

FILTERS

region All division All customer All FY All

Profit And LossAll values in USD

Fiscal Years

	Fiscal Years						
	Q1			Q2			Q3
Customer	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Australia	-						
Net Sales	2.6M	4.0M	4.4M	4.6M	2.6M	3.1M	1.8M
COGS	1.6M	2.5M	2.7M	2.9M	1.6M	1.9M	1.2M
Gross Margin	1.0M	1.6M	1.7M	1.7M	1.0M	1.2M	0.7M
GM %	39.48%	38.73%	38.61%	36.63%	39.57%	38.97%	36.23%
Austria							
Net Sales	0.2M	0.3M	0.4M	0.4M	0.2M	0.2M	0.2M
COGS	0.2M	0.2M	0.3M	0.3M	0.2M	0.2M	0.1M
Gross Margin	0.1M	0.1M	0.1M	0.1M	0.1M	0.1M	0.1M
GM %	30.94%	30.10%	30.18%	28.95%	30.92%	29.80%	30.23%
Bangladesh							
Net Sales	0.6M	1.0M	1.3M	1.4M	0.6M	0.7M	0.6M
COGS	0.4M	0.6M	0.8M	0.9M	0.4M	0.5M	0.4M
Gross Margin	0.2M	0.3M	0.5M	0.5M	0.2M	0.2M	0.2M
GM %	36.19%	32.46%	36.41%	36.86%	36.73%	32.20%	35.71%
Canada							
Net Sales	3.9M	4.6M	6.6M	7.8M	3.9M	3.5M	3.0M
COGS	2.3M	2.8M	4.0M	4.7M	2.3M	2.2M	1.9M
Gross Margin	1.5M	1.7M	2.6M	3.1M	1.6M	1.3M	1.2M
GM %	39.99%	38.12%	40.09%	39.78%	39.90%	38.05%	39.01%
China							
Net Sales	2.4M	1.3M	5.1M	4.5M	2.5M	1.0M	2.5M
COGS	1.4M	0.7M	3.0M	2.6M	1.5M	0.6M	1.4M
Gross Margin	1.0M	0.5M	2.1M	1.8M	1.0M	0.4M	1.0M
GM %	40.32%	40.18%	40.71%	41.09%	40.36%	40.30%	41.26%
France							
Net Sales	3.0M	3.9M	4.9M	4.5M	3.0M	2.9M	2.3M
COGS	1.7M	2.2M	2.8M	2.6M	1.7M	1.7M	1.3M
Gross Margin	1.3M	1.7M	2.1M	1.9M	1.3M	1.3M	1.0M
GM %	43.96%	43.60%	43.09%	42.48%	43.99%	43.66%	43.11%
Germany							
Net Sales	1.8M	1.8M	2.3M	2.5M	1.8M	1.4M	1.0M
COGS	1.2M	1.3M	1.6M	1.7M	1.2M	1.0M	0.8M
Gross Margin	0.5M	0.6M	0.7M	0.8M	0.5M	0.4M	0.3M
GM %	30.03%	31.50%	28.58%	30.58%	29.86%	31.28%	26.94%
India							
Net Sales	18.2M	25.2M	29.9M	31.1M	18.2M	19.2M	14.3M
COGS	12.1M	16.7M	19.9M	20.9M	12.1M	12.7M	9.4M

Gross Margin	6.0M	8.6M	10.0M	10.2M	6.0M	6.5M	4.8M
GM %	33.24%	33.92%	33.42%	32.78%	33.24%	33.76%	33.91%
Indonesia							
Net Sales	2.1M	2.6M	3.4M	3.5M	2.1M	2.1M	1.6M
COGS	1.2M	1.5M	2.0M	2.2M	1.2M	1.2M	1.0M
Gross Margin	0.9M	1.1M	1.4M	1.3M	0.9M	0.9M	0.6M
GM %	41.23%	41.21%	40.37%	37.21%	41.24%	41.31%	39.19%
Italy							
Net Sales	1.6M	2.1M	2.4M	2.4M	1.5M	1.6M	1.0M
COGS	1.1M	1.4M	1.6M	1.7M	1.0M	1.1M	0.7M
Gross Margin	0.5M	0.7M	0.8M	0.7M	0.5M	0.5M	0.4M
GM %	32.27%	33.25%	33.70%	30.78%	32.43%	33.09%	34.05%
Japan							
Net Sales	0.8M	1.0M	1.2M	1.3M	0.8M	0.8M	0.6M
COGS	0.4M	0.5M	0.7M	0.7M	0.4M	0.4M	0.3M
Gross Margin	0.3M	0.4M	0.5M	0.6M	0.4M	0.3M	0.3M
GM %	44.18%	45.34%	44.73%	43.82%	44.19%	45.29%	46.24%
Netherlands							
Net Sales	0.8M	0.9M	1.7M	1.8M	0.8M	0.7M	0.7M
COGS	0.5M	0.5M	1.0M	1.0M	0.5M	0.4M	0.4M
Gross Margin	0.4M	0.4M	0.7M	0.8M	0.4M	0.3M	0.3M
GM %	44.26%	45.21%	42.12%	44.47%	44.18%	45.07%	40.28%
Newzealand							
Net Sales	0.9M	1.5M	1.6M	1.6M	1.0M	1.1M	0.8M
1400 30103	0.7111	1.011					0.0111
COGS	0.5M	0.8M	0.9M	0.9M	0.5M	0.6M	0.4M
COGS	0.5M	0.8M 0.7M	0.9M	0.9M	0.5M 0.4M	0.6M	0.4M
COGS Gross Margin	0.5M 0.4M	0.8M 0.7M	0.9M 0.7M	0.9M 0.7M	0.5M 0.4M	0.6M 0.5M	0.4M 0.4M
