

## **Filters**

region All Customer division All Net Sales Performance

market India

Customers	2019	2020	2021	21 vs 20
Amazon	4.6M	9.8M	23.0M	235%
AtliQ e Store	1.6M	3.5M	8.7M	249%
AtliQ Exclusive	3.4M	4.7M	18.4M	393%
Croma	1.7M	2.5M	7.5M	305%
Ebay	1.7M	3.6M	8.5M	236%
Electricalslytical	1.6M	2.0M	8.4M	431%
Electricalsocity	1.8M	2.3M	9.4M	415%
Expression	1.5M	2.2M	8.8M	391%
Ezone	1.5M	2.0M	7.9M	392%
Flipkart	1.9M	4.3M	9.9M	232%
Girias	1.5M	2.1M	8.7M	419%
Lotus	1.5M	2.1M	8.1M	383%
Propel	1.6M	2.2M	9.1M	414%
Reliance Digital	1.6M	2.2M	8.5M	387%
Vijay Sales	1.7M	2.1M	8.5M	398%
Viveks	1.6M	2.2M	7.8M	348%
<b>Grand Total</b>	30.8M	49.8M	161.3M	324%



Filters Market

region All Performance vs Target

division All All Values are in USD

Market	2019	2020	2021	2021 - Target	%
Australia	3.9M	10.7M	21.0M	-2.2M	-10.5%
Austria		0.1M	2.8M	-0.3M	-1 <mark>1.7%</mark>
Bangladesh	0.5M	2.3M	7.0M	-0.7M	-10.3%
Canada	4.8M	12.2M	35.1M	-5.1M	- <mark>14.5%</mark>
China	1.4M	5.4M	22.9M	-2.1M	-9 <mark>.0%</mark>
France	4.0M	7.5M	25.9M	-2.2M	-8.4%
Germany	2.6M	4.7M	12.0M	-1.5M	-1 <mark>2.7%</mark>
India	30.8M	49.8M	161.3M	-9.6M	-5.9 <mark>%</mark>
Indonesia	2.5M	6.2M	18.4M	-2.4M	-1 <mark>2.9%</mark>
Italy	2.9M	4.5M	11.7M	-1.0M	-9 <mark>.0%</mark>
Japan		1.9M	7.9M	-0.3M	-4.1 <mark>%</mark>
Netherlands	0.2M	3.4M	8.0M	-0.7M	-8.2%
Newzealand		2.0M	11.4M	-1.4M	-1 <mark>2.3%</mark>
Norway		2.5M	13.7M	-1.4M	-1 <mark>0.5%</mark>
Pakistan	0.6M	4.7M	5.7M	-0.5M	-9 <mark>.3%</mark>
Philiphines	5.7M	13.4M	31.9M	-2.5M	-7. <mark>8%</mark>
Poland	0.4M	2.8M	5.2M	-0.9M	-18.1%
Portugal	0.7M	3.6M	11.8M	-0.5M	-4.3 <mark>%</mark>
South Korea	12.8M	17.3M	49.0M	-4.4M	-8 <mark>.9%</mark>
Spain		1.8M	12.6M	-1.8M	- <mark>14.1%</mark>
Sweden	0.1M	0.2M	1.8M	-0.2M	-1 <mark>1.1%</mark>
United Kingo	2.0M	8.1M	34.2M	-3.0M	-8.7%
USA	11.5M	31.9M	87.8M	-10.2M	-1 <mark>1.7%</mark>
<b>Grand Total</b>	87.5M	196.7M	598.9M	-54.9M	-9.2%

#### **Filters**

region	All
division	All
customer	All

### **Product Performance**

Row Labels	2020	NetSales 21 21 vs 20
AQ Electron 4 3600 Desktop Processor	3.0M	19.4M 641.3%
AQ GT 21	0.8M	4.4M 561.1%
AQ Home Allin1	0.7M	5.2M 769.0%
AQ LION x1	0.0M	0.8M 1719.5%
AQ LION x2	0.1M	0.9M 1768.9%
AQ LION x3	0.1M	1.2M 1792.3%
AQ Mx NB	0.0M	1.4M 5723.5%
AQ Pen Drive DRC	0.6M	3.8M 587.7%
AQ Smash 2	0.4M	11.2M 2589.5%
AQ Zion Saga	0.7M	3.6M 528.5%
Grand Total	6.4M	52.0M 808.0%



#### **Filters**

customer All division All region All

P & L values by fiscal year All Values are in USD note: 21 vs 20 is not part of pivot table

