



## FILTERS

|          |     |
|----------|-----|
| region   | All |
| division | All |
| customer | All |

## P & L

### By Fiscal Years

All Values are in USD

Note: 2021 vs 2020 is not a part of Pivot Table

|                | Fiscal Years |       |        |              |
|----------------|--------------|-------|--------|--------------|
| customer       | 2019         | 2020  | 2021   | 2021 VS 2020 |
| Australia      |              |       |        |              |
| Net Sales      | 3.9M         | 10.7M | 21.0M  | 96.2%        |
| COGS           | 2.2M         | 5.8M  | 14.1M  | 143.2%       |
| Gross Margin   | 1.7M         | 4.9M  | 6.9M   | 40.8%        |
| Gross Margin % | 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 Margin   |              | 0.0M  | 0.9M   | 2665.4%      |
| Gross Margin % |              | 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 Margin   | 0.1M         | 0.9M  | 2.4M   | 168.4%       |
| 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  |              |
| Gross Margin   | 0.6M         | 2.1M  | 9.4M   |              |
| Gross Margin % | 44.9%        | 38.7% | 41.1%  |              |
| France         |              |       |        |              |
| Net Sales      | 4.0M         | 7.5M  | 25.9M  |              |
| COGS           | 2.3M         | 4.3M  | 14.7M  |              |
| Gross Margin   | 1.8M         | 3.2M  | 11.2M  |              |
| Gross Margin % | 44.1%        | 43.1% | 43.2%  |              |
| Germany        |              |       |        |              |
| Net Sales      | 2.6M         | 4.7M  | 12.0M  |              |
| COGS           | 1.6M         | 3.0M  | 8.9M   |              |
| Gross Margin   | 0.9M         | 1.7M  | 3.1M   |              |
| Gross Margin % | 37.0%        | 35.6% | 26.2%  |              |
| India          |              |       |        |              |
| Net Sales      | 30.8M        | 49.8M | 161.3M |              |
| COGS           | 17.8M        | 33.7M | 109.7M |              |

|                    |       |       |       |
|--------------------|-------|-------|-------|
| Gross Margin       | 13.1M | 16.0M | 51.6M |
| Gross Margin %     | 42.4% | 32.2% | 32.0% |
| <b>Indonesia</b>   |       |       |       |
| Net Sales          | 2.5M  | 6.2M  | 18.4M |
| COGS               | 1.5M  | 3.5M  | 11.3M |
| Gross Margin       | 1.1M  | 2.7M  | 7.1M  |
| Gross Margin %     | 42.0% | 42.9% | 38.4% |
| <b>Italy</b>       |       |       |       |
| Net Sales          | 2.9M  | 4.5M  | 11.7M |
| COGS               | 1.6M  | 3.1M  | 8.2M  |
| Gross Margin       | 1.3M  | 1.4M  | 3.5M  |
| Gross Margin %     | 45.6% | 30.7% | 30.1% |
| <b>Japan</b>       |       |       |       |
| Net Sales          |       | 1.9M  | 7.9M  |
| COGS               |       | 1.2M  | 4.2M  |
| Gross Margin       |       | 0.7M  | 3.7M  |
| Gross Margin %     |       | 37.0% | 46.5% |
| <b>Netherlands</b> |       |       |       |
| Net Sales          | 0.2M  | 3.4M  | 8.0M  |
| COGS               | 0.1M  | 1.8M  | 4.6M  |
| Gross Margin       | 0.1M  | 1.6M  | 3.4M  |
| Gross Margin %     | 36.4% | 47.8% | 42.0% |
| <b>Newzealand</b>  |       |       |       |
| Net Sales          |       | 2.0M  | 11.4M |
| COGS               |       | 1.5M  | 5.9M  |
| Gross Margin       |       | 0.5M  | 5.5M  |
| Gross Margin %     |       | 26.4% | 48.2% |
| <b>Norway</b>      |       |       |       |
| Net Sales          |       | 2.5M  | 13.7M |
| COGS               |       | 1.5M  | 9.6M  |
| Gross Margin       |       | 0.9M  | 4.0M  |
| Gross Margin %     |       | 37.7% | 29.5% |
| <b>Pakistan</b>    |       |       |       |
| Net Sales          | 0.6M  | 4.7M  | 5.7M  |
| COGS               | 0.4M  | 2.7M  | 3.6M  |
| Gross Margin       | 0.2M  | 2.0M  | 2.0M  |
| Gross Margin %     | 39.7% | 42.8% | 36.2% |
| <b>Philippines</b> |       |       |       |
| Net Sales          | 5.7M  | 13.4M | 31.9M |
| COGS               | 3.4M  | 7.3M  | 19.4M |
| Gross Margin       | 2.3M  | 6.0M  | 12.5M |
| Gross Margin %     | 39.9% | 45.1% | 39.1% |
| <b>Poland</b>      |       |       |       |
| Net Sales          | 0.4M  | 2.8M  | 5.2M  |
| COGS               | 0.3M  | 1.7M  | 3.0M  |
| Gross Margin       | 0.2M  | 1.1M  | 2.2M  |
| Gross Margin %     | 37.4% | 40.2% | 42.6% |