COGS Gross Margin GM %	0.5M 0.4M	0.8M 0.7M	0.9M 0.7M	0.9M 0.7M	0.5M 0.4M	0.6M 0.5M	0.4M 0.4M
COGS Gross Margin GM % Norway	0.5M 0.4M 44.97%	0.8M 0.7M 45.46%	0.9M 0.7M 44.92%	0.9M 0.7M 42.70%	0.5M 0.4M 45.05%	0.6M 0.5M 45.42%	0.4M 0.4M 48.38%
COGS Gross Margin GM % Norway Net Sales	0.5M 0.4M 44.97% 1.0M	0.8M 0.7M 45.46%	0.9M 0.7M 44.92% 2.3M	0.9M 0.7M 42.70%	0.5M 0.4M 45.05% 1.0M	0.6M 0.5M 45.42%	0.4M 0.4M 48.38%
COGS Gross Margin GM % Norway Net Sales COGS	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M	0.8M 0.7M 45.46% 1.5M 1.1M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M	0.6M 0.5M 45.42% 1.1M 0.8M	0.4M 0.4M 48.38% 1.2M 0.8M
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM %	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38%	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58%	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79%	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22%	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73%	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28%	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39%
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38%	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58%	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79%	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22%	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73%	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28%	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39%
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin Net Sales	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M 39.68%	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M 40.64%	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M 38.43%	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M 38.78%	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M 39.71%	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M 40.34%	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M 36.32%
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines Net Sales	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M 39.68%	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M 40.64%	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M 38.43%	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M 38.78%	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M 39.71%	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M 40.34%	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M 36.32%
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M 39.68% 4.8M 2.8M 2.0M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M 40.64% 4.8M 2.7M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M 38.43% 5.3M 3.1M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M 38.78% 7.6M 4.6M 3.0M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M 39.71% 4.8M 2.8M 2.0M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M 40.34% 3.7M 2.1M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M 36.32%