Fiscal year

Australia  Net Sales Cogs Cogs Cogs Gross margin Gross Margin %  Austria  Net Sales  Net Sales Cogs Cogs Gross margin Gross Margin %  Austria  Net Sales Cogs Cogs Cogs Cogs Cogs Cogs Cogs Cog	Metrics	2019	2020	2021	21 vs 20
Cogs Gross margin Gross Margin % 42.6% 45.9% 32.9% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.8% 40.8% 67.	Australia				
Gross margin Gross Margin % 42.6% 45.9% 32.9% -28.2% AUStria Net Sales Cogs 0.1M 2.0M 2.0M 2.172.4% Gross margin Gross Margin % 26.1% 30.1% 15.2% Bangladesh Net Sales 0.5M 2.3M 7.0M 2.07.7% Cogs 0.3M 1.4M 4.5M 2.33.5% Gross margin Gross Margin % 28.7% 39.6% 34.5% -12.8% Gross margin Gross Margin % 28.7% 39.6% 34.5% -12.8% Gross margin Gross Margin % 1.1M 0.9M 2.4M 168.4% Gross Margin % 28.7% 39.6% 34.5% -12.8% Gross margin Gross Margin % 41.7% 41.9% 38.2% -8.8% China Net Sales 0.8M 3.3M 13.5M 162.6% Gross margin Gross Margin % 44.9% 38.7% 41.1% 6.2% France Net Sales 4.0M 7.5M 22.9M 348.1% Gross margin Gross Margin % 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 margin Gross Margin % 44.1% 43.1% 43.2% 0.3% Gross margin Gross Margin % 44.1% 43.1% 43.2% 0.3% Gross margin Gross Margin % 44.1% 43.1% 43.2% 0.3% Gross margin Gross Margin % 44.1% 43.1% 12.0M 1.56.2% Gross margin Gross Margin % 44.1% 43.1% 43.2% 0.3% Gross margin Gross Margin % 44.1% 43.1% 12.0M 1.56.2% Gross margin Gross Margin % 44.1% 43.1% 43.2% 0.3% Gross margin Gross Margin % 44.1% 43.1% 43.2% 0.3% Gross margin Gross Margin % 44.1% 43.1% 12.0M 1.56.2% Cogs 1.6M 3.0M 8.9M 1.93.8% Gross margin Gross Margin % 37.0% 35.6% 26.2% -26.5% 1.0M 3.0M 8.9M 1.0M 3.8% Gross Margin % 42.4% 33.2% 32.0% 1.00% 1.00% 1.1.1	Net Sales	3.9M	10.7M	21.0M	96.2%
Gross Margin (Austria Net Sales (Austria Net Sales (Austria Net Sales (Austria Cross Margin (Austria Cross Cross (Austria Cross Cross (Austria Cross Margin (Austria Cross Margi	Cogs	2.2M	5.8M	14.1M	143.2%
Gross Margin % 42.6% 45.9% 32.9% -28.2% Austria  Net Sales	-				l <u>t</u>
Net Sales	_	42.6%			i
Net Sales					
Cogs Gross margin Gross Margin W 26.1% 30.1% 15.2% 2665.4% Gross Margin W 26.1% 30.1% 15.2% Bangladesh Net Sales O.5M 2.3M 7.0M 207.7% Cogs 0.3M 1.4M 4.5M 233.5% Gross margin Gross Margin W 28.7% 39.6% 34.5% -12.8% Canada Net Sales 4.8M 12.2M 35.1M 168.4% Gross margin Gross Margin W 41.7% 41.9% 35.1M 162.6% Gross Margin W 41.7% 41.9% 38.2% -8.8% China Net Sales 1.4M 5.4M 22.9M 32.2.0% Cogs 0.8M 3.3M 13.5M 30.5.5% Gross margin Gross Margin W 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 margin Gross Margin W 44.1% 43.1% 43.2% 0.3% Germany Net Sales 2.6M 4.7M 12.0M 246.4% Gross margin Gross Margin W 44.1% 43.1% 43.2% 0.3% Germany Net Sales 2.6M 4.7M 12.0M 246.3% Gross margin Gross Margin W 37.0% 35.6% 26.2% 16.5% India Net Sales 30.8M 49.8M 161.3M 88.3% India Net Sales 2.6M 4.7M 12.0M 193.8% Gross margin Gross Margin W 37.0% 35.6% 26.2% 122.0% Cogs 1.6M 3.0M 8.9M 193.8% Gross margin Gross Margin W 37.0% 35.6% 26.2% 122.0% Cogs 1.5M 33.7M 109.7M 109.7M 109.7M 11.3M 100.7M 11.3M 100.7M 100.7M 100.7M 11.3M 100.7M 11.3M 100.7M			0.1M	2 81/1	2201 2%
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Bangladesh	-				i .
Bangladesh  Net Sales Cogs 0.3M 1.4M 4.5M 233.5% Gross margin 0.1M 0.9M 2.4M 168.4% 12.8% 39.6% 34.5% 12.8%  Canada  Net Sales Cogs 2.8M 7.1M 21.7M 206.4% Gross Margin 6. S. Margin 6. S. Margin 7. S. Margin 7. S. Margin 8. S. Margin 9. S.	_				į.
Net Sales	_		20.170	30.170	15.270
Cogs Gross margin Gross Margin % 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 28.7% 39.6% 34.5% -12.8% 29.2% 28.8% 7.1M 21.7M 206.4% 20.6% 20.5% 38.2% -8.8% 29.2% 28.8% 29.2% 38.2% -8.8% 29.2% 29.2% 29.2% 38.2% -8.8% 29.2%	_				l <del>l.</del>
Gross margin Gross Margin % 28.7% 39.6% 34.5% -12.8% Canada  Net Sales					i
Gross Margin %         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 margin         2.0M         5.1M         13.4M         162.6%           Gross Margin %         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 margin         0.6M         2.1M         9.4M         348.1%           Gross Margin %         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 margin         1.8M         3.2M         11.2M         247.2%           Cogs         1.6M         3.0M         8.9M         156.2%           Cogs         1.6M         3.0M         8.9M         193.8%           Gro	-				L
Canada  Net Sales	_				i
Net Sales Cogs 2.8M 7.1M 21.7M 21.7M 206.4% Gross margin 2.0M 5.1M 13.4M 162.6% Gross Margin % 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 Gross Margin % 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 margin Gross Margin % 44.1% 43.1% -1.2M Gross Margin %  Germany  Net Sales 2.6M 4.7M 12.0M 3.2M 3.3M 3.3M 14.7M 246.4% Cogs 1.6M 3.0M 8.9M Gross Margin % 44.1% -248.3% Gross margin Gross Margin % 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 margin Gross Margin % 42.4% 32.2% 32.0% -0.6%  Indonesia  Net Sales 2.5M 6.2M 18.4M 196.7% Cogs 1.5M 3.5M 11.3M 220.1% Gross margin Gross Margin % 42.4% 32.2% 32.0% -0.6%  Indonesia  Net Sales 2.5M 6.2M 18.4M 196.7% Cogs 1.5M 3.5M 11.3M 220.1% Gross margin Gross Margin % 42.0% 42.9% 38.4% -10.5%  Italy  Net Sales 2.9M 4.5M 11.7M 7.1M 165.6% Gross margin Gross Margin % 42.0% 42.9% 38.4% -10.5%  Italy  Net Sales 2.9M 4.5M 11.7M 7.1M 165.6% Gross margin Gross Margin % 42.0% 42.9% 38.4% -10.5%  Italy  Net Sales 2.9M 4.5M 11.7M 7.1M 165.6% Gross margin Gross Margin % 42.0% 42.9% 38.4% -10.5%  Italy  Net Sales 2.9M 4.5M 11.7M 7.1M 165.6% Gross margin Gross Margin % 42.0% 42.9% 38.4% -10.5%  Italy  Net Sales 2.9M 4.5M 11.7M 7.1M 165.6% Gross margin Gross Margin % 42.0% 42.9% 38.4% -10.5%  Italy  Net Sales 2.9M 4.5M 11.7M 7.1M 165.6% Gross margin Gross Margin % 45.6% 30.7% 30.1% -1.8%  Japan Net Sales 1.9M 7.9M 3.7M 430.0%	Gross Margin %	28.7%	39.6%	34.5%	-12.8%
Cogs Gross margin Cogs Margin W 41.7% 41.9% 38.2% -8.8	Canada				
Gross margin Gross Margin %  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 Margin %  44.9%  38.7%  41.1%  6.2%  France  Net Sales  4.0M  7.5M  25.9M  Cogs  2.3M  4.3M  14.7M  246.4%  Gross margin  Gross Margin %  44.1%  43.1%  43.2%  Cogs  1.8M  3.2M  11.2M  Gross Margin %  44.1%  43.1%  43.2%  Cogs  1.6M  3.0M  8.9M  Gross Margin %  Gross Margin %  193.8%  193.	Net Sales	4.8M	12.2M	35.1M	188.1%
Gross Margin %         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 margin         0.6M         2.1M         9.4M         348.1%           Gross Margin %         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 margin         1.8M         3.2M         11.2M         248.3%           Gross Margin %         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 margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         37.0%         35.6%         26.2%         -26.5%           India         Net Sales         30.8M         49.8M <t< td=""><td>Cogs</td><td>2.8M</td><td>7.1M</td><td>21.7M</td><td>206.4%</td></t<>	Cogs	2.8M	7.1M	21.7M	206.4%
China  Net Sales  Cogs  O.8M	Gross margin	2.0M	5.1M	13.4M	162.6%
