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

P & L
By Fiscal Years
All values are in USD

| Customer | Fiscal Years | | |
|---------------------|---------------------|-------------|-------------|
| | 2019 | 2020 | 2021 |
| Australia | | | |
| Net Sales | 3.88M | 10.70M | 20.99M |
| COGS | 2.23M | 5.79M | 14.08M |
| Gross Margin | 1.65M | 4.91M | 6.91M |
| GM % | 42.57% | 45.88% | 32.92% |
| Austria | | | |
| Net Sales | | 0.12M | 2.84M |
| COGS | | 0.09M | 1.98M |
| Gross Margin | | 0.03M | 0.86M |
| GM % | | 26.15% | 30.11% |
| Bangladesh | | | |
| Net Sales | 0.48M | 2.26M | 6.95M |
| COGS | 0.34M | 1.36M | 4.55M |
| Gross Margin | 0.14M | 0.89M | 2.40M |
| GM % | 28.73% | 39.61% | 34.54% |
| Canada | | | |
| Net Sales | 4.76M | 12.17M | 35.06M |
| COGS | 2.78M | 7.07M | 21.66M |
| Gross Margin | 1.99M | 5.10M | 13.39M |
| GM % | 41.67% | 41.91% | 38.21% |
| China | | | |
| Net Sales | 1.43M | 5.42M | 22.89M |
| COGS | 0.78M | 3.33M | 13.49M |
| Gross Margin | 0.64M | 2.10M | 9.40M |
| GM % | 44.94% | 38.68% | 41.07% |
| France | | | |
| Net Sales | 4.04M | 7.47M | 25.94M |
| COGS | 2.26M | 4.25M | 14.73M |
| Gross Margin | 1.78M | 3.22M | 11.22M |
| GM % | 44.09% | 43.11% | 43.24% |
| Germany | | | |
| Net Sales | 2.56M | 4.69M | 12.01M |
| COGS | 1.62M | 3.02M | 8.86M |
| Gross Margin | 0.95M | 1.67M | 3.14M |
| GM % | 36.97% | 35.63% | 26.18% |
| India | | | |
| Net Sales | 30.82M | 49.77M | 161.26M |
| COGS | 17.77M | 33.74M | 109.65M |
| Gross Margin | 13.05M | 16.03M | 51.61M |
| GM % | 42.35% | 32.21% | 32.00% |
| Indonesia | | | |
| Net Sales | 2.52M | 6.21M | 18.41M |



| | | | |
|---------------------|--------|--------|--------|
| COGS | 1.46M | 3.54M | 11.34M |
| Gross Margin | 1.06M | 2.66M | 7.07M |
| GM % | 42.03% | 42.91% | 38.41% |
| Italy | | | |
| Net Sales | 2.90M | 4.46M | 11.72M |
| COGS | 1.58M | 3.09M | 8.19M |
| Gross Margin | 1.33M | 1.37M | 3.53M |
| GM % | 45.63% | 30.68% | 30.13% |
| Japan | | | |
| Net Sales | | 1.88M | 7.92M |
| COGS | | 1.19M | 4.24M |
| Gross Margin | | 0.70M | 3.69M |
| GM % | | 36.96% | 46.52% |
| Netherlands | | | |
| Net Sales | 0.23M | 3.36M | 7.98M |
| COGS | 0.14M | 1.75M | 4.63M |
| Gross Margin | 0.08M | 1.60M | 3.36M |
| GM % | 36.36% | 47.79% | 42.03% |
| Newzealand | | | |
| Net Sales | | 1.99M | 11.40M |
| COGS | | 1.46M | 5.90M |
| Gross Margin | | 0.52M | 5.50M |
| GM % | | 26.36% | 48.23% |
| Norway | | | |
| Net Sales | | 2.48M | 13.68M |
| COGS | | 1.54M | 9.65M |
| Gross Margin | | 0.94M | 4.03M |
| GM % | | 37.74% | 29.48% |
| Pakistan | | | |
| Net Sales | 0.62M | 4.69M | 5.66M |
| COGS | 0.38M | 2.69M | 3.61M |
| Gross Margin | 0.25M | 2.01M | 2.05M |
| GM % | 39.65% | 42.75% | 36.18% |
| Philippines | | | |
| Net Sales | 5.69M | 13.37M | 31.86M |
| COGS | 3.42M | 7.33M | 19.40M |
| Gross Margin | 2.27M | 6.03M | 12.45M |
| GM % | 39.90% | 45.13% | 39.09% |
| Poland | | | |
| Net Sales | 0.41M | 2.79M | 5.19M |
| COGS | 0.26M | 1.67M | 2.98M |
| Gross Margin | 0.15M | 1.12M | 2.21M |
| GM % | 37.43% | 40.20% | 42.56% |
| Portugal | | | |
| Net Sales | 0.75M | 3.59M | 11.83M |
| COGS | 0.45M | 2.29M | 6.85M |
| Gross Margin | 0.29M | 1.30M | 4.98M |
| GM % | 39.29% | 36.13% | 42.13% |
| South Korea | | | |
| Net Sales | 12.80M | 17.28M | 48.97M |



| | | | |
|---------------------------|---------------|----------------|----------------|
| COGS | 6.72M | 12.13M | 31.38M |
| Gross Margin | 6.09M | 5.15M | 17.59M |
| GM % | 47.54% | 29.82% | 35.92% |
| Spain | | | |
| Net Sales | | 1.77M | 12.62M |
| COGS | | 1.11M | 8.44M |
| Gross Margin | | 0.67M | 4.18M |
| GM % | | 37.67% | 33.13% |
| Sweden | | | |
| Net Sales | 0.05M | 0.23M | 1.77M |
| COGS | 0.03M | 0.13M | 1.06M |
| Gross Margin | 0.02M | 0.10M | 0.71M |
| GM % | 38.28% | 44.06% | 40.22% |
| United Kingdom | | | |
| Net Sales | 2.00M | 8.08M | 34.15M |
| COGS | 1.27M | 5.32M | 18.74M |
| Gross Margin | 0.72M | 2.76M | 15.41M |
| GM % | 36.19% | 34.13% | 45.13% |
| USA | | | |
| Net Sales | 11.53M | 31.92M | 87.78M |
| COGS | 7.75M | 19.48M | 55.31M |
| Gross Margin | 3.78M | 12.44M | 32.47M |
| GM % | 32.79% | 38.97% | 36.99% |
| Total Net Sales | 87.48M | 196.69M | 598.88M |
| Total COGS | 51.24M | 123.37M | 380.71M |
| Total Gross Margin | 36.24M | 73.32M | 218.16M |
| Total GM % | 41.43% | 37.28% | 36.43% |