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M 39.68% 4.8M 2.8M 2.0M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M 40.64% 4.8M 2.7M 2.1M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M 38.43% 5.3M 3.1M 2.1M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M 38.78% 7.6M 4.6M 3.0M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M 39.71% 4.8M 2.8M 2.0M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M 40.34% 3.7M 2.1M 1.6M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M 36.32% 2.2M 1.3M 0.8M
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin GM %	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M 39.68% 4.8M 2.8M 2.0M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M 40.64% 4.8M 2.7M 2.1M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M 38.43% 5.3M 3.1M 2.1M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M 38.78% 7.6M 4.6M 3.0M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M 39.71% 4.8M 2.8M 2.0M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M 40.34% 3.7M 2.1M 1.6M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M 36.32% 2.2M 1.3M 0.8M
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin GM % Poland	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M 39.68% 4.8M 2.8M 2.0M 41.01%	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M 40.64% 4.8M 2.7M 2.1M 43.27%	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M 38.43% 5.3M 3.1M 2.1M 40.46%	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M 38.78% 7.6M 4.6M 3.0M 39.70%	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M 39.71% 4.8M 2.8M 2.0M 41.03%	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M 40.34% 3.7M 2.1M 1.6M 43.24%	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M 36.32% 2.2M 1.3M 0.8M 38.63%
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin GM % Poland Net Sales	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M 39.68% 4.8M 2.8M 2.0M 41.01%	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M 40.64% 4.8M 2.7M 2.1M 43.27%	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M 38.43% 5.3M 3.1M 2.1M 40.46%	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M 38.78% 7.6M 4.6M 3.0M 39.70%	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M 39.71% 4.8M 2.8M 2.0M 41.03%	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M 40.34% 3.7M 2.1M 1.6M 43.24% 0.6M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M 36.32% 2.2M 1.3M 0.8M 38.63%
COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS Gross Margin GM % Poland Net Sales COGS	0.5M 0.4M 44.97% 1.0M 0.7M 0.3M 32.38% 0.9M 0.5M 0.4M 39.68% 4.8M 2.8M 2.0M 41.01% 0.7M 0.4M 0.3M	0.8M 0.7M 45.46% 1.5M 1.1M 0.4M 28.58% 0.9M 0.5M 0.4M 40.64% 4.8M 2.7M 2.1M 43.27% 0.8M 0.5M	0.9M 0.7M 44.92% 2.3M 1.6M 0.7M 30.79% 1.5M 0.9M 0.6M 38.43% 5.3M 3.1M 2.1M 40.46% 1.1M 0.6M 0.5M	0.9M 0.7M 42.70% 2.2M 1.5M 0.7M 32.22% 1.6M 1.0M 0.6M 38.78% 7.6M 4.6M 3.0M 39.70% 1.1M 0.7M 0.4M	0.5M 0.4M 45.05% 1.0M 0.7M 0.3M 32.73% 0.9M 0.5M 0.4M 39.71% 4.8M 2.8M 2.0M 41.03% 0.7M 0.4M 0.3M	0.6M 0.5M 45.42% 1.1M 0.8M 0.3M 28.28% 0.7M 0.4M 0.3M 40.34% 3.7M 2.1M 1.6M 43.24% 0.6M 0.4M	0.4M 0.4M 48.38% 1.2M 0.8M 0.3M 29.39% 0.5M 0.3M 0.2M 36.32% 2.2M 1.3M 0.8M 38.63% 0.4M 0.2M