Net Sales         1.4M         5.4M         22.9M         322.0%           Cogs         0.8M         3.3M         13.5M         305.5%           Gross Margin %         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 margin         1.8M         3.2M         11.2M         248.3%           Germany         0.3%         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 margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 Margin %         42.4%         32.2%         32.0% <td>Gross Margin %</td> <td>41.7%</td> <td>41.9%</td> <td>38.2%</td> <td>-8.8%</td>	Gross Margin %	41.7%	41.9%	38.2%	-8.8%
Cogs         0.8M         3.3M         13.5M         305.5%           Gross margin         0.6M         2.1M         9.4M         348.1%           Gross Margin %         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 margin         1.8M         3.2M         11.2M         248.3%           Gross Margin %         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 margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 Margin %         42.4%         32.2%         32.0% <td< td=""><td>China</td><td></td><td></td><td></td><td></td></td<>	China				
Cogs         0.8M         3.3M         13.5M         305.5%           Gross margin         0.6M         2.1M         9.4M         348.1%           Gross Margin %         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 margin         1.8M         3.2M         11.2M         248.3%           Gross Margin %         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 margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 Margin %         42.4%         32.2%         32.0% <td< td=""><td>-</td><td>1 4M</td><td>5 4M</td><td>22 9M</td><td>322.0%</td></td<>	-	1 4M	5 4M	22 9M	322.0%
Gross margin Gross Margin % 44.9% 38.7% 41.1% 6.2%  France  Net Sales					<u>i</u>
Gross Margin %         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 margin         1.8M         3.2M         11.2M         248.3%           Gross Margin %         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 margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         196.7%           Cogs         1.5M         3.5M         11.3M         220.1%           Gross Margin %<	-				<u>!</u>
France  Net Sales Cogs 2.3M 4.3M 14.7M 246.4% Gross margin 1.8M 3.2M 11.2M 248.3% Gross Margin % 44.1% 43.1% 43.2%  Germany  Net Sales Cogs 1.6M 3.0M 8.9M 193.8% Gross Margin % 37.0% 35.6% 26.2%  India  Net Sales Cogs 1.8M 33.7M 109.7M 225.0% Gross margin 13.1M 16.0M 51.6M 60.0% Gross Margin % 42.4% 32.2% 32.0%  Indonesia  Net Sales 2.5M 6.2M 18.4M 196.7% Cogs 1.5M 3.5M 11.3M 105.7% Cogs 1.5M 3.5M 11.3M 105.6% Gross Margin % 42.0% 42.9% 38.4%  Italy  Net Sales Cogs 1.6M 3.1M 8.2M 165.6% Gross Margin % 42.0% 42.9% 38.4%  Italy  Net Sales 1.3M 1.4M 3.5M 105.7% Cogs 1.5M 3.5M 11.7M 165.6% Gross Margin % 42.0% 42.9% 38.4%  Italy  Net Sales 2.9M 4.5M 11.7M 165.6% Gross margin 1.3M 1.4M 3.5M 162.5% Cogs 1.5M 3.1M 8.2M 164.6% Gross margin 1.3M 1.4M 3.5M 157.8% Gross Margin % 45.6% 30.7% 30.1%  Japan  Net Sales 1.9M 7.9M 321.1% Cogs Gross margin 1.2M 7.9M 7.9M 157.8% Gross margin 1.2M 7.9M 7.9M 157.8% Gross margin 1.2M 7.9M 7.9M 225.3% Gross margin 1.2M 7.9M 7.9M 321.1% Cogs Gross margin 1.2M 7.9M 7.9M 327.1%	_				!
Net Sales         4.0M         7.5M         25.9M         247.2%           Cogs         2.3M         4.3M         14.7M         246.4%           Gross margin         1.8M         3.2M         11.2M         248.3%           Gross Margin %         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 margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         196.7%           Cogs         1.5M         3.5M         11.3M         165.6%           Gross margin         1.1M         2.7M         7.1M         165.6%           Gross Margin %         42.0%	_		5575	12.27	11
Cogs         2.3M         4.3M         14.7M         246.4%           Gross margin         1.8M         3.2M         11.2M         248.3%           Germany         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 margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         196.7%           Logs         1.5M         3.5M         11.3M         196.7%           Cogs         1.5M         3.5M         11.3M         220.1%           Gross margin         1.1M         2.7M         7.1M         165.6%           Gross Margin %         42.0% <td< td=""><td></td><td>4.014</td><td>7.514</td><td>25.014</td><td>247.20/</td></td<>		4.014	7.514	25.014	247.20/
Gross margin Gross Margin %  44.1%  43.1%  43.2%  Cermany  Net Sales  Cogs  1.6M  3.0M  8.9M  Gross margin 0.9M  1.7M  3.1M  88.3%  Gross Margin %  37.0%  35.6%  26.2%  10dia  Net Sales  Cogs  1.8M  30.8M  49.8M  161.3M  Cogs  17.8M  33.7M  109.7M  225.0%  Gross margin 13.1M  16.0M  51.6M  Gross Margin %  12.20.0%  Gross Margin %  42.4%  32.2%  32.0%  196.7%  Cogs  1.5M  3.5M  11.3M  196.7%  Cogs  1.5M  3.5M  11.3M  105.6%  Gross margin 1.1M  2.7M  7.1M  105.6%  Gross Margin %  42.0%  42.9%  18.4M  196.7%  105.6%  106.6%  107.5%  Italy  Net Sales  2.9M  4.5M  3.1M  3.2M  11.2M  12.0M  12.0M  161.3M  12.24.0%  12.20.0%  10.6%  10.6%  10.6%  10.6%  10.6%  10.5%  10.5%  11.7M  10.5%  10.5%  10.5%  11.7M  10.5%					L
Gross Margin %         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 margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         -0.6%           Indonesia         Net Sales         2.5M         6.2M         18.4M         196.7%           Cogs         1.5M         3.5M         11.3M         220.1%           Gross margin         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%	-				i_
Germany         Net Sales         2.6M         4.7M         12.0M         156.2%           Cogs         1.6M         3.0M         8.9M         193.8%           Gross margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         -0.6%           Indonesia         Net Sales         2.5M         6.2M         18.4M         196.7%           Cogs         1.5M         3.5M         11.3M         220.1%           Gross margin         1.1M         2.7M         7.1M         165.6%           Gross Margin %         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         16	-				i
Net Sales         2.6M         4.7M         12.0M         156.2%           Cogs         1.6M         3.0M         8.9M         193.8%           Gross margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         -0.6%           Indonesia         Net Sales         2.5M         6.2M         18.4M         196.7%           Cogs         1.5M         3.5M         11.3M         220.1%           Gross margin         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 margin         1.3M         1.4M         3.5M         157.8% <t< td=""><td>_</td><td>44.1%</td><td>43.1%</td><td>43.2%</td><td>0.3%</td></t<>	_	44.1%	43.1%	43.2%	0.3%
