Laransh

FILTERS



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

	\ \ /
FICC 2	l Years
1 1300	ı ı c aıs

	i iscai i eais			
Country	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.9M	10.7M	21.0M	96.2%
COGS	2.2M	5.8M	14.1M	143.2%
Gross Margir	1.7M	4.9M	6.9M	40.8%
GM%	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	1	0.0M	0.9M	2665.4%
GM%		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 Margir	0.1M	0.9M	2.4M	168.4%
GM%	28.7%	39.6%	34.5%	-12.8%
Canada				<u>'</u>
Net Sales	4.8M	12.2M	35.1M	188.1%
COGS	2.8M	7.1M	21.7M	206.4%
Gross Margir	2.0M	5.1M	13.4M	162.6%
GM%	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 Margir	0.6M	2.1M	9.4M	348.1%
GM%	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 Margir	1.8M	3.2M	11.2M	248.3%
GM%	44.1%	43.1%	43.2%	0.3%
Germany				<u> </u>
Net Sales	2.6M	4.7M	12.0M	156.2%
COGS	1.6M	3.0M	8.9M	193.8%
Gross Margir	0.9M	1.7M	3.1M	88.3%
GM%	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 Margir	13.1M	16.0M	51.6M	222.0%

Laransh



Indonesia	GM%	42.4%	32.2%	32.0%	-0.6%
COGS 1.5M 3.5M 11.3M 220.1% Gross Margir 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 Margir 1.3M 1.4M 3.5M 157.8% GM% 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% GM% 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 Margir 0.1M 1.8M 4.6M 164.2% Gross Margir 0.1M 1.6M 3.4M 109.2% GM% 36.4% 47.8% 42.0% -12.1% New Sale	Indonesia				- :
Gross Margir GM% 1.1M 2.7M 7.1M 165.6% GM% Italy 42.0% 42.9% 38.4% -10.5% Net Sales COGS 1.6M 3.1M 8.2M 164.6% Gross Margir GM% 45.6% 30.7% 30.1% -1.8% Japan Net Sales COGS 1.2M 4.2M 257.3% Gross Margin GM% 37.0% 46.5% 25.9% Netherlands Net Sales COGS 0.1M 1.8M 4.6M 164.2% Gross Margin GM% 36.4% 47.8% 42.0% -12.1% 164.2% Gross Margin GM% 36.4% 47.8% 42.0% -12.1% 164.2% 164.	Net Sales	2.5M	6.2M	18.4M	196.7%
Italy	COGS	1.5M	3.5M	11.3M	220.1%
Net Sales	Gross Margir	1.1M	2.7M	7.1M	165.6%
Net Sales 2.9M 4.5M 11.7M 162.5% COGS 1.6M 3.1M 8.2M 164.6% Gross Margir 1.3M 1.4M 3.5M 157.8% GM% 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% GM% 37.0% 46.5% 25.9% 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% GM% 36.4% 47.8% 42.0% -12.1% Newzealand Net Sales 2.0M 11.4M 474.3% COGS 1.5M 5.9M 303.8% Norway Net Sales 2.5M 13.7M 451.8% COGS 1.5M 9.6M 525.0%	GM%	42.0%	42.9%	38.4%	-10.5%
COGS 1.6M 3.1M 8.2M 164.6% Gross Margir 1.3M 1.4M 3.5M 157.8% GM% 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% GM% 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% GM% 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% GM% 26.4% 48.2% 83.0% Norway Net Sales 2.5M 13.7M 451.8%<	Italy				
Gross Margir GM% 1.3M 45.6% 30.7% 30.1% -1.8% Japan Net Sales COGS 1.9M 7.9M 257.3% 321.1% 257.3% Gross Margin GM% 0.7M 3.7M 3.7M 430.0% 430.0% 46.5% 25.9% Netherlands Net Sales 0.2M 3.4M 8.0M 137.9% 137.9% 25.9% Netherlands 0.1M 1.8M 4.6M 164.2% 164.2% 109.2% Gross Margir G1M 1.6M 3.4M 109.2% 109.2% 12.1% Newzealand Net Sales COGS 1.5M 5.9M 36.4% 47.8% 42.0% 12.1% 474.3% 42.0% 12.1% Newzealand Net Sales COGS 1.5M 5.9M 303.8% 303.8% 59.0% 5.9M 303.8% Gross Margin GM% 26.4% 48.2% 83.0% 83.0% 83.0% Norway Net Sales COGS 1.5M 5.5M 5.9M 303.8% 950.7% 29.5% 20.7% 29.5% 20.7% Gross Margin GM% 37.7% 29.5% 7.21.9% 20.5% 20.0% 30.0% 30.0% 30.0% 20.5% 30.0% 30.0% 30.0% 30.0% 30.0% 30.0% Pakistan Net Sales O.6M 4.7M 5.7M 20.5% 20.0% 30.0	Net Sales	2.9M	4.5M	11.7M	162.5%