Portugal							
Net Sales	1.3M	1.5M	2.3M	2.0M	1.3M	1.2M	1.0M
COGS	0.8M	0.9M	1.3M	1.2M	0.8M	0.7M	0.6M
Gross Margin	0.5M	0.6M	0.9M	0.8M	0.5M	0.5M	0.4M
GM %	40.13%	40.33%	40.74%	40.16%	40.03%	40.46%	42.11%
South Korea							
Net Sales	5.2M	5.6M	12.0M	12.8M	5.2M	4.4M	5.5M
COGS	3.2M	3.5M	7.8M	8.2M	3.3M	2.8M	3.5M
Gross Margin	2.0M	2.1M	4.2M	4.6M	2.0M	1.6M	2.0M
GM %	37.86%	37.07%	34.67%	35.93%	37.68%	37.22%	36.49%
Spain							
Net Sales	1.1M	1.5M	1.7M	1.8M	1.2M	1.1M	0.9M
COGS	0.8M	1.0M	1.1M	1.2M	0.8M	0.8M	0.6M
Gross Margin	0.4M	0.5M	0.6M	0.6M	0.4M	0.4M	0.3M
GM %	34.38%	33.37%	33.89%	33.65%	34.27%	33.46%	33.15%
Sweden							
Net Sales	0.1M	0.2M	0.3M	0.3M	0.1M	0.2M	0.1M
COGS	0.1M	0.1M	0.2M	0.2M	0.1M	0.1M	0.1M
Gross Margin	0.0M	0.1M	0.1M	0.1M	0.0M	0.1M	0.1M
GM %	40.67%	40.15%	40.33%	41.49%	40.56%	40.23%	39.65%
United Kingdom							
Net Sales	3.2M	4.2M	5.4M	6.6M	3.2M	3.2M	2.6M
COGS	1.8M	2.4M	3.2M	3.8M	1.8M	1.8M	1.5M
Gross Margin	1.4M	1.8M	2.3M	2.8M	1.4M	1.4M	1.1M
GM %	42.39%	42.52%	41.62%	42.74%	42.52%	42.54%	43.46%
USA							
Net Sales	11.1M	12.2M	16.9M	15.9M	11.1M	9.4M	7.6M
COGS	7.1M	7.7M	10.6M	9.9M	7.1M	5.9M	4.8M
Gross Margin	4.0M	4.5M	6.3M	6.0M	4.1M	3.5M	2.8M
GM %	36.45%	37.16%	37.19%	37.94%	36.54%	37.32%	36.67%



Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
2.1M	2.2M	3.0M	2.5M	2.5M	35.6M
1.4M	1.4M	1.9M	1.5M	1.6M	22.1M
0.7M	0.8M	1.1M	0.9M	0.9M	13.5M
35.10%	37.58%	37.92%	37.96%	36.35%	37.87%
0.2M	0.2M	0.2M	0.2M	0.2M	3.0M
0.1M	0.1M	0.1M	0.2M	0.1M	2.1M
0.1M	0.1M	0.1M	0.1M	0.1M	0.9M
29.09%	30.96%	29.87%	29.96%	28.99%	29.96%
0.7M	0.5M	0.8M	0.8M	0.8M	9.7M
0.5M	0.3M	0.5M	0.5M	0.5M	6.3M
0.3M	0.2M	0.3M	0.3M	0.3M	3.4M
36.17%	35.71%	32.77%	36.34%	37.01%	35.43%
3.8M	3.5M	3.3M	3.9M		52.0M
2.3M	2.1M	2.0M	2.3M	2.6M	31.5M
1.5M	1.4M	1.2M	1.5M	1.7M	20.5M
39.24%	39.66%	37.90%	39.94%	39.90%	39.39%
2.2M	2.1M	1.0M	2.9M	2.5M	29.7M
1.3M	1.3M	0.6M	1.7M	1.4M	17.6M
0.9M	0.9M	0.4M	1.2M	1.0M	12.1M
41.87%	40.33%	40.57%	40.65%	41.43%	40.82%
2.3M	2.6M	2.8M	2.8M	2.5M	37.5M
1.3M	1.5M	1.6M	1.6M	1.4M	21.2M
	1.1M		1.2M		16.2M
42.82%	44.08%	43.63%	43.23%	42.30%	43.31%
1.1M	1.5M	1.3M			19.3M
0.8M	1.1M		1.0M		13.5M
0.3M	0.4M	0.4M	0.4M	0.4M	5.8M
29.29%	29.23%	31.03%	29.38%	30.37%	29.91%
15.5M	16.1M	19.2M	17.9M	17.1M	241.9M
10.3M	10.7M	12.8M	12.0M	11.5M	161.2M



	5.3M	6.5M	6.0M	5.6M	80.7M
5.1M	33.30%		33.34%		33.36%
33.17/0	33.3076	33.0770	33.3470	32.0070	33.3076
1.9M	1.8M	2.2M	2.0M	1.9M	27.1M
1.2M	1.1M	1.3M	1.2M	1.2M	16.3M
0.7M	0.7M	0.9M	0.8M	0.7M	10.8M
37.65%	40.28%		39.86%	37.39%	39.77%
1.1M	1.3M	1.5M	1.3M	1.3M	19.1M
0.8M	0.9M	1.0M	0.9M	0.9M	12.9M
0.4M	0.4M	0.5M	0.4M	0.4M	6.2M