Cogs         1.6M         3.0M         8.9M         193.8%           Gross margin         0.9M         1.7M         3.1M         88.3%           Gross Margin %         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 margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         -0.6%           Indonesia         Net Sales         2.5M         6.2M         18.4M         196.7%           Cogs         1.5M         3.5M         11.3M         220.1%           Gross margin         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 margin         1.3M         1.4M         3.5M         157.8%           Gross Margin %         45.6%         30.7%         30.1%         -1.8%	•				-
Gross margin Gross Margin % 37.0% 35.6% 26.2% -26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.5% 26.2% 26.2% 26.5% 26.2% 2	Net Sales	2.6M	4.7M	12.0M	156.2%
Gross Margin % 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 margin 13.1M 16.0M 51.6M 222.0% Gross Margin % 42.4% 32.2% 32.0% -0.6% Indonesia  Net Sales 2.5M 6.2M 18.4M 196.7% Cogs 1.5M 3.5M 11.3M 220.1% Gross margin 1.1M 2.7M 7.1M 165.6% Gross Margin % 42.0% 42.9% 38.4% -10.5% Italy  Net Sales 2.9M 4.5M 11.7M 1.05% Italy  Net Sales 2.9M 4.5M 11.7M 1.05% Italy  Net Sales 2.9M 4.5M 11.7M 1.05% Italy  Net Sales 2.9M 4.5M 3.1M 8.2M 164.6% Gross margin 1.3M 1.4M 3.5M 157.8% Gross margin 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 margin 0.7M 3.7M 430.0%	Cogs	1.6M	3.0M	8.9M	193.8%
India	Gross margin	0.9M	1.7M	3.1M	88.3%
Net Sales         30.8M         49.8M         161.3M         224.0%           Cogs         17.8M         33.7M         109.7M         225.0%           Gross margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         -0.6%           Indonesia         Net Sales         2.5M         6.2M         18.4M         196.7%           Cogs         1.5M         3.5M         11.3M         220.1%           Gross margin         1.1M         2.7M         7.1M         165.6%           Gross Margin %         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 margin         1.3M         1.4M         3.5M         157.8%           Gross Margin %         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 margin         0.7M         3.7M	Gross Margin %	37.0%	35.6%	26.2%	-26.5%
Cogs         17.8M         33.7M         109.7M         225.0%           Gross margin         13.1M         16.0M         51.6M         222.0%           Gross Margin %         42.4%         32.2%         32.0%         -0.6%           Indonesia         Net Sales         2.5M         6.2M         18.4M         196.7%           Cogs         1.5M         3.5M         11.3M         220.1%           Gross margin         1.1M         2.7M         7.1M         165.6%           Gross Margin %         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 margin         1.3M         1.4M         3.5M         157.8%           Gross Margin %         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 margin         0.7M         3.7M         430.0%	India				
Gross margin Gross Margin % 42.4% 32.2% 32.0% -0.6%  Indonesia  Net Sales Cogs 1.5M 3.5M 11.3M 220.1%  Gross Margin % 42.0% 42.9% 38.4% -10.5%  Italy  Net Sales Cogs 1.6M 3.1M 8.2M 164.6%  Gross margin Gross Margin % 45.6% 30.7% 30.1% -1.8%  Japan  Net Sales Cogs 1.9M 7.9M 321.1% Cogs 1.9M 7.9M 321.1% Gross margin 0.7M 3.7M 430.0%	Net Sales	30.8M	49.8M	161.3M	224.0%
Gross margin       13.1M       16.0M       51.6M       222.0%         Gross Margin %       42.4%       32.2%       32.0%       -0.6%         Indonesia       Net Sales       2.5M       6.2M       18.4M       196.7%         Cogs       1.5M       3.5M       11.3M       220.1%         Gross margin       1.1M       2.7M       7.1M       165.6%         Gross Margin %       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 margin       1.3M       1.4M       3.5M       157.8%         Gross Margin %       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 margin       0.7M       3.7M       430.0%	Cogs	17.8M	33.7M		<u>!</u>
Indonesia		13.1M	16.0M	51.6M	222.0%
Net Sales       2.5M       6.2M       18.4M       196.7%         Cogs       1.5M       3.5M       11.3M       220.1%         Gross margin       1.1M       2.7M       7.1M       165.6%         Gross Margin %       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 margin       1.3M       1.4M       3.5M       157.8%         Gross Margin %       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 margin       0.7M       3.7M       430.0%	Gross Margin %	42.4%	32.2%	32.0%	-0.6%
Net Sales       2.5M       6.2M       18.4M       196.7%         Cogs       1.5M       3.5M       11.3M       220.1%         Gross margin       1.1M       2.7M       7.1M       165.6%         Gross Margin %       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 margin       1.3M       1.4M       3.5M       157.8%         Gross Margin %       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 margin       0.7M       3.7M       430.0%	_				
Cogs         1.5M         3.5M         11.3M         220.1%           Gross margin         1.1M         2.7M         7.1M         165.6%           Gross Margin %         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 margin         1.3M         1.4M         3.5M         157.8%           Gross Margin %         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 margin         0.7M         3.7M         430.0%		2 5 14	6 2M	19.414	106.7%
Gross margin Gross Margin 42.0% 42.9% 38.4% -10.5%					i
Gross Margin % 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 margin 1.3M 1.4M 3.5M 157.8%  Gross Margin % 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 margin 0.7M 3.7M 430.0%	-				i_
Italy	_				į
Net Sales         2.9M         4.5M         11.7M         162.5%           Cogs         1.6M         3.1M         8.2M         164.6%           Gross margin         1.3M         1.4M         3.5M         157.8%           Gross Margin %         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 margin         0.7M         3.7M         430.0%	_	42.076	42.5%	36.4%	-10.5%
Cogs Gross margin Gross Margin %         1.6M 1.3M 45.6%         3.1M 1.4M 30.7%         8.2M 3.5M 30.1%         164.6% 157.8%           Japan Net Sales Cogs Gross margin         1.9M 1.2M 257.3%         7.9M 4.2M 4.2M 3.7M         321.1% 257.3% 430.0%	•				L
Gross margin Gross Margin (45.6%) 30.7% 30.1% 157.8%  Japan Net Sales 1.9M 7.9M 321.1% Cogs 1.2M 4.2M 257.3% Gross margin 0.7M 3.7M 430.0%					_
Gross Margin % 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 margin 0.7M 3.7M 430.0%	-				L
Japan       Net Sales     1.9M     7.9M     321.1%       Cogs     1.2M     4.2M     257.3%       Gross margin     0.7M     3.7M     430.0%	_				i
Net Sales     1.9M     7.9M     321.1%       Cogs     1.2M     4.2M     257.3%       Gross margin     0.7M     3.7M     430.0%	Gross Margin %	45.6%	30.7%	30.1%	-1.8%
Cogs         1.2M         4.2M         257.3%           Gross margin         0.7M         3.7M         430.0%	Japan				
Gross margin 0.7M 3.7M 430.0%	Net Sales		1.9M	7.9M	321.1%
Gross margin 0.7M 3.7M 430.0%	Cogs		1.2M	4.2M	257.3%
	-				!
	_				



