



## FILTERS

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

## P & L By Fiscal Years

ALL Values in USD

Note: 21 VS 20 is not part of pivot table

|                |        | Fiscal years |         |                     |  |
|----------------|--------|--------------|---------|---------------------|--|
| Row Labels     | 2019   | 2020         | 2021    | 21 VS 20            |  |
| Australia      |        |              |         |                     |  |
| Net Sales      | 3.88M  | 10.70M       | 20.99M  | <div></div> 96.2%   |  |
| COGS           | 2.23M  | 5.79M        | 14.08M  | <div></div> 143.2%  |  |
| Gross Margin   | 1.65M  | 4.91M        | 6.91M   | <div></div> 40.8%   |  |
| Gross Margin % | 42.6%  | 45.9%        | 32.9%   | -28.2%              |  |
| Austria        |        |              |         |                     |  |
| Net Sales      |        | 0.12M        | 2.84M   | <div></div> 2301.3% |  |
| COGS           |        | 0.09M        | 1.98M   | <div></div> 2172.4% |  |
| Gross Margin   |        | 0.03M        | 0.86M   | <div></div> 2665.4% |  |
| Gross Margin % |        | 26.1%        | 30.1%   | 15.2%               |  |
| Bangladesh     |        |              |         |                     |  |
| Net Sales      | 0.48M  | 2.26M        | 6.95M   | <div></div> 207.7%  |  |
| COGS           | 0.34M  | 1.36M        | 4.55M   | <div></div> 233.5%  |  |
| Gross Margin   | 0.14M  | 0.89M        | 2.40M   | <div></div> 168.4%  |  |
| Gross Margin % | 28.7%  | 39.6%        | 34.5%   | -12.8%              |  |
| Canada         |        |              |         |                     |  |
| Net Sales      | 4.76M  | 12.17M       | 35.06M  | <div></div> 188.1%  |  |
| COGS           | 2.78M  | 7.07M        | 21.66M  | <div></div> 206.4%  |  |
| Gross Margin   | 1.99M  | 5.10M        | 13.39M  | <div></div> 162.6%  |  |
| Gross Margin % | 41.7%  | 41.9%        | 38.2%   | -8.8%               |  |
| China          |        |              |         |                     |  |
| Net Sales      | 1.43M  | 5.42M        | 22.89M  | <div></div> 322.0%  |  |
| COGS           | 0.78M  | 3.33M        | 13.49M  | <div></div> 305.5%  |  |
| Gross Margin   | 0.64M  | 2.10M        | 9.40M   | <div></div> 348.1%  |  |
| Gross Margin % | 44.9%  | 38.7%        | 41.1%   | 6.2%                |  |
| France         |        |              |         |                     |  |
| Net Sales      | 4.04M  | 7.47M        | 25.94M  | <div></div> 247.2%  |  |
| COGS           | 2.26M  | 4.25M        | 14.73M  | <div></div> 246.4%  |  |
| Gross Margin   | 1.78M  | 3.22M        | 11.22M  | <div></div> 248.3%  |  |
| Gross Margin % | 44.1%  | 43.1%        | 43.2%   | 0.3%                |  |
| Germany        |        |              |         |                     |  |
| Net Sales      | 2.56M  | 4.69M        | 12.01M  | <div></div> 156.2%  |  |
| COGS           | 1.62M  | 3.02M        | 8.86M   | <div></div> 193.8%  |  |
| Gross Margin   | 0.95M  | 1.67M        | 3.14M   | <div></div> 88.3%   |  |
| Gross Margin % | 37.0%  | 35.6%        | 26.2%   | -26.5%              |  |
| India          |        |              |         |                     |  |
| Net Sales      | 30.82M | 49.77M       | 161.26M | <div></div> 224.0%  |  |
| COGS           | 17.77M | 33.74M       | 109.65M | <div></div> 225.0%  |  |

