

#### **Filters**

region

P & L

By Fiscal Years

division All All values in USD customer All Note:21 vs 20 is not part of pivot table

Fiscal Years

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	Fiscal Years							
Customer	2019	2020	2021	21 vs 20				
Australia								
Net Sales	3.9M	10.7M	21.0M	96.2%				
COGS	2.2M	5.8M	14.1M	143.2%				
Gross Margir	1.7M	4.9M	6.9M	40.8%				
GM %	42.6%	45.9%	32.9%	-28.2%				
Austria								
Net Sales		0.1M	2.8M	2301.3%				
COGS		0.1M	2.0M	2172.4%				
Gross Margir	า	0.0M	0.9M	2665.4%				
GM %		26.1%	30.1%	15.2%				
Bangladesh				•				
Net Sales	0.5M	2.3M	7.0M	207.7%				
COGS	0.3M	1.4M	4.5M	233.5%				
Gross Margir	0.1M	0.9M	2.4M	168.4%				
GM %	28.7%	39.6%	34.5%	-12.8%				
Canada								
Net Sales	4.8M	12.2M	35.1M	188.1%				
COGS	2.8M	7.1M	21.7M	206.4%				
Gross Margir	2.0M	5.1M	13.4M	162.6%				
GM %	41.7%	41.9%	38.2%	-8.8%				
China								
Net Sales	1.4M	5.4M	22.9M	322.0%				
COGS	0.8M	3.3M	13.5M	305.5%				
Gross Margir	0.6M	2.1M	9.4M	348.1%				
GM %	44.9%	38.7%	41.1%	6.2%				
France				•				
Net Sales	4.0M	7.5M	25.9M	247.2%				
COGS	2.3M	4.3M	14.7M	246.4%				
Gross Margir	1.8M	3.2M	11.2M	248.3%				
GM %	44.1%	43.1%	43.2%	0.3%				
Germany								
Net Sales	2.6M	4.7M	12.0M	156.2%				
COGS	1.6M	3.0M	8.9M	193.8%				
Gross Margir	0.9M	1.7M	3.1M	88.3%				
GM %	37.0%	35.6%	26.2%	-26.5%				
India								