Net Sales         0.2M         3.4M         8.0M         137.9%           Cogs         0.1M         1.8M         4.6M         164.2%           Gross Margin %         36.4%         47.8%         42.0%         -12.1%           Newzealand         Net Sales         2.0M         11.4M         47.3%         20.8%         303.8%           Gross Margin %         26.4%         48.2%         83.0%         83.0%           Norway         Net Sales         2.5M         13.7M         451.8%         60.9%         40.0%         55.0%         95.07%         950.7%         920.5%         921.9%         921.9%         921.9%         921.9% <th>Netherlands</th> <th></th> <th></th> <th></th> <th></th>	Netherlands				
Cogs Gross margin Gross Margin % 36.4% 47.8% 42.0% 109.2% 109.2% 10.1M 1.6M 3.4M 109.2% 10.1% 1.6M 3.4M 109.2% 10.1% 10.		0.2M	3.4M	8 0M	137 9%
Gross Margin   Gros					<u>L</u>
Net Sales	-	0.1M	1.6M	3.4M	109.2%
Net Sales	_	36.4%	47.8%	42.0%	-12.1%
Cogs   Gross margin   Gross Margin   Cogs   Gross Margin   Cogs   Gross Margin   Cogs   Gross Margin   Cogs   Gross margin   Gross Margin   Cogs   Gross margin   Gross M	Newzealand				
Cogs   Gross margin   Gross Margin   Cogs   Gross margin   Gross Margin   Cogs   Gross margin   Cogs   Gross margin   Gross Margin   Cogs   Gross margin	Net Sales		2.0M	11.4M	474.3%
Gross margin   Gross Margin   Ca.4   Ca.5   Ca.4	Cogs				i <u> </u>
Norway	-		0.5M	5.5M	950.7%
Net Sales	Gross Margin %		26.4%	48.2%	83.0%
Cogs Gross Margin (909M)         1.5M (9.6M)         331.0%           Gross Margin (709S Margin)         37.7% (29.5%)         -21.9%           Pakistan         Net Sales (0.6M)         4.7M (3.6M)         34.3%           Cogs (0.4M)         2.7M (3.6M)         34.3%           Gross margin (709S Margin)         0.2M (2.0M)         2.0M           Philiphines         Net Sales (2.57M)         13.4M (31.9M)         138.4%           Cogs (3.4M)         7.3M (19.4M)         19.4M (164.6%)           Gross Margin (809S)         39.9% (45.1%)         39.1% (164.6%)           Gross Margin (809S)         39.9% (45.1%)         39.1% (164.6%)           Poland         Net Sales (2.0M)         2.4M (2.8M)         5.2M (2.8M)           Cogs (2.0M)         0.3M (1.7M)         3.0M (2.8M)         78.5%           Cogs (3.3M)         1.7M (2.2M)         96.7%           Gross Margin (809S)         37.4% (40.2%)         42.6% (5.9%)           Portugal         Net Sales (2.0M)         2.3M (6.8M)         198.9%           Gross margin (2.2M)         1.1M (2.2M)         96.7%         19.5%           Gross Margin (809S)         3.5M (2.3M)         1.8M (2.8M)         18.9.9%           Gross Margin (809S)         3.5M (2.3M)         1.8M (2.8M)	Norway				
Gross Margin   Gros	Net Sales		2.5M	13.7M	451.8%
Pakistan   Net Sales   O.6M   4.7M   5.7M   20.5%   Cogs   O.4M   2.7M   3.6M   34.3%   Gross margin   O.2M   2.0M   2.0M   2.0M   Gross Margin %   39.7%   42.8%   36.2%   -15.4%   Philiphines   Net Sales   5.7M   13.4M   31.9M   138.4%   Cogs   3.4M   7.3M   19.4M   164.6%   Gross margin   0.2M   2.8M   39.1%   -13.4%   Poland   Net Sales   0.4M   2.8M   5.2M   85.8%   Cogs   0.3M   1.7M   3.0M   78.5%   Gross margin   0.2M   1.1M   2.2M   96.7%   Gross margin   0.3M   1.3M   5.0M   284.5%   Cogs   0.5M   2.3M   6.8M   198.9%   Gross margin   0.3M   1.3M   5.0M   284.5%   Cogs   6.7M   12.1M   31.4M   158.7%   Cogs   6.7M   12.1M   31.4M   158.7%   Cogs   6.7M   12.1M   31.4M   158.7%   Cogs   1.1M   5.2M   17.6M   663.2%   Gross margin   0.7M   4.2M   5.55.7%   Gross margin   0.7M   4.2M   5.55.7%   Gross margin   0.0M   0.1M   0.7M   613.8%   Gross margin   0.7M   2.8M   15.4M   45.9.0%   Gross	Cogs		1.5M	9.6M	525.0%
Pakistan  Net Sales	Gross margin		0.9M	4.0M	331.0%
Net Sales	Gross Margin %		37.7%	29.5%	-21.9%
Cogs Gross margin         0.4M         2.7M         3.6M         34.3%           Gross Margin (Gross Margin (Gros	Pakistan				
Gross Margin ( ) 2.0M ( ) 2.0M ( ) 2.0M ( ) 39.7% ( ) 42.8% ( ) 36.2% ( ) -15.4% ( ) Philiphines  Net Sales ( ) 5.7M ( ) 13.4M ( ) 31.9M ( ) 138.4% ( ) 60.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 106.5% ( ) 6.0M ( ) 12.5M ( ) 6.7% ( )	Net Sales	0.6M	4.7M	5.7M	20.5%
Gross Margin %         39.7%         42.8%         36.2%         -15.4%           Philiphines         Net Sales         5.7M         13.4M         31.9M         138.4%           Cogs         3.4M         7.3M         19.4M         164.6%           Gross margin         2.3M         6.0M         12.5M         106.5%           Gross Margin %         39.9%         45.1%         39.1%         -13.4%           Poland         Net Sales         0.4M         2.8M         5.2M         85.8%           Cogs         0.3M         1.7M         3.0M         78.5%           Gross margin         0.2M         1.1M         2.2M         96.7%           Gross Margin %         37.4%         40.2%         42.6%         5.9%           Portugal         Net Sales         0.5M         2.3M         6.8M         198.9%           Gross margin         0.3M         1.3M         5.0M         228.8%           Cogs         0.5M         2.3M         6.8M         198.9%           Gross Margin %         39.3%         36.1%         42.1%         16.6%           South Korea         Net Sales         12.8M         17.3M         49.0M         183.3%      <	Cogs	0.4M	2.7M	3.6M	34.3%
Philiphines   Net Sales   5.7M   13.4M   31.9M   138.4%   Cogs   3.4M   7.3M   19.4M   164.6%   Gross margin   2.3M   6.0M   12.5M   106.5%   39.9%   45.1%   39.1%   -13.4%   Poland   Net Sales   0.4M   2.8M   5.2M   78.5%   Gross margin   0.2M   1.1M   2.2M   96.7%   Gross Margin %   37.4%   40.2%   42.6%   5.9%   Portugal   Net Sales   0.7M   3.6M   11.8M   229.8%   Gross margin   0.3M   1.3M   5.0M   284.5%   Gross margin   0.3M   1.3M   5.0M   284.5%   Gross Margin %   39.3%   36.1%   42.1%   16.6%   South Korea   Net Sales   12.8M   17.3M   49.0M   183.3%   Gross Margin %   39.3%   36.1%   42.1%   158.7%   Gross Margin %   47.5%   29.8%   35.9%   20.5%   Spain   Net Sales   1.8M   12.6M   63.2%   Gross margin   6.1M   5.2M   17.6M   241.3%   Gross Margin %   47.5%   29.8%   35.9%   20.5%   Spain   Net Sales   0.1M   0.2M   1.8M   633.2%   Gross margin   0.7M   4.2M   525.7%   Gross margin   0.7M   4.2M   525.7%   Gross margin   0.0M   0.1M   1.1M   735.6%   Gross margin   0.0M   0.1M   0.7M   613.8%   Gross margin   0.0M   0.1M   0.7M   613.8%   Gross margin   0.0M   0.1M   0.7M   613.8%   Gross margin   0.7M   2.8M   34.2M   322.7%   Cogs   1.3M   5.3M   18.7M   252.1%   Gross margin   0.7M   2.8M   15.4M   45.9.0%   Gross Margin   36.2%   34.1%   45.1%   32.2%   USA   Net Sales   11.5M   31.9M   87.8M   175.0%   United Kingdom   47.50   4	-				!