GM% 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% GM% 37.0% 46.5% 25.9% Netherlands Net Sales 0.2M 3.4M 8.0M 1 37.9% COGS 0.1M 1.8M 4.6M 1 64.2% Gross Margin 0.1M 1.6M 3.4M 109.2% GM% 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% GM% 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% GM% <td>COGS</td> <td>1.6M</td> <td>3.1M</td> <td>8.2M</td> <td>164.6%</td>	COGS	1.6M	3.1M	8.2M	164.6%
GM% 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 GM% 0.7M 3.7M 430.0% Metherlands Net Sales 0.2M 3.4M 8.0M 1 37.9% COGS 0.1M 1.8M 4.6M 1 64.2% Gross Margin GM% 36.4% 47.8% 42.0% -12.1% Newzealand 1.5M 3.4M 109.2% 109.2% Mexistan 2.0M 11.4M 474.3% 474.3% 42.0% -12.1% Norway Net Sales 2.0M 11.4M 474.3%	Gross Margir	1.3M	1.4M	3.5M	157.8%
Net Sales	_		30.7%	30.1%	-1.8%
COGS 1.2M 4.2M 257.3% Gross Margin 0.7M 3.7M 430.0% GM% 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 Margir 0.1M 1.6M 3.4M 109.2% GM% 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% GM% 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% GM% 37.7% 29.5% -21.9% Pakistan Net Sales 0.6M 4.7M 5.7M 20.5% COGS </td <td>Japan</td> <td></td> <td></td> <td></td> <td></td>	Japan				
Gross Margin GM% 0.7M 3.7M 430.0% 46.5% 25.9% Netherlands 0.2M 3.4M 8.0M 137.9% 164.2% COGS 0.1M 1.8M 4.6M 164.2% 164.2% Gross Margir GM% 36.4% 47.8% 42.0% -12.1% Newzealand Net Sales COGS 2.0M 11.4M 474.3% 26.2% COGS GS Gross Margin GM% 0.5M 5.5M 950.7% 303.8% Gross Margin GM% 26.4% 48.2% 83.0% Norway Net Sales COGS Gross Margin GM% 2.5M 13.7M 451.8% 25.0% 451.8% COGS GOS GOS GROSS Margin GM% 37.7% 29.5% -21.9% Pakistan Net Sales COGS O.4M 2.7M 3.6M 34.3% 331.0% 34.3%	•		1.9M	7.9M	321.1%
GM% 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 Margir 0.1M 1.6M 3.4M 109.2% GM% 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% GM% 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% GM% 37.7% 29.5% -21.9% Pakistan 4.7M 5.7M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0	COGS		1.2M	4.2M	257.3%
GM% 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 Margir 0.1M 1.6M 3.4M 109.2% GM% 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% GM% 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% GM% 37.7% 29.5% -21.9% Pakistan 4.7M 5.7M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0	Gross Margin	1			!
Net Sales 0.2M 3.4M 8.0M 137.9% COGS 0.1M 1.8M 4.6M 164.2% Gross Margir 0.1M 1.6M 3.4M 109.2% GM% 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% GM% 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% GM% 37.7% 29.5% -21.9% Pakistan 2.0M 2.0M 2.0% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 39.7% 42.8% 36.2% -15.4% Philiphines	_				i
