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By Fiscal Years

FILTERS

All Values in USD

Note: 21 vs 20 is not part of pivot table

region	All
division	All
customer	All

Customer	Fiscal Year			21 vs 20
	2019	2020	2021	
Australia				
Net Sales	3.9M	10.7M	21.0M	96%
COGS	2.2M	5.8M	14.1M	143%
Gross Margin	1.7M	4.9M	6.9M	41%
GM %	42.57%	45.88%	32.92%	-28%
Austria				
Net Sales		0.1M	2.8M	2301%
COGS		0.1M	2.0M	2172%
Gross Margin		0.0M	0.9M	2665%
GM %		26.15%	30.11%	15%
Bangladesh				
Net Sales	0.5M	2.3M	7.0M	208%
COGS	0.3M	1.4M	4.5M	234%
Gross Margin	0.1M	0.9M	2.4M	168%
GM %	28.73%	39.61%	34.54%	-13%
Canada				
Net Sales	4.8M	12.2M	35.1M	188%
COGS	2.8M	7.1M	21.7M	206%
Gross Margin	2.0M	5.1M	13.4M	163%
GM %	41.67%	41.91%	38.21%	-9%
China				
Net Sales	1.4M	5.4M	22.9M	322%
COGS	0.8M	3.3M	13.5M	306%
Gross Margin	0.6M	2.1M	9.4M	348%
GM %	44.94%	38.68%	41.07%	6%
France				
Net Sales	4.0M	7.5M	25.9M	247%
COGS	2.3M	4.3M	14.7M	246%
Gross Margin	1.8M	3.2M	11.2M	248%
GM %	44.09%	43.11%	43.24%	0%
Germany				
Net Sales	2.6M	4.7M	12.0M	156%
COGS	1.6M	3.0M	8.9M	194%
Gross Margin	0.9M	1.7M	3.1M	88%
GM %	36.97%	35.63%	26.18%	-27%

India

Net Sales	30.8M	49.8M	161.3M	224%
COGS	17.8M	33.7M	109.7M	225%
Gross Margin	13.1M	16.0M	51.6M	222%
GM %	42.35%	32.21%	32.00%	-1%

Indonesia

Net Sales	2.5M	6.2M	18.4M	197%
COGS	1.5M	3.5M	11.3M	220%
Gross Margin	1.1M	2.7M	7.1M	166%
GM %	42.03%	42.91%	38.41%	-10%

Italy

Net Sales	2.9M	4.5M	11.7M	163%
COGS	1.6M	3.1M	8.2M	165%
Gross Margin	1.3M	1.4M	3.5M	158%
GM %	45.63%	30.68%	30.13%	-2%

Japan

Net Sales		1.9M	7.9M	321%
COGS		1.2M	4.2M	257%
Gross Margin		0.7M	3.7M	430%
GM %		36.96%	46.52%	26%

Netherlands

Net Sales	0.2M	3.4M	8.0M	138%
COGS	0.1M	1.8M	4.6M	164%
Gross Margin	0.1M	1.6M	3.4M	109%
GM %	36.36%	47.79%	42.03%	-12%

Newzealand

Net Sales		2.0M	11.4M	474%
COGS		1.5M	5.9M	304%
Gross Margin		0.5M	5.5M	951%
GM %		26.36%	48.23%	83%

Norway

Net Sales		2.5M	13.7M	452%
COGS		1.5M	9.6M	525%
Gross Margin		0.9M	4.0M	331%
GM %		37.74%	29.48%	-22%

Pakistan

Net Sales	0.6M	4.7M	5.7M	21%
COGS	0.4M	2.7M	3.6M	34%
Gross Margin	0.2M	2.0M	2.0M	2%
GM %	39.65%	42.75%	36.18%	-15%

Philippines

Net Sales	5.7M	13.4M	31.9M	138%
COGS	3.4M	7.3M	19.4M	165%
Gross Margin	2.3M	6.0M	12.5M	106%
GM %	39.90%	45.13%	39.09%	-13%

Poland

Net Sales	0.4M	2.8M	5.2M	86%
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AtliQ Hardware



COGS	0.3M	1.7M	3.0M	78%
Gross Margin	0.2M	1.1M	2.2M	97%
GM %	37.43%	40.20%	42.56%	6%
Portugal				
Net Sales	0.7M	3.6M	11.8M	230%
COGS	0.5M	2.3M	6.8M	199%
Gross Margin	0.3M	1.3M	5.0M	285%
GM %	39.29%	36.13%	42.13%	17%
South Korea				
Net Sales	12.8M	17.3M	49.0M	183%
COGS	6.7M	12.1M	31.4M	159%
Gross Margin	6.1M	5.2M	17.6M	241%
GM %	47.54%	29.82%	35.92%	20%
Spain				
Net Sales		1.8M	12.6M	611%
COGS		1.1M	8.4M	663%
Gross Margin		0.7M	4.2M	526%
GM %		37.67%	33.13%	-12%
Sweden				
Net Sales	0.1M	0.2M	1.8M	682%
COGS	0.0M	0.1M	1.1M	736%
Gross Margin	0.0M	0.1M	0.7M	614%
GM %	38.28%	44.06%	40.22%	-9%
United Kingdom				
Net Sales	2.0M	8.1M	34.2M	323%
COGS	1.3M	5.3M	18.7M	252%
Gross Margin	0.7M	2.8M	15.4M	459%
GM %	36.19%	34.13%	45.13%	32%
USA				
Net Sales	11.5M	31.9M	87.8M	175%
COGS	7.7M	19.5M	55.3M	184%
Gross Margin	3.8M	12.4M	32.5M	161%
GM %	32.79%	38.97%	36.99%	-5%
Total Net Sales	87.5M	196.7M	598.9M	204%
Total COGS	51.2M	123.4M	380.7M	209%
Total Gross Margin	36.2M	73.3M	218.2M	198%
Total GM %	41.43%	37.28%	36.43%	-2%











