



FILTERS

customer
division

All
All

P & L
By Fiscal Years

All values in USD

21 vs 20 is not part of Pivot table

Customer	Fiscal Years			21 vs 20
	2019	2020	2021	
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%
GM %	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%
GM %		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%
GM %	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%
GM %	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%
GM %	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%
GM %	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%
GM %	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%
GM %	42.4%	32.2%	32.0%	-0.6%



	Net Sales	COGS	Gross Margin	GM %	
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%
GM %	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%
GM %	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%
GM %		37.0%	46.5%		25.9%
Netherlands					
Net Sales	0.2M	3.4M	8.0M		137.9%
COGS	0.1M	1.8M	4.6M		164.2%
Gross Margin	0.1M	1.6M	3.4M		109.2%
GM %	36.4%	47.8%	42.0%		-12.1%
Newzealand					
Net Sales		2.0M	11.4M		474.3%
COGS		1.5M	5.9M		303.8%
Gross Margin		0.5M	5.5M		950.7%
GM %		26.4%	48.2%		83.0%
Norway					
Net Sales		2.5M	13.7M		451.8%
COGS		1.5M	9.6M		525.0%
Gross Margin		0.9M	4.0M		331.0%
GM %		37.7%	29.5%		-21.9%
Pakistan					
Net Sales	0.6M	4.7M	5.7M		20.5%
COGS	0.4M	2.7M	3.6M		34.3%
Gross Margin	0.2M	2.0M	2.0M		2.0%
GM %	39.7%	42.8%	36.2%		-15.4%
Philippines					
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%
GM %	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%
GM %	37.4%	40.2%	42.6%		5.9%
Portugal					
Net Sales	0.7M	3.6M	11.8M		329.8%

AtliQ Hardwares



COGS	0.5M	2.3M	6.8M	298.9%
Gross Margin	0.3M	1.3M	5.0M	384.5%
GM %	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%
GM %	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%
GM %		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%
GM %	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%
GM %	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%
GM %	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 Margin	36.2M	73.3M	218.2M	297.6%
Total GM %	41.4%	37.3%	36.4%	97.7%