



FILTERS

region All
division All
customer All

P&L Year

By Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of pivot table

| Customer | Fiscal Years | | | 21 vs 20 |
|--------------|--------------|--------|---------|----------|
| | 2019 | 2020 | 2021 | |
| Australia | | | | |
| Net Sales | 3.9 M | 10.7 M | 21.0 M | 96% |
| COGS | 2.2 M | 5.8 M | 14.1 M | 143% |
| Gross Margin | 1.7 M | 4.9 M | 6.9 M | 41% |
| GM% | 42.6% | 45.9% | 32.9% | -28% |
| Austria | | | | |
| Net Sales | | 0.1 M | 2.8 M | 2301% |
| COGS | | 0.1 M | 2.0 M | 2172% |
| Gross Margin | | 0.0 M | 0.9 M | 2665% |
| GM% | | 26.1% | 30.1% | 15% |
| Bangladesh | | | | |
| Net Sales | 0.5 M | 2.3 M | 7.0 M | 208% |
| COGS | 0.3 M | 1.4 M | 4.5 M | 234% |
| Gross Margin | 0.1 M | 0.9 M | 2.4 M | 168% |
| GM% | 28.7% | 39.6% | 34.5% | -13% |
| Canada | | | | |
| Net Sales | 4.8 M | 12.2 M | 35.1 M | 188% |
| COGS | 2.8 M | 7.1 M | 21.7 M | 206% |
| Gross Margin | 2.0 M | 5.1 M | 13.4 M | 163% |
| GM% | 41.7% | 41.9% | 38.2% | -9% |
| China | | | | |
| Net Sales | 1.4 M | 5.4 M | 22.9 M | 322% |
| COGS | 0.8 M | 3.3 M | 13.5 M | 306% |
| Gross Margin | 0.6 M | 2.1 M | 9.4 M | 348% |
| GM% | 44.9% | 38.7% | 41.1% | 6% |
| France | | | | |
| Net Sales | 4.0 M | 7.5 M | 25.9 M | 247% |
| COGS | 2.3 M | 4.3 M | 14.7 M | 246% |
| Gross Margin | 1.8 M | 3.2 M | 11.2 M | 248% |
| GM% | 44.1% | 43.1% | 43.2% | 0% |
| Germany | | | | |
| Net Sales | 2.6 M | 4.7 M | 12.0 M | 156% |
| COGS | 1.6 M | 3.0 M | 8.9 M | 194% |
| Gross Margin | 0.9 M | 1.7 M | 3.1 M | 88% |
| GM% | 37.0% | 35.6% | 26.2% | -27% |
| India | | | | |
| Net Sales | 30.8 M | 49.8 M | 161.3 M | 224% |
| COGS | 17.8 M | 33.7 M | 109.7 M | 225% |
| Gross Margin | 13.1 M | 16.0 M | 51.6 M | 222% |
| GM% | 42.4% | 32.2% | 32.0% | -1% |
| Indonesia | | | | |
| Net Sales | 2.5 M | 6.2 M | 18.4 M | 197% |