Net Sales	_	39.7%	42.8%	36.2%	-15.4%
Cogs Gross margin         3.4M         7.3M         19.4M         164.6%           Gross Margin %         39.9%         45.1%         39.1%         -13.4%           Poland         Net Sales         0.4M         2.8M         5.2M         85.8%           Cogs         0.3M         1.7M         3.0M         78.5%           Gross margin         0.2M         1.1M         2.2M         96.7%           Gross Margin %         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 margin         0.3M         1.3M         5.0M         224.5%           Gross Margin %         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 margin         6.1M         5.2M         17.6M         241.3%           Gross Margin %         47.5%         29.8%         35.9%	Philiphines				
Gross Margin (Gross Margin (Gr	Net Sales				i <u>.</u>
Gross Margin %         39.9%         45.1%         39.1%         -13.4%           Poland	_				i <u>.</u>
Poland         Net Sales         0.4M         2.8M         5.2M         85.8%           Cogs         0.3M         1.7M         3.0M         78.5%           Gross margin         0.2M         1.1M         2.2M         96.7%           Gross Margin %         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 margin         0.3M         1.3M         5.0M         284.5%           Gross Margin %         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 margin         6.1M         5.2M         17.6M         241.3%           Gross Margin %         47.5%         29.8%         35.9%         20.5%           Spain           Net Sales         1.8M         12.6M         611.4%           Cogs         1.1M         8.4M         <	_				į
Net Sales         0.4M         2.8M         5.2M         85.8%           Cogs         0.3M         1.7M         3.0M         78.5%           Gross margin         0.2M         1.1M         2.2M         96.7%           Gross Margin %         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 margin         0.3M         1.3M         5.0M         284.5%           Gross Margin %         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 margin         6.1M         5.2M         17.6M         241.3%           Gross Margin %         47.5%         29.8%         35.9%         20.5%           Spain           Net Sales         1.8M         12.6M         611.4%           Cogs         1.1M         8.4M         663.2%	=	39.9%	45.1%	39.1%	-13.4%
Cogs Gross margin Gross Margin %         0.3M 37.4%         1.7M 40.2%         3.0M 42.6%         78.5% 96.7% 96.7% 5.9%           Portugal Net Sales Cogs Gross margin Gross Margin %         0.7M 3.6M 3.6M 2.3M 6.8M 198.9% Gross Margin %         11.8M 3.6M 3.6M 3.6M 3.3M 3.6M 3.3M 6.8M 198.9% Gross Margin %         229.8% 6.8M 3.9,3M 3.61%         229.8% 42.1%         198.9% 198.9% 6.8M 3.0M 3.0M 3.0M 3.0M 3.0M 3.0M 3.0M 3.0					L
Gross margin Gross Margin % 37.4% 40.2% 42.6% 5.9% 5.9% Portugal  Net Sales 0.7M 3.6M 11.8M 2.29.8% Cogs 0.5M 2.3M 6.8M 198.9% Gross margin Gross Margin % 39.3% 36.1% 42.1% 16.6% South Korea  Net Sales 12.8M 17.3M 49.0M 158.7% Gross margin 6.1M 5.2M 17.6M 241.3% Gross Margin % 47.5% 29.8% 35.9% 20.5% Spain  Net Sales 1.8M 12.6M 663.2% Gross Margin % 37.7% 33.1% 611.4% 663.2% Gross Margin % 37.7% 33.1% 611.4% 663.2% Gross Margin % 37.7% 33.1% 681.9% Cogs 0.0M 0.1M 1.1M 735.6% Gross Margin % 38.3% 44.1% 40.2% 8.7% United Kingdom  Net Sales 2.0M 8.1M 34.2M 6.32.7% Gross margin Gross Margin % 38.3% 44.1% 40.2% 8.7% United Kingdom  Net Sales 2.0M 8.1M 34.2M 322.7% Gross margin 0.7M 2.8M 15.4M 459.0% Gross margin 36.2% 34.1% 45.1% 32.2% USA  Net Sales 11.5M 31.9M 87.8M 175.0%					L
Gross Margin %         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 margin         0.3M         1.3M         5.0M         284.5%           Gross Margin %         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 margin         6.1M         5.2M         17.6M         241.3%           Gross Margin %         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 margin         0.7M         4.2M         525.7%           Gross Margin %         37.7%         33.1%         681.9%           Cogs         0.0M         0.1M         0.1M         735.6%           Gross margin         0.0M	-				L
Portugal         Net Sales         0.7M         3.6M         11.8M         229.8%           Cogs         0.5M         2.3M         6.8M         198.9%           Gross margin         0.3M         1.3M         5.0M         284.5%           Gross Margin %         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 margin         6.1M         5.2M         17.6M         241.3%           Gross Margin %         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 margin         0.7M         4.2M         525.7%           Gross Margin %         37.7%         33.1%         -12.1%           Sweden           Net Sales         0.1M         0.2M         1.8M         681.9%           Cogs         0.0M         0.1M         0.7M         681.8%	_				i.
Net Sales         0.7M         3.6M         11.8M         229.8%           Cogs         0.5M         2.3M         6.8M         198.9%           Gross margin         0.3M         1.3M         5.0M         284.5%           Gross Margin %         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 margin         6.1M         5.2M         17.6M         241.3%           Gross Margin %         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 margin         0.7M         4.2M         525.7%           Gross Margin %         37.7%         33.1%         -12.1%           Sweden         0.0M         0.1M         0.1M         0.7M         681.9%           Cogs         0.0M         0.1M         0.7M         681.9%         87.6%           Gross Margin %         38.3%         <		37.4%	40.2%	42.6%	5.9%
Cogs Gross margin Gross Margin %         0.5M         2.3M         6.8M         198.9%           Gross Margin %         39.3%         36.1%         42.1%         16.6%           South Korea           Net Sales Cogs Gross margin Gross Margin %         12.8M         17.3M         49.0M         183.3%           Cogs Gross margin Gross Margin %         6.1M         5.2M         17.6M         241.3%           Spain Net Sales Cogs Gross margin Gross Margin %         1.8M         12.6M         611.4%           Cogs Gross Margin %         37.7%         33.1%         63.2%           Sweden Net Sales         0.1M         0.2M         1.8M         681.9%           Cogs Gross Margin %         0.0M         0.1M         0.7M         681.9%           Cogs Gross Margin %         0.0M         0.1M         0.7M         681.9%           Cogs Gross Margin %         38.3%         44.1%         40.2%         8.7%           United Kingdom         8.1M         34.2M         322.7%           Cogs Gross margin Gross Margin %         36.2%         34.1%         45.1%         322.7%           United Kingdom         36.2%         34.1%         45.1%         322.7%           Cogs Gross Margin %         36.2%	•				i <del>-</del>
