

P & L By Fiscal Year

FILTERS

division	All
region	All
customer	All

All values in USD Millions

Fiscal Year				
Row Labels	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.9M	10.7M	21.0M	196.2%
COGS	2.2M	5.8M	14.1M	243.2%
Gross Margin	1.7M	4.9M	6.9M	140.8%
Gross Margin %	42.6%	45.9%	32.9%	71.8%
Austria				
Net Sales		0.1M	2.8M	2401.3%
COGS		0.1M	2.0M	2272.4%
Gross Margin		0.0M	0.9M	2765.4%
Gross Margin %		26.1%	30.1%	115.2%
Bangladesh				
Net Sales	0.5M	2.3M	7.0M	307.7%
COGS	0.3M	1.4M	4.5M	333.5%
Gross Margin	0.1M	0.9M	2.4M	268.4%
Gross Margin %	28.7%	39.6%	34.5%	87.2%
Canada				
Net Sales	4.8M	12.2M	35.1M	288.1%
COGS	2.8M	7.1M	21.7M	306.4%
Gross Margin	2.0M	5.1M	13.4M	262.6%
Gross Margin %	41.7%	41.9%	38.2%	91.2%
China				
Net Sales	1.4M	5.4M	22.9M	422.0%
COGS	0.8M	3.3M	13.5M	405.5%
Gross Margin	0.6M	2.1M	9.4M	448.1%
Gross Margin %	44.9%	38.7%	41.1%	106.2%
France				
Net Sales	4.0M	7.5M	25.9M	347.2%
COGS	2.3M	4.3M	14.7M	346.4%
Gross Margin	1.8M	3.2M	11.2M	348.3%
Gross Margin %	44.1%	43.1%	43.2%	100.3%
Germany				
Net Sales	2.6M	4.7M	12.0M	256.2%
COGS	1.6M	3.0M	8.9M	293.8%
Gross Margin	0.9M	1.7M	3.1M	188.3%
Gross Margin %	37.0%	35.6%	26.2%	73.5%
India				

AtliQ Hardwares



Net Sales	30.8M	49.8M	161.3M	324.0%
COGS	17.8M	33.7M	109.7M	325.0%
Gross Margin	13.1M	16.0M	51.6M	322.0%
Gross Margin %	42.4%	32.2%	32.0%	99.4%

Indonesia

Net Sales	2.5M	6.2M	18.4M	296.7%
COGS	1.5M	3.5M	11.3M	320.1%
Gross Margin	1.1M	2.7M	7.1M	265.6%
Gross Margin %	42.0%	42.9%	38.4%	89.5%

Italy

Net Sales	2.9M	4.5M	11.7M	262.5%
COGS	1.6M	3.1M	8.2M	264.6%
Gross Margin	1.3M	1.4M	3.5M	257.8%
Gross Margin %	45.6%	30.7%	30.1%	98.2%

Japan

Net Sales	1.9M	7.9M	421.1%
COGS	1.2M	4.2M	357.3%
Gross Margin	0.7M	3.7M	530.0%
Gross Margin %	37.0%	46.5%	125.9%

Netherlands

Net Sales	0.2M	3.4M	8.0M	237.9%
COGS	0.1M	1.8M	4.6M	264.2%
Gross Margin	0.1M	1.6M	3.4M	209.2%
Gross Margin %	36.4%	47.8%	42.0%	87.9%

Newzealand

Net Sales	2.0M	11.4M	574.3%
COGS	1.5M	5.9M	403.8%
Gross Margin	0.5M	5.5M	1050.7%
Gross Margin %	26.4%	48.2%	183.0%

Norway

Net Sales	2.5M	13.7M	551.8%
COGS	1.5M	9.6M	625.0%
Gross Margin	0.9M	4.0M	431.0%
Gross Margin %	37.7%	29.5%	78.1%

Pakistan

Net Sales	0.6M	4.7M	5.7M	120.5%
COGS	0.4M	2.7M	3.6M	134.3%
Gross Margin	0.2M	2.0M	2.0M	102.0%
Gross Margin %	39.7%	42.8%	36.2%	84.6%

Philippines

Net Sales	5.7M	13.4M	31.9M	238.4%
COGS	3.4M	7.3M	19.4M	264.6%
Gross Margin	2.3M	6.0M	12.5M	206.5%
Gross Margin %	39.9%	45.1%	39.1%	86.6%

Poland

Net Sales	0.4M	2.8M	5.2M	185.8%
COGS	0.3M	1.7M	3.0M	178.5%

AtliQ Hardwares



Gross Margin	0.2M	1.1M	2.2M	196.7%
Gross Margin %	37.4%	40.2%	42.6%	105.9%
Portugal				
Net Sales	0.7M	3.6M	11.8M	329.8%
COGS	0.5M	2.3M	6.8M	298.9%
Gross Margin	0.3M	1.3M	5.0M	384.5%
Gross Margin %	39.3%	36.1%	42.1%	116.6%
South Korea				
Net Sales	12.8M	17.3M	49.0M	283.3%
COGS	6.7M	12.1M	31.4M	258.7%
Gross Margin	6.1M	5.2M	17.6M	341.3%
Gross Margin %	47.5%	29.8%	35.9%	120.5%
Spain				
Net Sales		1.8M	12.6M	711.4%
COGS		1.1M	8.4M	763.2%
Gross Margin		0.7M	4.2M	625.7%
Gross Margin %		37.7%	33.1%	87.9%
Sweden				
Net Sales	0.1M	0.2M	1.8M	781.9%
COGS	0.0M	0.1M	1.1M	835.6%
Gross Margin	0.0M	0.1M	0.7M	713.8%
Gross Margin %	38.3%	44.1%	40.2%	91.3%
United Kingdom				
Net Sales	2.0M	8.1M	34.2M	422.7%
COGS	1.3M	5.3M	18.7M	352.1%
Gross Margin	0.7M	2.8M	15.4M	559.0%
Gross Margin %	36.2%	34.1%	45.1%	132.2%
USA				
Net Sales	11.5M	31.9M	87.8M	275.0%
COGS	7.7M	19.5M	55.3M	283.9%
Gross Margin	3.8M	12.4M	32.5M	261.0%
Gross Margin %	32.8%	39.0%	37.0%	94.9%
Total Net Sales	87.5M	196.7M	598.9M	304.5%
Total COGS	51.2M	123.4M	380.7M	308.6%
Total Gross Marg	36.2M	73.3M	218.2M	297.6%
Total Gross Marg	41.4%	37.3%	36.4%	97.7%