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|--------------|--------|--------|--------|------|
| COGS | 1.5 M | 3.5 M | 11.3 M | 220% |
| Gross Margin | 1.1 M | 2.7 M | 7.1 M | 166% |
| GM% | 42.0% | 42.9% | 38.4% | -10% |
| Italy | | | | |
| Net Sales | 2.9 M | 4.5 M | 11.7 M | 163% |
| COGS | 1.6 M | 3.1 M | 8.2 M | 165% |
| Gross Margin | 1.3 M | 1.4 M | 3.5 M | 158% |
| GM% | 45.6% | 30.7% | 30.1% | -2% |
| Japan | | | | |
| Net Sales | | 1.9 M | 7.9 M | 321% |
| COGS | | 1.2 M | 4.2 M | 257% |
| Gross Margin | | 0.7 M | 3.7 M | 430% |
| GM% | | 37.0% | 46.5% | 26% |
| Netherlands | | | | |
| Net Sales | 0.2 M | 3.4 M | 8.0 M | 138% |
| COGS | 0.1 M | 1.8 M | 4.6 M | 164% |
| Gross Margin | 0.1 M | 1.6 M | 3.4 M | 109% |
| GM% | 36.4% | 47.8% | 42.0% | -12% |
| Newzealand | | | | |
| Net Sales | | 2.0 M | 11.4 M | 474% |
| COGS | | 1.5 M | 5.9 M | 304% |
| Gross Margin | | 0.5 M | 5.5 M | 951% |
| GM% | | 26.4% | 48.2% | 83% |
| Norway | | | | |
| Net Sales | | 2.5 M | 13.7 M | 452% |
| COGS | | 1.5 M | 9.6 M | 525% |
| Gross Margin | | 0.9 M | 4.0 M | 331% |
| GM% | | 37.7% | 29.5% | -22% |
| Pakistan | | | | |
| Net Sales | 0.6 M | 4.7 M | 5.7 M | 21% |
| COGS | 0.4 M | 2.7 M | 3.6 M | 34% |
| Gross Margin | 0.2 M | 2.0 M | 2.0 M | 2% |
| GM% | 39.7% | 42.8% | 36.2% | -15% |
| Philippines | | | | |
| Net Sales | 5.7 M | 13.4 M | 31.9 M | 138% |
| COGS | 3.4 M | 7.3 M | 19.4 M | 165% |
| Gross Margin | 2.3 M | 6.0 M | 12.5 M | 106% |
| GM% | 39.9% | 45.1% | 39.1% | -13% |
| Poland | | | | |
| Net Sales | 0.4 M | 2.8 M | 5.2 M | 86% |
| COGS | 0.3 M | 1.7 M | 3.0 M | 78% |
| Gross Margin | 0.2 M | 1.1 M | 2.2 M | 97% |
| GM% | 37.4% | 40.2% | 42.6% | 6% |
| Portugal | | | | |
| Net Sales | 0.7 M | 3.6 M | 11.8 M | 230% |
| COGS | 0.5 M | 2.3 M | 6.8 M | 199% |
| Gross Margin | 0.3 M | 1.3 M | 5.0 M | 285% |
| GM% | 39.3% | 36.1% | 42.1% | 17% |
| South Korea | | | | |
| Net Sales | 12.8 M | 17.3 M | 49.0 M | 183% |
| COGS | 6.7 M | 12.1 M | 31.4 M | 159% |
| Gross Margin | 6.1 M | 5.2 M | 17.6 M | 241% |

AtliQ Hardware



| | | | | |
|--------------------|--------|---------|---------|------|
| GM% | 47.5% | 29.8% | 35.9% | 20% |
| Spain | | | | |
| Net Sales | 1.8 M | 12.6 M | | 611% |
| COGS | 1.1 M | 8.4 M | | 663% |
| Gross Margin | 0.7 M | 4.2 M | | 526% |
| GM% | 37.7% | 33.1% | | -12% |
| Sweden | | | | |
| Net Sales | 0.1 M | 0.2 M | 1.8 M | 682% |
| COGS | 0.0 M | 0.1 M | 1.1 M | 736% |
| Gross Margin | 0.0 M | 0.1 M | 0.7 M | 614% |
| GM% | 38.3% | 44.1% | 40.2% | -9% |
| United Kingdom | | | | |
| Net Sales | 2.0 M | 8.1 M | 34.2 M | 323% |
| COGS | 1.3 M | 5.3 M | 18.7 M | 252% |
| Gross Margin | 0.7 M | 2.8 M | 15.4 M | 459% |
| GM% | 36.2% | 34.1% | 45.1% | 32% |
| USA | | | | |
| Net Sales | 11.5 M | 31.9 M | 87.8 M | 175% |
| COGS | 7.7 M | 19.5 M | 55.3 M | 184% |
| Gross Margin | 3.8 M | 12.4 M | 32.5 M | 161% |
| GM% | 32.8% | 39.0% | 37.0% | -5% |
| Total Net Sales | 87.5 M | 196.7 M | 598.9 M | 204% |
| Total COGS | 51.2 M | 123.4 M | 380.7 M | 209% |
| Total Gross Margin | 36.2 M | 73.3 M | 218.2 M | 198% |
| Total GM% | 41.4% | 37.3% | 36.4% | -2% |