# ATLIQ Hardwares



|                    |        |        |        |        |
|--------------------|--------|--------|--------|--------|
| Gross Margin       | 13.05M | 16.03M | 51.61M | 222.0% |
| Gross Margin %     | 42.4%  | 32.2%  | 32.0%  | -0.6%  |
| <b>Indonesia</b>   |        |        |        |        |
| Net Sales          | 2.52M  | 6.21M  | 18.41M | 196.7% |
| COGS               | 1.46M  | 3.54M  | 11.34M | 220.1% |
| Gross Margin       | 1.06M  | 2.66M  | 7.07M  | 165.6% |
| Gross Margin %     | 42.0%  | 42.9%  | 38.4%  | -10.5% |
| <b>Italy</b>       |        |        |        |        |
| Net Sales          | 2.90M  | 4.46M  | 11.72M | 162.5% |
| COGS               | 1.58M  | 3.09M  | 8.19M  | 164.6% |
| Gross Margin       | 1.33M  | 1.37M  | 3.53M  | 157.8% |
| Gross Margin %     | 45.6%  | 30.7%  | 30.1%  | -1.8%  |
| <b>Japan</b>       |        |        |        |        |
| Net Sales          |        | 1.88M  | 7.92M  | 321.1% |
| COGS               |        | 1.19M  | 4.24M  | 257.3% |
| Gross Margin       |        | 0.70M  | 3.69M  | 430.0% |
| Gross Margin %     |        | 37.0%  | 46.5%  | 25.9%  |
| <b>Netherlands</b> |        |        |        |        |
| Net Sales          | 0.23M  | 3.36M  | 7.98M  | 137.9% |
| COGS               | 0.14M  | 1.75M  | 4.63M  | 164.2% |
| Gross Margin       | 0.08M  | 1.60M  | 3.36M  | 109.2% |
| Gross Margin %     | 36.4%  | 47.8%  | 42.0%  | -12.1% |
| <b>Newzealand</b>  |        |        |        |        |
| Net Sales          |        | 1.99M  | 11.40M | 474.3% |
| COGS               |        | 1.46M  | 5.90M  | 303.8% |
| Gross Margin       |        | 0.52M  | 5.50M  | 950.7% |
| Gross Margin %     |        | 26.4%  | 48.2%  | 83.0%  |
| <b>Norway</b>      |        |        |        |        |
| Net Sales          |        | 2.48M  | 13.68M | 451.8% |
| COGS               |        | 1.54M  | 9.65M  | 525.0% |
| Gross Margin       |        | 0.94M  | 4.03M  | 331.0% |
| Gross Margin %     |        | 37.7%  | 29.5%  | -21.9% |
| <b>Pakistan</b>    |        |        |        |        |
| Net Sales          | 0.62M  | 4.69M  | 5.66M  | 20.5%  |
| COGS               | 0.38M  | 2.69M  | 3.61M  | 34.3%  |
| Gross Margin       | 0.25M  | 2.01M  | 2.05M  | 2.0%   |
| Gross Margin %     | 39.7%  | 42.8%  | 36.2%  | -15.4% |
| <b>Philiphines</b> |        |        |        |        |
| Net Sales          | 5.69M  | 13.37M | 31.86M | 138.4% |
| COGS               | 3.42M  | 7.33M  | 19.40M | 164.6% |
| Gross Margin       | 2.27M  | 6.03M  | 12.45M | 106.5% |
| Gross Margin %     | 39.9%  | 45.1%  | 39.1%  | -13.4% |
| <b>Poland</b>      |        |        |        |        |
| Net Sales          | 0.41M  | 2.79M  | 5.19M  | 85.8%  |
| COGS               | 0.26M  | 1.67M  | 2.98M  | 78.5%  |
| Gross Margin       | 0.15M  | 1.12M  | 2.21M  | 96.7%  |
| Gross Margin %     | 37.4%  | 40.2%  | 42.6%  | 5.9%   |

# ATLIQ Hardwares



## Portugal

|                |       |       |        |        |
|----------------|-------|-------|--------|--------|
| Net Sales      | 0.75M | 3.59M | 11.83M | 229.8% |
| COGS           | 0.45M | 2.29M | 6.85M  | 198.9% |
| Gross Margin   | 0.29M | 1.30M | 4.98M  | 284.5% |
| Gross Margin % | 39.3% | 36.1% | 42.1%  | 16.6%  |

## South Korea

|                |        |        |        |        |
|----------------|--------|--------|--------|--------|
| Net Sales      | 12.80M | 17.28M | 48.97M | 183.3% |
| COGS           | 6.72M  | 12.13M | 31.38M | 158.7% |
| Gross Margin   | 6.09M  | 5.15M  | 17.59M | 241.3% |
| Gross Margin % | 47.5%  | 29.8%  | 35.9%  | 20.5%  |

## Spain

|                |       |        |        |
|----------------|-------|--------|--------|
| Net Sales      | 1.77M | 12.62M | 611.4% |
| COGS           | 1.11M | 8.44M  | 663.2% |
| Gross Margin   | 0.67M | 4.18M  | 525.7% |
| Gross Margin % | 37.7% | 33.1%  | -12.1% |

## Sweden

|                |       |       |       |        |
|----------------|-------|-------|-------|--------|
| Net Sales      | 0.05M | 0.23M | 1.77M | 681.9% |
| COGS           | 0.03M | 0.13M | 1.06M | 735.6% |
| Gross Margin   | 0.02M | 0.10M | 0.71M | 613.8% |
| Gross Margin % | 38.3% | 44.1% | 40.2% | -8.7%  |

## United Kingdom

|                |       |       |        |        |
|----------------|-------|-------|--------|--------|
| Net Sales      | 2.00M | 8.08M | 34.15M | 322.7% |
| COGS           | 1.27M | 5.32M | 18.74M | 252.1% |
| Gross Margin   | 0.72M | 2.76M | 15.41M | 459.0% |
| Gross Margin % | 36.2% | 34.1% | 45.1%  | 32.2%  |

## USA

|                |        |        |        |        |
|----------------|--------|--------|--------|--------|
| Net Sales      | 11.53M | 31.92M | 87.78M | 175.0% |
| COGS           | 7.75M  | 19.48M | 55.31M | 183.9% |
| Gross Margin   | 3.78M  | 12.44M | 32.47M | 161.0% |
| Gross Margin % | 32.8%  | 39.0%  | 37.0%  | -5.1%  |

|                             |               |                |                |        |
|-----------------------------|---------------|----------------|----------------|--------|
| <b>Total Net Sales</b>      | <b>87.48M</b> | <b>196.69M</b> | <b>598.88M</b> | 204.5% |
| <b>Total COGS</b>           | <b>51.24M</b> | <b>123.37M</b> | <b>380.71M</b> | 208.6% |
| <b>Total Gross Margin</b>   | <b>36.24M</b> | <b>73.32M</b>  | <b>218.16M</b> | 197.6% |
| <b>Total Gross Margin %</b> | <b>41.4%</b>  | <b>37.3%</b>   | <b>36.4%</b>   | -2.3%  |