31.60%	32.67%	33.13%	33.79%	31.08%	32.62%
0.6M	0.7M	0.7M	0.7M	0.7M	9.8M
0.4M	0.4M	0.4M	0.4M	0.4M	5.4M
0.3M	0.3M	0.3M	0.3M	0.3M	4.4M
44.76%	44.60%	45.57%	44.33%	43.95%	44.68%
0.014	0.014	0 (14	1 01 4	1 014	11 / 11
0.8M 0.4M	0.8M 0.4M	0.6M 0.3M	1.0M 0.6M	1.0M 0.6M	11.6M
0.4M	0.4W	0.3M	0.6W	0.6W	6.5M 5.0M
43.24%	43.19%	44.39%		44.62%	43.59%
45.24/0	43.17/0	44.5776	42.2370	44.02 /6	45.5776
0.8M	0.9M	1.1M	0.9M	0.9M	13.4M
0.5M	0.5M	0.6M	0.5M	0.5M	7.4M
	0.5101	0.0101	0.5101	0.5101	/ . '1 IVI
0.4M	0.4M	0.5M	0.5M 0.4M	0.4M	6.0M
			0.4M	0.4M	
0.4M	0.4M	0.5M	0.4M	0.4M	6.0M
0.4M	0.4M	0.5M	0.4M	0.4M	6.0M 44.98% 16.2M
0.4M 44.06%	0.4M 46.73% 0.9M 0.6M	0.5M 45.62% 1.2M 0.8M	0.4M 45.40%	0.4M 42.70% 1.2M 0.8M	6.0M 44.98% 16.2M 11.2M
0.4M 44.06% 1.1M 0.8M 0.4M	0.4M 46.73% 0.9M 0.6M 0.3M	0.5M 45.62% 1.2M 0.8M 0.3M	0.4M 45.40% 1.3M 0.9M 0.4M	0.4M 42.70% 1.2M 0.8M 0.4M	6.0M 44.98% 16.2M 11.2M 5.0M
0.4M 44.06% 1.1M 0.8M 0.4M	0.4M 46.73% 0.9M 0.6M 0.3M	0.5M 45.62% 1.2M 0.8M	0.4M 45.40% 1.3M 0.9M 0.4M	0.4M 42.70% 1.2M 0.8M 0.4M	6.0M 44.98% 16.2M 11.2M
0.4M 44.06% 1.1M 0.8M 0.4M 31.39%	0.4M 46.73% 0.9M 0.6M 0.3M 32.21%	0.5M 45.62% 1.2M 0.8M 0.3M 28.24%	0.4M 45.40% 1.3M 0.9M 0.4M 30.70%	0.4M 42.70% 1.2M 0.8M 0.4M 31.88%	6.0M 44.98% 16.2M 11.2M 5.0M 30.75%
0.4M 44.06% 1.1M 0.8M 0.4M 31.39%	0.4M 46.73% 0.9M 0.6M 0.3M 32.21%	0.5M 45.62% 1.2M 0.8M 0.3M 28.24%	0.4M 45.40% 1.3M 0.9M 0.4M 30.70%	0.4M 42.70% 1.2M 0.8M 0.4M 31.88%	6.0M 44.98% 16.2M 11.2M 5.0M 30.75%
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M 38.72%	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M 40.01%	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M 41.26%	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M 38.15%	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M 38.62%	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M 39.19%
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M 38.72%	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M 40.01%	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M 41.26%	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M 38.15%	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M 38.62%	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M 39.19%
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M 38.72%	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M 40.01% 3.8M 2.3M	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M 41.26% 3.5M 2.0M	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M 38.15% 2.8M 1.7M	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M 38.62% 4.2M 2.6M	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M 39.19% 50.9M 30.2M
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M 38.72% 3.5M 2.1M 1.4M	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M 40.01%	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M 41.26% 3.5M 2.0M 1.5M	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M 38.15% 2.8M 1.7M	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M 38.62% 4.2M 2.6M 1.7M	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M 39.19%