Net Sales	30.8M	49.8M	161.3M	224.0%
COGS	17.8M	33.7M	109.7M	225.0%
Gross Margir	13.1M	16.0M	51.6M	222.0%
GM %	42.4%	32.2%	32.0%	-0.6%
Indonesia	72.770	32.270	32.070	0.070
	2.514	C 2N4	10 414	100 70/
Net Sales	2.5M	6.2M	18.4M	
COGS	1.5M	3.5M	11.3M	220.1%
Gross Margir	1.1M	2.7M	7.1M	165.6%
GM %	42.0%	42.9%	38.4%	-10.5%
Italy				
Net Sales	2.9M	4.5M	11.7M	162.5%
COGS	1.6M	3.1M	8.2M	164.6%
Gross Margir	1.3M	1.4M	3.5M	157.8%
GM %	45.6%	30.7%	30.1%	-1.8%
Japan			:	
Net Sales		1.9M	7.9M	321.1%
COGS		1.2M	4.2M	257.3%
Gross Margir		0.7M	3.7M	430.0%
GM %	•	37.0%	46.5%	25.9%
Netherlands		37.070	40.570	23.370
	0.284	2 484	0.014	127.00/
Net Sales	0.2M	3.4M	8.0M	
COGS	0.1M	1.8M	4.6M	
Gross Margir	0.1M	1.6M	3.4M	109.2%
GM %	36.4%	47.8%	42.0%	-12.1%
GM % Newzealand	36.4%	47.8%	42.0%	-12.1%
	36.4%	47.8% 2.0M	42.0% 11.4M	-12.1% 474.3%
Newzealand	36.4%			_
Newzealand Net Sales		2.0M	11.4M	474.3%
Newzealand Net Sales COGS		2.0M 1.5M	11.4M 5.9M	474.3% 303.8% 950.7%
Newzealand Net Sales COGS Gross Margir		2.0M 1.5M 0.5M	11.4M 5.9M 5.5M	474.3% 303.8% 950.7%
Newzealand Net Sales COGS Gross Margir GM % Norway		2.0M 1.5M 0.5M 26.4%	11.4M 5.9M 5.5M 48.2%	474.3% 303.8% 950.7% 83.0%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales		2.0M 1.5M 0.5M 26.4%	11.4M 5.9M 5.5M 48.2%	474.3% 303.8% 950.7% 83.0% 451.8%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS	1	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M	474.3% 303.8% 950.7% 83.0% 451.8% 525.0%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir	1	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0%
Newzealand Net Sales COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM %	1	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M	474.3% 303.8% 950.7% 83.0% 451.8% 525.0%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir GM % Pakistan	1	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7%	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9%
Newzealand Net Sales COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales	n n 0.6M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7%	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9%
Newzealand Net Sales COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS	0.6M 0.4M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3%
Newzealand Net Sales COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin	0.6M 0.4M 0.2M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir GM %	0.6M 0.4M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir And	0.6M 0.4M 0.2M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir GM %	0.6M 0.4M 0.2M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir And	0.6M 0.4M 0.2M 39.7%	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8%	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir GM % Philiphines Net Sales	0.6M 0.4M 0.2M 39.7%	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8%	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6%
Newzealand Net Sales COGS Gross Margin GM % Norway Net Sales COGS Gross Margin GM % Pakistan Net Sales COGS Gross Margin GM % Philiphines Net Sales COGS	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8%	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir GM % Philiphines Net Sales COGS Gross Margir GM % Philiphines Net Sales COGS Gross Margir	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M 2.3M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 19.4M	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5%
Newzealand Net Sales 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 %	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M 2.3M	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 19.4M	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5% -13.4%
Newzealand Net Sales COGS Gross Margir GM % Norway Net Sales COGS Gross Margir GM % Pakistan Net Sales COGS Gross Margir GM % Philiphines Net Sales COGS Gross Margir GM % Philiphines Net Sales COGS Gross Margir GM % Philiphines	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M 2.3M 39.9%	2.0M 1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M 45.1%	11.4M 5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 19.4M 12.5M 39.1%	474.3% 303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5% -13.4% 85.8%



Gross Margir	0.2M	1.1M	2.2M	96.7%
GM %	37.4%	40.2%	42.6%	5.9%
Portugal				
Net Sales	0.7M	3.6M	11.8M	229.8%
COGS	0.5M	2.3M	6.8M	198.9%
Gross Margir	0.3M	1.3M	5.0M	284.5%
GM %	39.3%	36.1%	42.1%	16.6%
South Korea				
Net Sales	12.8M	17.3M	49.0M	183.3%
COGS	6.7M	12.1M	31.4M	158.7%
Gross Margir	6.1M	5.2M	17.6M	241.3%
GM %	47.5%	29.8%	35.9%	20.5%
Spain				
Net Sales		1.8M	12.6M	611.4%
COGS		1.1M	8.4M	663.2%
Gross Margir	1	0.7M	4.2M	525.7%
GM %		37.7%	33.1%	-12.1%
Sweden				
Net Sales	0.1M	0.2M	1.8M	681.9%
COGS	0.0M	0.1M	1.1M	735.6%
Gross Margir	0.0M	0.1M	0.7M	613.8%
GM %	38.3%	44.1%	40.2%	-8.7%
United Kingdon	า			•
Net Sales	2.0M	8.1M	34.2M	322.7%
COGS	1.3M	5.3M	18.7M	252.1%
Gross Margir	0.7M	2.8M	15.4M	459.0%
GM %	36.2%	34.1%	45.1%	32.2%
USA				•
Net Sales	11.5M	31.9M	87.8M	175.0%
COGS	7.7M	19.5M	55.3M	183.9%
Gross Margir	3.8M	12.4M	32.5M	161.0%
GM %	32.8%	39.0%	37.0%	-5.1%
<b>Total Net Sales</b>	87.5M	196.7M	598.9M	204.5%
<b>Total COGS</b>	51.2M	123.4M	380.7M	208.6%
Total Gross Ma	36.2M	73.3M	218.2M	197.6%
Total GM %	41.4%	37.3%	36.4%	-2.3%



