% |
| COGS | 0.8M | 3.3M | 13.5M | 305.5% |
| Gross Margin | 0.6M | 2.1M | 9.4M | 348.1% |
| Gross Margin % | 44.9% | 38.7% | 41.1% | 6.2% |
| France | | | | |
| Net Sales | 4.0M | 7.5M | 25.9M | 247.2% |
| COGS | 2.3M | 4.3M | 14.7M | 246.4% |
| Gross Margin | 1.8M | 3.2M | 11.2M | 248.3% |
| Gross Margin % | 44.1% | 43.1% | 43.2% | 0.3% |
| Germany | | | | |
| Net Sales | 2.6M | 4.7M | 12.0M | 156.2% |
| COGS | 1.6M | 3.0M | 8.9M | 193.8% |
| Gross Margin | 0.9M | 1.7M | 3.1M | 88.3% |
| Gross Margin % | 37.0% | 35.6% | 26.2% | -26.5% |
| India | | | | |
| Net Sales | 30.8M | 49.8M | 161.3M | 224.0% |
| COGS | 17.8M | 33.7M | 109.7M | 225.0% |
| Gross Margin | 13.1M | 16.0M | 51.6M | 222.0% |

| | | | | |
|----------------|-------|-------|-------|--------|
| Gross Margin | 42.4% | 32.2% | 32.0% | -0.6% |
| Indonesia | | | | |
| Net Sales | 2.5M | 6.2M | 18.4M | 196.7% |
| COGS | 1.5M | 3.5M | 11.3M | 220.1% |
| Gross Margin | 1.1M | 2.7M | 7.1M | 165.6% |
| Gross Margin | 42.0% | 42.9% | 38.4% | -10.5% |
| Italy | | | | |
| Net Sales | 2.9M | 4.5M | 11.7M | 162.5% |
| COGS | 1.6M | 3.1M | 8.2M | 164.6% |
| Gross Margin | 1.3M | 1.4M | 3.5M | 157.8% |
| Gross Margin | 45.6% | 30.7% | 30.1% | -1.8% |
| Japan | | | | |
| Net Sales | | 1.9M | 7.9M | 321.1% |
| COGS | | 1.2M | 4.2M | 257.3% |
| Gross Margin | | 0.7M | 3.7M | 430.0% |
| Gross Margin % | | 37.0% | 46.5% | 25.9% |
| Netherlands | | | | |
| Net Sales | 0.2M | 3.4M | 8.0M | 137.9% |
| COGS | 0.1M | 1.8M | 4.6M | 164.2% |
| Gross Margin | 0.1M | 1.6M | 3.4M | 109.2% |
| Gross Margin | 36.4% | 47.8% | 42.0% | -12.1% |
| Newzealand | | | | |
| Net Sales | | 2.0M | 11.4M | 474.3% |
| COGS | | 1.5M | 5.9M | 303.8% |
| Gross Margin | | 0.5M | 5.5M | 950.7% |
| Gross Margin % | | 26.4% | 48.2% | 83.0% |
| Norway | | | | |
| Net Sales | | 2.5M | 13.7M | 451.8% |
| COGS | | 1.5M | 9.6M | 525.0% |
| Gross Margin | | 0.9M | 4.0M | 331.0% |
| Gross Margin % | | 37.7% | 29.5% | -21.9% |
| Pakistan | | | | |
| Net Sales | 0.6M | 4.7M | 5.7M | 20.5% |
| COGS | 0.4M | 2.7M | 3.6M | 34.3% |
| Gross Margin | 0.2M | 2.0M | 2.0M | 2.0% |
| Gross Margin | 39.7% | 42.8% | 36.2% | -15.4% |
| Philiphines | | | | |
| Net Sales | 5.7M | 13.4M | 31.9M | 138.4% |
| COGS | 3.4M | 7.3M | 19.4M | 164.6% |
| Gross Margin | 2.3M | 6.0M | 12.5M | 106.5% |
| Gross Margin | 39.9% | 45.1% | 39.1% | -13.4% |
| Poland | | | | |
| Net Sales | 0.4M | 2.8M | 5.2M | 85.8% |
| COGS | 0.3M | 1.7M | 3.0M | 78.5% |
| Gross Margin | 0.2M | 1.1M | 2.2M | 96.7% |
| Gross Margin | 37.4% | 40.2% | 42.6% | 5.9% |
| Portugal | | | | |



| | | | | |
|-----------------|-------|--------|--------|--------|
| Net Sales | 0.7M | 3.6M | 11.8M | 229.8% |
| COGS | 0.5M | 2.3M | 6.8M | 198.9% |
| Gross Margin | 0.3M | 1.3M | 5.0M | 284.5% |
| Gross Margin % | 39.3% | 36.1% | 42.1% | 16.6% |
| South Korea | | | | |
| Net Sales | 12.8M | 17.3M | 49.0M | 183.3% |
| COGS | 6.7M | 12.1M | 31.4M | 158.7% |
| Gross Margin | 6.1M | 5.2M | 17.6M | 241.3% |
| Gross Margin % | 47.5% | 29.8% | 35.9% | 20.5% |
| Spain | | | | |
| Net Sales | 1.8M | 12.6M | 611.4% | |
| COGS | 1.1M | 8.4M | 663.2% | |
| Gross Margin | 0.7M | 4.2M | 525.7% | |
| Gross Margin % | 37.7% | 33.1% | -12.1% | |
| Sweden | | | | |
| Net Sales | 0.1M | 0.2M | 1.8M | 681.9% |
| COGS | 0.0M | 0.1M | 1.1M | 735.6% |
| Gross Margin | 0.0M | 0.1M | 0.7M | 613.8% |
| Gross Margin % | 38.3% | 44.1% | 40.2% | -8.7% |
| United Kingdom | | | | |
| Net Sales | 2.0M | 8.1M | 34.2M | 322.7% |
| COGS | 1.3M | 5.3M | 18.7M | 252.1% |
| Gross Margin | 0.7M | 2.8M | 15.4M | 459.0% |
| Gross Margin % | 36.2% | 34.1% | 45.1% | 32.2% |
| USA | | | | |
| Net Sales | 11.5M | 31.9M | 87.8M | 175.0% |
| COGS | 7.7M | 19.5M | 55.3M | 183.9% |
| Gross Margin | 3.8M | 12.4M | 32.5M | 161.0% |
| Gross Margin % | 32.8% | 39.0% | 37.0% | -5.1% |
| Total Net Sales | 87.5M | 196.7M | 598.9M | 204.5% |
| Total COGS | 51.2M | 123.4M | 380.7M | 208.6% |
| Total Gross Ma | 36.2M | 73.3M | 218.2M | 197.6% |
| Total Gross Ma | 41.4% | 37.3% | 36.4% | -2.3% |









































