

P & L**By Fiscal Years**

All values are in USD

region	All
division	All
customer	All

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%
Philiphines			
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%