COGS 0.1M 1.8M 4.6M 164.2% Gross Margir 0.1M 1.6M 3.4M 109.2% GM% 36.4% 47.8% 42.0% -12.1% Newzealand 1.5M 42.0% -12.1% Newzealand 1.5M 5.9M 303.8% COGS 1.5M 5.9M 303.8% Gross Margin 0.5M 5.5M 950.7% GM% 26.4% 48.2% 83.0% Norway 26.4% 48.2% 83.0% Norway 2.5M 13.7M 451.8% COGS 1.5M 9.6M 525.0% Gross Margin 0.9M 4.0M 331.0% GM% 37.7% 29.5% -21.9% Pakistan 4.7M 5.7M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 39.7% 42.8% 36.2% -15.4%	Netherlands				r
COGS 0.1M 1.8M 4.6M 164.2% Gross Margir GM% 36.4% 47.8% 42.0% -12.1% Newzealand 11.4M 474.3% 42.0% -12.1% Newzealand 2.0M 11.4M 474.3% 474.3% COGS 1.5M 5.9M 303.8% 303.8% Gross Margin GM% 0.5M 5.5M 950.7% 950.7% 303.8% 83.0% Norway 26.4% 48.2% 83.0% 83.1% 83.1% 83.1% 83.1% 83.1% 83.1% 83.1% 83.1% 83.1%	Net Sales	0.2M	3.4M	8.0M	137.9%
GM% 36.4% 47.8% 42.0% -12.1% Newzealand	COGS	0.1M			<u>L</u>
GM% 36.4% 47.8% 42.0% -12.1% Newzealand					
Newzealand 2.0M 11.4M 474.3% COGS 1.5M 5.9M 303.8% Gross Margin 0.5M 5.5M 950.7% GM% 26.4% 48.2% 83.0% Norway Vet Sales 2.5M 13.7M 451.8% COGS 1.5M 9.6M 525.0% Gross Margin 0.9M 4.0M 331.0% GM% 37.7% 29.5% -21.9% Pakistan Vet Sales 0.6M 4.7M 5.7M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 39.9% 45.1% 39.1% -13.4%<	_		47.8%		<u>!</u>
Net Sales 2.0M 11.4M 474.3% COGS 1.5M 5.9M 303.8% Gross Margin 0.5M 5.5M 950.7% GM% 26.4% 48.2% 83.0% Norway 83.0% 83.0% Norway 83.0% 451.8% COGS 1.5M 9.6M 525.0% Gross Margin 0.9M 4.0M 331.0% GM% 37.7% 29.5% -21.9% Pakistan 2.0M 2.0M 2.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 39.9% 45.1% 39.1% -13.4% Poland Net Sales 0.4M 2.8M 5.2M	Newzealand				:
COGS 1.5M 5.9M 303.8% Gross Margin 0.5M 5.5M 950.7% GM% 26.4% 48.2% 83.0% Norway 83.0% 13.7M 451.8% COGS 1.5M 9.6M 525.0% Gross Margin 0.9M 4.0M 331.0% GM% 37.7% 29.5% -21.9% Pakistan 0.6M 4.7M 5.7M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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%			2.0M	11.4M	474.3%
Gross Margin 0.5M 5.5M 950.7% GM% 26.4% 48.2% 83.0% Norway 83.0% 13.7M 451.8% COGS 1.5M 9.6M 525.0% Gross Margin 0.9M 4.0M 331.0% GM% 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 Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M </td <td></td> <td></td> <td></td> <td></td> <td></td>					
GM% 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% GM% 37.7% 29.5% -21.9% Pakistan Value 2.0M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4%	Gross Margir	1			
Norway 2.5M 13.7M 451.8% COGS 1.5M 9.6M 525.0% Gross Margin 0.9M 4.0M 331.0% GM% 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 Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	_				
Net Sales 2.5M 13.7M 451.8% COGS 1.5M 9.6M 525.0% Gross Margin 0.9M 4.0M 331.0% GM% 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 Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%			_0,,,		00.070
COGS 1.5M 9.6M 525.0% Gross Margin 0.9M 4.0M 331.0% GM% 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 Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	•		2.5M	13.7M	451.8%