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M 38.72% 3.5M 2.1M 1.4M	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M 40.01% 3.8M 2.3M 1.5M	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M 41.26% 3.5M 2.0M 1.5M	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M 38.15% 2.8M 1.7M 1.1M	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M 38.62% 4.2M 2.6M 1.7M	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M 39.19% 50.9M 30.2M 20.8M
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M 38.72% 3.5M 2.1M 1.4M	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M 40.01% 3.8M 2.3M 1.5M	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M 41.26% 3.5M 2.0M 1.5M	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M 38.15% 2.8M 1.7M 1.1M	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M 38.62% 4.2M 2.6M 1.7M 39.54%	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M 39.19% 50.9M 30.2M 20.8M
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M 38.72% 3.5M 2.1M 1.4M 38.76%	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M 40.01% 3.8M 2.3M 1.5M 39.89%	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M 41.26% 3.5M 2.0M 1.5M 42.94%	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M 38.15% 2.8M 1.7M 1.1M 40.41%	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M 38.62% 4.2M 2.6M 1.7M 39.54%	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M 39.19% 50.9M 30.2M 20.8M 40.77%
0.4M 44.06% 1.1M 0.8M 0.4M 31.39% 0.7M 0.5M 0.3M 38.72% 3.5M 2.1M 1.4M 38.76% 0.5M 0.3M	0.4M 46.73% 0.9M 0.6M 0.3M 32.21% 0.9M 0.5M 0.4M 40.01% 3.8M 2.3M 1.5M 39.89% 0.6M	0.5M 45.62% 1.2M 0.8M 0.3M 28.24% 0.7M 0.4M 0.3M 41.26% 3.5M 2.0M 1.5M 42.94% 0.6M 0.4M 0.3M	0.4M 45.40% 1.3M 0.9M 0.4M 30.70% 0.9M 0.5M 0.3M 38.15% 2.8M 1.7M 1.1M 40.41%	0.4M 42.70% 1.2M 0.8M 0.4M 31.88% 0.9M 0.5M 0.3M 38.62% 4.2M 2.6M 1.7M 39.54%	6.0M 44.98% 16.2M 11.2M 5.0M 30.75% 11.0M 6.7M 4.3M 39.19% 50.9M 30.2M 20.8M 40.77%



1.0M	1.1M	1.0M	1.3M	1.1M	16.2M
0.6M	0.6M	0.6M	0.8M	0.7M	9.6M
0.4M	0.5M	0.4M	0.5M	0.5M	6.6M
41.39%	41.17%	40.92%	41.02%	40.33%	40.66%
5.7M	4.7M	4.0M	6.9M	7.0M	79.1M
3.6M	2.9M	2.5M	4.5M	4.5M	50.2M
2.1M	1.8M	1.5M	2.4M	2.5M	28.8M
37.70%	38.33%	37.75%	35.44%	35.66%	36.47%
0.9M	1.1M	1.1M	0.9M	1.0M	14.4M
0.6M	0.8M	0.7M	0.6M	0.7M	9.5M
0.3M	0.4M	0.4M	0.3M	0.3M	4.8M
33.46%	33.88%	33.20%	33.74%	33.69%	33.69%
0.2M	0.1M	0.1M	0.2M	0.2M	2.0M
0.1M	0.1M	0.1M	0.1M	0.1M	1.2M
0.1M	0.0M	0.1M	0.1M	0.1M	M8.0
41.27%	40.30%	40.09%	40.21%	41.56%	40.59%
2.014	0.014	0.014	0.414	0.714	44.004
3.2M	2.8M	2.9M	3.1M	3.7M	44.2M
1.8M	1.6M	1.7M	1.8M	2.1M	25.3M
1.4M	1.2M	1.3M	1.3M	1.6M	18.9M
44.2/%	43.65%	43.28%	41.79%	42.86%	42.72%
7.7M	10.7M	9.7M	10.2M	8.8M	131.2M
4.8M	6.8M	9.7M 6.1M	6.4M	5.4M	82.5M
2.9M	3.9M	3.6M	3.8M	3.4M	62.5IVI 48.7M
37.44%	36.40%	36.87%		37.92%	37.10%
37.44%	30.40%	30.07%	37.03%	31.72%	37.10%