

P & L by FY for Australia		
division	All	P & L
market	Australia	By Fiscal Years
region	All	All Values in AUD
Note: 21 vs 20 is not part of pivot		





Customers	2019	2020	2021	21 vs 20 %
Net_Sales				
Q1	1.14M	3.72M	6.22M	67.12%
Q2	1.09M	3.45M	5.80M	68.34%
Q3	0.79M	1.00M	4.32M	332.89%
Q4	0.85M	2.53M	4.65M	83.75%
Total COGS				
Q1	0.65M	2.00M	4.13M	107.02%
Q2	0.63M	1.86M	3.91M	110.92%
Q3	0.46M	0.54M	2.89M	435.11%
Q4	0.49M	1.40M	3.14M	124.80%
Gross Margin				
Q1	0.49M	1.73M	2.09M	21.02%
Q2	0.46M	1.59M	1.89M	18.61%
Q3	0.34M	0.46M	1.42M	211.78%
Q4	0.36M	1.13M	1.51M	33.22%
GM %				
Q1	0.00M	46.39%	33.59%	-27.59%
Q2	0.00M	46.14%	32.51%	-29.54%
Q3	0.00M	45.77%	32.97%	-27.98%
Q4	0.00M	44.82%	32.50%	-27.50%
Total Net_Sales	3.88M	10.70M	20.99M	96.22%
Total Total COGS	2.23M	5.79M	14.08M	143.20%
Total Gross Margin	1.65M	4.91M	6.91M	40.80%
Total GM %	42.57%	45.88%	32.92%	-28.24%

P & L by FY for USA

division All
market USA
region All

P & L
By Fiscal Years

All Values in AUD

Note: 21 vs 20 is not part of pivot



Customers	2019	2020	2021	21 vs 20 %
Net_Sales				
Q1	3.46M	10.53M	26.18M	148.60%
Q2	3.08M	9.48M	23.86M	151.61%
Q3	2.54M	4.15M	19.31M	365.84%
Q4	2.44M	7.76M	18.43M	137.43%
Total COGS				
Q1	2.33M	6.41M	16.58M	158.45%
Q2	2.08M	5.76M	14.99M	160.32%
Q3	1.72M	2.56M	12.16M	374.44%
Q4	1.63M	4.75M	11.59M	144.19%
Gross Margin				
Q1	1.14M	4.12M	9.60M	133.26%
Q2	1.00M	3.73M	8.87M	138.15%
Q3	0.83M	1.58M	7.15M	351.93%
Q4	0.81M	3.01M	6.84M	126.79%
GM %				
Q1	0.00M	39.09%	36.68%	-6.17%
Q2	0.00M	39.29%	37.19%	-5.35%
Q3	0.00M	38.19%	37.04%	-2.99%
Q4	0.00M	38.84%	37.10%	-4.48%
Total Net_Sales	11.53M	31.92M	87.78M	174.99%
Total Total COGS	7.75M	19.48M	55.31M	183.94%
Total Gross Margin	3.78M	12.44M	32.47M	160.98%
Total GM %	32.79%	38.97%	36.99%	-5.10%

P & L by FY for Europe		
division	All	P & L
market	(Multiple Items)	By Fiscal Years
region	All	All Values in AUD
Note: 21 vs 20 is not part of pivot		





Customers	2019	2020	2021	21 vs 20 %
Net_Sales				
Q1	3.86M	13.74M	39.70M	188.87%
Q2	3.57M	12.82M	37.62M	193.41%
Q3	2.77M	3.41M	30.04M	780.49%
Q4	2.73M	8.94M	29.53M	230.36%
Total COGS				
Q1	2.26M	8.51M	24.46M	187.30%
Q2	2.10M	8.00M	23.06M	188.36%
Q3	1.64M	2.10M	18.46M	777.90%
Q4	1.61M	5.56M	18.14M	226.27%
Gross Margin				
Q1	1.60M	5.23M	15.24M	191.42%
Q2	1.47M	4.83M	14.56M	201.77%
Q3	1.14M	1.31M	11.59M	784.65%
Q4	1.13M	3.38M	11.39M	237.09%
GM %				
Q1	0.00M	38.05%	38.39%	0.88%
Q2	0.00M	37.64%	38.71%	2.85%
Q3	0.00M	38.39%	38.57%	0.47%
Q4	0.00M	37.79%	38.57%	2.04%
Total Net_Sales	12.94M	38.91M	136.89M	251.77%
Total Total COGS	7.61M	24.17M	84.11M	247.98%
Total Gross Margin	5.32M	14.74M	52.78M	257.98%
Total GM %	41.16%	37.89%	38.55%	1.77%