Gross Margin 0.9M 4.0M 331.0% GM% 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 Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	COGS				· ·
GM% 37.7% 29.5% -21.9% Pakistan 0.6M 4.7M 5.7M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 39.7% 42.8% 36.2% -15.4% Philiphines 5.7M 13.4M 31.9M 138.4% COGS 3.4M 7.3M 19.4M 164.6% Gross Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%		1			
Pakistan Net Sales 0.6M 4.7M 5.7M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	9				-
Net Sales 0.6M 4.7M 5.7M 20.5% COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%					i
COGS 0.4M 2.7M 3.6M 34.3% Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 39.7% 42.8% 36.2% -15.4% Philiphines <t< td=""><td></td><td>0.6M</td><td>4.7M</td><td>5.7M</td><td>20.5%</td></t<>		0.6M	4.7M	5.7M	20.5%
Gross Margir 0.2M 2.0M 2.0M 2.0% GM% 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 Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%					i.
GM% 39.7% 42.8% 36.2% -15.4% Philiphines					ſ
Philiphines Net Sales 5.7M 13.4M 31.9M 138.4% COGS 3.4M 7.3M 19.4M 164.6% Gross Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	•				i
Net Sales 5.7M 13.4M 31.9M 138.4% COGS 3.4M 7.3M 19.4M 164.6% Gross Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	Philiphines				
COGS 3.4M 7.3M 19.4M 164.6% Gross Margir 2.3M 6.0M 12.5M 106.5% GM% 39.9% 45.1% 39.1% -13.4% Poland 2.8M 5.2M 85.8% COGS 0.3M 1.7M 3.0M 78.5% Gross Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	•	5.7M	13.4M	31.9M	138.4%
Gross Margir 2.3M 6.0M 12.5M 106.5% GM% 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 Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	COGS				<u> </u>
GM%39.9%45.1%39.1%-13.4%PolandNet Sales0.4M2.8M5.2M85.8%COGS0.3M1.7M3.0M78.5%Gross Margir0.2M1.1M2.2M96.7%GM%37.4%40.2%42.6%5.9%					
Poland Net Sales 0.4M 2.8M 5.2M 85.8% COGS 0.3M 1.7M 3.0M 78.5% Gross Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%	•				!
Net Sales 0.4M 2.8M 5.2M 85.8% COGS 0.3M 1.7M 3.0M 78.5% Gross Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%					!
COGS 0.3M 1.7M 3.0M 78.5% Gross Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%		0.4M	2.8M	5.2M	85.8%
Gross Margir 0.2M 1.1M 2.2M 96.7% GM% 37.4% 40.2% 42.6% 5.9%					L
GM% 37.4% 40.2% 42.6% 5.9%					L.
	•				
J	Portugal				i

Laransh



Net Sales	0.7M	3.6M	11.8M	229.8%
COGS	0.5M	2.3M	6.8M	198.9%
Gross Margir	0.3M	1.3M	5.0M	284.5%
GM%	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 Margir	6.1M	5.2M	17.6M	241.3%
GM%	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	1	0.7M	4.2M	525.7%
GM%		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 Margir	0.0M	0.1M	0.7M	613.8%
GM%	38.3%	44.1%	40.2%	-8.7%
United Kingdor	n			•
Net Sales	2.0M	8.1M	34.2M	322.7%
COGS	1.3M	5.3M	18.7M	252.1%
Gross Margir	0.7M	2.8M	15.4M	459.0%
GM%	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 Margir	3.8M	12.4M	32.5M	161.0%
GM%	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 GM%	41.4%	37.3%	36.4%	-2.3%