## Portugal

|                |       |       |       |
|----------------|-------|-------|-------|
| Net Sales      | 0.7M  | 3.6M  | 11.8M |
| COGS           | 0.5M  | 2.3M  | 6.8M  |
| Gross Margin   | 0.3M  | 1.3M  | 5.0M  |
| Gross Margin % | 39.3% | 36.1% | 42.1% |

## South Korea

|                |       |       |       |
|----------------|-------|-------|-------|
| Net Sales      | 12.8M | 17.3M | 49.0M |
| COGS           | 6.7M  | 12.1M | 31.4M |
| Gross Margin   | 6.1M  | 5.2M  | 17.6M |
| Gross Margin % | 47.5% | 29.8% | 35.9% |

## Spain

|                |       |       |
|----------------|-------|-------|
| Net Sales      | 1.8M  | 12.6M |
| COGS           | 1.1M  | 8.4M  |
| Gross Margin   | 0.7M  | 4.2M  |
| Gross Margin % | 37.7% | 33.1% |

## Sweden

|                |       |       |       |
|----------------|-------|-------|-------|
| Net Sales      | 0.1M  | 0.2M  | 1.8M  |
| COGS           | 0.0M  | 0.1M  | 1.1M  |
| Gross Margin   | 0.0M  | 0.1M  | 0.7M  |
| Gross Margin % | 38.3% | 44.1% | 40.2% |

## United Kingdom

|                |       |       |       |
|----------------|-------|-------|-------|
| Net Sales      | 2.0M  | 8.1M  | 34.2M |
| COGS           | 1.3M  | 5.3M  | 18.7M |
| Gross Margin   | 0.7M  | 2.8M  | 15.4M |
| Gross Margin % | 36.2% | 34.1% | 45.1% |

## USA

|                |       |       |       |
|----------------|-------|-------|-------|
| Net Sales      | 11.5M | 31.9M | 87.8M |
| COGS           | 7.7M  | 19.5M | 55.3M |
| Gross Margin   | 3.8M  | 12.4M | 32.5M |
| Gross Margin % | 32.8% | 39.0% | 37.0% |

|                             |              |               |               |
|-----------------------------|--------------|---------------|---------------|
| <b>Total Net Sales</b>      | <b>87.5M</b> | <b>196.7M</b> | <b>598.9M</b> |
| <b>Total COGS</b>           | <b>51.2M</b> | <b>123.4M</b> | <b>380.7M</b> |
| <b>Total Gross Margin</b>   | <b>36.2M</b> | <b>73.3M</b>  | <b>218.2M</b> |
| <b>Total Gross Margin %</b> | <b>41.4%</b> | <b>37.3%</b>  | <b>36.4%</b>  |