Gross margin Gross Margin (Gross Margin (Gro					!
Gross Margin %         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 margin         6.1M         5.2M         17.6M         241.3%           Gross Margin %         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 margin         0.7M         4.2M         525.7%           Gross Margin %         37.7%         33.1%         -12.1%           Sweden           Net Sales         0.1M         0.2M         1.8M         681.9%           Cogs         0.0M         0.1M         0.7M         681.9%           Gross margin         0.0M         0.1M         0.7M         613.8%           Gross Margin %         38.3%         44.1%         40.2%         8.7%           United Kingdom         Net Sales         2.0M         8.1M         34.2M         322.7%           Cogs <td>-</td> <td></td> <td></td> <td></td> <td><u>!</u></td>	-				<u>!</u>
South Korea         Net Sales         12.8M         17.3M         49.0M         183.3%           Cogs         6.7M         12.1M         31.4M         158.7%           Gross margin         6.1M         5.2M         17.6M         241.3%           Gross Margin %         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 margin         0.7M         4.2M         525.7%           Gross Margin %         37.7%         33.1%         -12.1%           Sweden           Net Sales         0.1M         0.2M         1.8M         681.9%           Cogs         0.0M         0.1M         0.7M         613.8%           Gross margin         0.0M         0.1M         0.7M         613.8%           Gross Margin %         38.3%         44.1%         40.2%         -8.7%           United Kingdom         Net Sales         2.0M         8.1M         34.2M         322.7%           Cogs         1.3M         5.3M         18.7M         252.1%           Gross margin	_				!
Net Sales       12.8M       17.3M       49.0M       183.3%         Cogs       6.7M       12.1M       31.4M       158.7%         Gross margin       6.1M       5.2M       17.6M       241.3%         Gross Margin %       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 margin       0.7M       4.2M       525.7%         Gross Margin %       37.7%       33.1%       -12.1%         Sweden         Net Sales       0.1M       0.2M       1.8M       681.9%         Cogs       0.0M       0.1M       0.7M       681.9%         Gross margin       0.0M       0.1M       0.7M       613.8%         Gross Margin %       38.3%       44.1%       40.2%       -8.7%         United Kingdom         Net Sales       2.0M       8.1M       34.2M       322.7%         Cogs       1.3M       5.3M       18.7M       252.1%         Gross margin       0.7M       2.8M       15.4M       459.0%         Gross margin	•	39.370	30.176	42.170	10.0%
Cogs Gross margin Gross Margin %         6.7M         12.1M         31.4M         158.7%           Gross margin Gross Margin %         47.5%         29.8%         35.9%         241.3%           Spain Net Sales Cogs Gross margin Gross Margin %         1.8M         12.6M         611.4%           Cogs Gross margin Gross Margin %         0.7M         4.2M         525.7%           Sweden         37.7%         33.1%         -12.1%           Sweden         0.1M         0.2M         1.8M         681.9%           Cogs Gross margin Gross Margin %         0.0M         0.1M         0.7M         613.8%           Gross Margin %         38.3%         44.1%         40.2%         -8.7%           United Kingdom         8.1M         34.2M         322.7%           Cogs Cogs 1.3M         5.3M         18.7M         252.1%           Gross margin Gross margin Gross Margi         0.7M         2.8M         15.4M         459.0%           Gross Margin %         36.2%         34.1%         45.1%         32.2%		42.014	47.214	40.014	402.20/
Gross margin G.1M 5.2M 17.6M 241.3% 20.5% Spain  Net Sales 1.8M 12.6M 663.2% Gross margin Gross Margin W 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 margin Gross Margin W 38.3W 44.1% 40.2% -8.7% United Kingdom  Net Sales 2.0M 8.1M 34.2M 322.7% Gross margin Gross margin Gross Margin W 38.3W 14.1% 40.2% -8.7% United Kingdom  Net Sales 2.0M 8.1M 34.2M 322.7% Gross margin Gross margin Gross Margin W 38.3W 15.4M 459.0% Gross Margin W 36.2% 34.1% 45.1% 32.2% USA  Net Sales 11.5M 31.9M 87.8M 175.0%					i <u> </u>
Gross Margin %         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 margin         0.7M         4.2M         525.7%           Gross Margin %         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 margin         0.0M         0.1M         0.7M         613.8%           Gross Margin %         38.3%         44.1%         40.2%         -8.7%           United Kingdom         Net Sales         2.0M         8.1M         34.2M         322.7%           Cogs         1.3M         5.3M         18.7M         252.1%           Gross margin         0.7M         2.8M         15.4M         459.0%           Gross Margin 36.2%         34.1%         45.1%         32.2%           USA         Net Sales         11.5M         31.9M         87.8M         175.0%	-				i_
Spain           Net Sales         1.8M         12.6M         611.4%           Cogs         1.1M         8.4M         663.2%           Gross margin         0.7M         4.2M         525.7%           Gross Margin %         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 margin         0.0M         0.1M         0.7M         613.8%           Gross Margin %         38.3%         44.1%         40.2%         -8.7%           United Kingdom           Net Sales         2.0M         8.1M         34.2M         322.7%           Cogs         1.3M         5.3M         18.7M         252.1%           Gross margin         0.7M         2.8M         15.4M         459.0%           Gross margin         0.7M         2.8M         15.4M         459.0%           Gross Margin         36.2%         34.1%         45.1%         32.2%           USA           Net Sales         11.5M         31.9M         87.8M         175.0% <td>_</td> <td></td> <td></td> <td></td> <td>i</td>	_				i
