




































## P/L Report

Countrywise

	Fiscal year				
Customer	2019	2020	2021		2021 vs 2020
Australia					
Net sales	3.9M	10.7M	21.0M	<div></div>	196%
COGS	2.2M	5.8M	14.1M	<div></div>	243%
Gross margin	1.7M	4.9M	6.9M	<div></div>	141%
GM%	42.57%	45.88%	32.92%	<div></div>	72%
Austria					
Net sales		0.1M	2.8M	<div></div>	2401%
COGS		0.1M	2.0M	<div></div>	2272%
Gross margin		0.0M	0.9M	<div></div>	2765%
GM%		26.15%	30.11%	<div></div>	115%
Bangladesh					
Net sales	0.5M	2.3M	7.0M	<div></div>	308%
COGS	0.3M	1.4M	4.5M	<div></div>	334%
Gross margin	0.1M	0.9M	2.4M	<div></div>	268%
GM%	28.73%	39.61%	34.54%	<div></div>	87%
Canada					
Net sales	4.8M	12.2M	35.1M	<div></div>	288%
COGS	2.8M	7.1M	21.7M	<div></div>	306%
Gross margin	2.0M	5.1M	13.4M	<div></div>	263%
GM%	41.67%	41.91%	38.21%	<div></div>	91%
China					
Net sales	1.4M	5.4M	22.9M	<div></div>	422%
COGS	0.8M	3.3M	13.5M	<div></div>	406%
Gross margin	0.6M	2.1M	9.4M	<div></div>	448%
GM%	44.94%	38.68%	41.07%	<div></div>	106%
France					
Net sales	4.0M	7.5M	25.9M	<div></div>	347%
COGS	2.3M	4.3M	14.7M	<div></div>	346%
Gross margin	1.8M	3.2M	11.2M	<div></div>	348%
GM%	44.09%	43.11%	43.24%	<div></div>	100%
Germany					
Net sales	2.6M	4.7M	12.0M	<div></div>	256%
COGS	1.6M	3.0M	8.9M	<div></div>	294%
Gross margin	0.9M	1.7M	3.1M	<div></div>	188%
GM%	36.97%	35.63%	26.18%	<div></div>	73%
India					
Net sales	30.8M	49.8M	161.3M	<div></div>	324%
COGS	17.8M	33.7M	109.7M	<div></div>	325%

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Gross margin	13.1M	16.0M	51.6M		322%
GM%	42.35%	32.21%	32.00%		99%
<b>Indonesia</b>					
Net sales	2.5M	6.2M	18.4M		297%
COGS	1.5M	3.5M	11.3M		320%
Gross margin	1.1M	2.7M	7.1M		266%
GM%	42.03%	42.91%	38.41%		90%
<b>Italy</b>					
Net sales	2.9M	4.5M	11.7M		263%
COGS	1.6M	3.1M	8.2M		265%
Gross margin	1.3M	1.4M	3.5M		258%
GM%	45.63%	30.68%	30.13%		98%
<b>Japan</b>					
Net sales		1.9M	7.9M		421%
COGS		1.2M	4.2M		357%
Gross margin		0.7M	3.7M		530%
GM%		36.96%	46.52%		126%
<b>Netherlands</b>					
Net sales	0.2M	3.4M	8.0M		238%
COGS	0.1M	1.8M	4.6M		264%
Gross margin	0.1M	1.6M	3.4M		209%
GM%	36.36%	47.79%	42.03%		88%
<b>Newzealand</b>					
Net sales		2.0M	11.4M		574%
COGS		1.5M	5.9M		404%
Gross margin		0.5M	5.5M		1051%
GM%		26.36%	48.23%		183%
<b>Norway</b>					
Net sales		2.5M	13.7M		552%
COGS		1.5M	9.6M		625%
Gross margin		0.9M	4.0M		431%
GM%		37.74%	29.48%		78%
<b>Pakistan</b>					
Net sales	0.6M	4.7M	5.7M		121%
COGS	0.4M	2.7M	3.6M		134%
Gross margin	0.2M	2.0M	2.0M		102%
GM%	39.65%	42.75%	36.18%		85%
<b>Philiphines</b>					
Net sales	5.7M	13.4M	31.9M		238%
COGS	3.4M	7.3M	19.4M		265%
Gross margin	2.3M	6.0M	12.5M		206%
GM%	39.90%	45.13%	39.09%		87%
<b>Poland</b>					
Net sales	0.4M	2.8M	5.2M		186%

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COGS	0.3M	1.7M	3.0M	<div></div>	178%
Gross margin	0.2M	1.1M	2.2M	<div></div>	197%
GM%	37.43%	40.20%	42.56%	<div></div>	106%
<b>Portugal</b>					
Net sales	0.7M	3.6M	11.8M	<div></div>	330%
COGS	0.5M	2.3M	6.8M	<div></div>	299%
Gross margin	0.3M	1.3M	5.0M	<div></div>	385%
GM%	39.29%	36.13%	42.13%	<div></div>	117%
<b>South Korea</b>					
Net sales	12.8M	17.3M	49.0M	<div></div>	283%
COGS	6.7M	12.1M	31.4M	<div></div>	259%
Gross margin	6.1M	5.2M	17.6M	<div></div>	341%
GM%	47.54%	29.82%	35.92%	<div></div>	120%
<b>Spain</b>					
Net sales		1.8M	12.6M	<div></div>	711%
COGS		1.1M	8.4M	<div></div>	763%
Gross margin		0.7M	4.2M	<div></div>	626%
GM%		37.67%	33.13%	<div></div>	88%
<b>Sweden</b>					
Net sales	0.1M	0.2M	1.8M	<div></div>	782%
COGS	0.0M	0.1M	1.1M	<div></div>	836%
Gross margin	0.0M	0.1M	0.7M	<div></div>	714%
GM%	38.28%	44.06%	40.22%	<div></div>	91%
<b>United Kingdom</b>					
Net sales	2.0M	8.1M	34.2M	<div></div>	423%
COGS	1.3M	5.3M	18.7M	<div></div>	352%
Gross margin	0.7M	2.8M	15.4M	<div></div>	559%
GM%	36.19%	34.13%	45.13%	<div></div>	132%
<b>USA</b>					
Net sales	11.5M	31.9M	87.8M	<div></div>	275%
COGS	7.7M	19.5M	55.3M	<div></div>	284%
Gross margin	3.8M	12.4M	32.5M	<div></div>	261%
GM%	32.79%	38.97%	36.99%	<div></div>	95%
<b>Total Net sales</b>	<b>87.5M</b>	<b>196.7M</b>	<b>598.9M</b>	<div></div>	304%
<b>Total COGS</b>	<b>51.2M</b>	<b>123.4M</b>	<b>380.7M</b>	<div></div>	309%
<b>Total Gross margin</b>	<b>36.2M</b>	<b>73.3M</b>	<b>218.2M</b>	<div></div>	298%
<b>Total GM%</b>	<b>41.43%</b>	<b>37.28%</b>	<b>36.43%</b>	<div></div>	98%