Net Sales       1.8M       12.6M       611.4%         Cogs       1.1M       8.4M       663.2%         Gross margin       0.7M       4.2M       525.7%         Gross Margin %       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 margin       0.0M       0.1M       0.7M       613.8%         Gross Margin %       38.3%       44.1%       40.2%       -8.7%         United Kingdom         Net Sales       2.0M       8.1M       34.2M       322.7%         Cogs       1.3M       5.3M       18.7M       252.1%         Gross margin       0.7M       2.8M       15.4M       459.0%         Gross Margi       36.2%       34.1%       45.1%       32.2%         USA         Net Sales       11.5M       31.9M       87.8M       175.0%	=	171370	23.070	33.370	11 20.370
Cogs       1.1M       8.4M       663.2%         Gross margin       0.7M       4.2M       525.7%         Gross Margin %       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 margin       0.0M       0.1M       0.7M       613.8%         Gross Margin %       38.3%       44.1%       40.2%       -8.7%         United Kingdom         Net Sales       2.0M       8.1M       34.2M       322.7%         Cogs       1.3M       5.3M       18.7M       252.1%         Gross margin       0.7M       2.8M       15.4M       459.0%         Gross Margin       36.2%       34.1%       45.1%       32.2%         USA         Net Sales       11.5M       31.9M       87.8M       175.0%	•		1 91/1	12 6M	611.4%
Gross margin Gross Margin (Gross Margin (Gro					<u> </u>
Gross Margin % 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 Margin 0.0M 0.1M 0.7M 613.8% Gross Margin 38.3% 44.1% 40.2% -8.7%  United Kingdom  Net Sales 2.0M 8.1M 34.2M 322.7% Cogs 1.3M 5.3M 18.7M 252.1% Gross margin 0.7M 2.8M 15.4M 459.0% Gross Margin 36.2% 34.1% 45.1% 32.2%  USA  Net Sales 11.5M 31.9M 87.8M 175.0%	-				L
Sweden         Net Sales       0.1M       0.2M       1.8M       681.9%         Cogs       0.0M       0.1M       1.1M       735.6%         Gross margin       0.0M       0.1M       0.7M       613.8%         Gross Margin %       38.3%       44.1%       40.2%       -8.7%         United Kingdom         Net Sales       2.0M       8.1M       34.2M       322.7%         Cogs       1.3M       5.3M       18.7M       252.1%         Gross margin       0.7M       2.8M       15.4M       459.0%         Gross Margin       36.2%       34.1%       45.1%       32.2%         USA         Net Sales       11.5M       31.9M       87.8M       175.0%	_				i
Net Sales         0.1M         0.2M         1.8M         681.9%           Cogs         0.0M         0.1M         1.1M         735.6%           Gross margin         0.0M         0.1M         0.7M         613.8%           Gross Margin %         38.3%         44.1%         40.2%         -8.7%           United Kingdom         Net Sales         2.0M         8.1M         34.2M         322.7%           Cogs         1.3M         5.3M         18.7M         252.1%           Gross margin         0.7M         2.8M         15.4M         459.0%           Gross Margin         36.2%         34.1%         45.1%         32.2%           USA           Net Sales         11.5M         31.9M         87.8M         175.0%					
Cogs Gross margin Gross Margin %         0.0M 38.3%         0.1M 0.1M 44.1%         1.1M 0.7M 40.2%         735.6% 613.8% -8.7%           United Kingdom Net Sales         2.0M 1.3M 2.27%         8.1M 2.3M 2.27%         34.2M 2.27%         322.7% 2.21%           Cogs Gross margin Gross Margin 36.2%         0.7M 34.1%         2.8M 34.1%         15.4M 45.1%         459.0% 32.2%           USA Net Sales         11.5M 31.9M         87.8M 87.8M         175.0%		0.1M	0.2M	1.8M	681.9%
Gross margin Gross Margin Gross Margin %         0.0M         0.1M         0.7M         613.8%           United Kingdom         8.1M         34.2M         322.7%           Net Sales         2.0M         8.1M         34.2M         322.7%           Cogs         1.3M         5.3M         18.7M         252.1%           Gross margin Gross Margi					
United Kingdom  Net Sales 2.0M 8.1M 34.2M 322.7%  Cogs 1.3M 5.3M 18.7M 252.1%  Gross margi 0.7M 2.8M 15.4M 459.0%  Gross Margi 36.2% 34.1% 45.1% 32.2%  USA  Net Sales 11.5M 31.9M 87.8M 175.0%	_				<u>-                                    </u>
Net Sales       2.0M       8.1M       34.2M       322.7%         Cogs       1.3M       5.3M       18.7M       252.1%         Gross margi       0.7M       2.8M       15.4M       459.0%         Gross Margi       36.2%       34.1%       45.1%       32.2%         USA         Net Sales       11.5M       31.9M       87.8M       175.0%	Gross Margin %	38.3%	44.1%	40.2%	-8.7%
Net Sales       2.0M       8.1M       34.2M       322.7%         Cogs       1.3M       5.3M       18.7M       252.1%         Gross margi       0.7M       2.8M       15.4M       459.0%         Gross Margi       36.2%       34.1%       45.1%       32.2%         USA         Net Sales       11.5M       31.9M       87.8M       175.0%	United Kingdon	n			
Cogs       1.3M       5.3M       18.7M       252.1%         Gross margi       0.7M       2.8M       15.4M       459.0%         Gross Margi       36.2%       34.1%       45.1%       32.2%         USA         Net Sales       11.5M       31.9M       87.8M       175.0%	_		8 1M	34.2M	322.7%
Gross margii       0.7M       2.8M       15.4M       459.0%         Gross Margi       36.2%       34.1%       45.1%       32.2%         USA         Net Sales       11.5M       31.9M       87.8M       175.0%					<b>_</b>
Gross Margi 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.5M 31.9M 87.8M 175.0%					252.1%
USA Net Sales 11.5M 31.9M 87.8M 175.0%	Gross margi	0.7M	2.8M	15.4M	459.0%
Net Sales 11.5M 31.9M 87.8M 175.0%	Gross Margi	36.2%	34.1%	45.1%	32.2%
Net Sales 11.5M 31.9M 87.8M 175.0%	USA				••
		11 514	31 014	27 QM	175.00/
	Cogs	7.7M	19.5M	55.3M	183.9%
Gross margi <mark> 3.8M 12.4M 32.5M</mark> 161.0%	Gross margi	3.8M	12.4M	32.5M	161.0%
Gross Margi 32.8% 39.0% 37.0% -5.1%	Gross Margi	32.8%	39.0%	37.0%	-5.1%



#### Filters

region All market All customer All

P & L by Fiscal Months All Values are in USD

division All FY 2019

quarters

	1 2					3				4			<b>Grand Total</b>
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
Cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
Gross Margin	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Filters

region All market All customer All

P & L by Fiscal Month All Values are in USD

division All FY 2020

Quarters

	1			2			3			4			<b>Grand Total</b>
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
Cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
Gross Margin	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Filters

region All market All

customer All P & L Values by fiscal Month division All All Values are in USD

FY 2021

Quarters

	~~	•											
	1 2				3				4	<b>Grand Total</b>			
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
Cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
Gross Margin	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%