

region All  
division All  
customer All

**P&L****By Fiscal Years**

All Values are in USD

Note: 21 vs 20 is not part of Pivo

		<b>Fiscal Years</b>			
<b>Country</b>		<b>2019</b>	<b>2020</b>	<b>2021</b>	<b>21 vs 20</b>
<b>Australia</b>					
Net Sales		3.9M	10.7M	21.0M	96%
COGS		2.2M	5.8M	14.1M	143%
Gross Margin		1.7M	4.9M	6.9M	41%
GM %		42.57%	45.88%	32.92%	-28%
<b>Austria</b>					
Net Sales			0.1M	2.8M	2301%
COGS			0.1M	2.0M	2172%
Gross Margin			0.0M	0.9M	2665%
GM %			26.15%	30.11%	15%
<b>Bangladesh</b>					
Net Sales		0.5M	2.3M	7.0M	208%
COGS		0.3M	1.4M	4.5M	234%
Gross Margin		0.1M	0.9M	2.4M	168%
GM %		28.73%	39.61%	34.54%	-13%
<b>Canada</b>					
Net Sales		4.8M	12.2M	35.1M	188%
COGS		2.8M	7.1M	21.7M	206%
Gross Margin		2.0M	5.1M	13.4M	163%
GM %		41.67%	41.91%	38.21%	-9%
<b>China</b>					
Net Sales		1.4M	5.4M	22.9M	322%
COGS		0.8M	3.3M	13.5M	306%
Gross Margin		0.6M	2.1M	9.4M	348%
GM %		44.94%	38.68%	41.07%	6%
<b>France</b>					
Net Sales		4.0M	7.5M	25.9M	247%
COGS		2.3M	4.3M	14.7M	246%
Gross Margin		1.8M	3.2M	11.2M	248%
GM %		44.09%	43.11%	43.24%	0%
<b>Germany</b>					
Net Sales		2.6M	4.7M	12.0M	156%
COGS		1.6M	3.0M	8.9M	194%
Gross Margin		0.9M	1.7M	3.1M	88%
GM %		36.97%	35.63%	26.18%	-27%
<b>India</b>					
Net Sales		30.8M	49.8M	161.3M	224%
COGS		17.8M	33.7M	109.7M	225%
Gross Margin		13.1M	16.0M	51.6M	222%

GM %	42.35%	32.21%	32.00%	-1%
<b>Indonesia</b>				
Net Sales	2.5M	6.2M	18.4M	197%
COGS	1.5M	3.5M	11.3M	220%
Gross Margin	1.1M	2.7M	7.1M	166%
GM %	42.03%	42.91%	38.41%	-10%
<b>Italy</b>				
Net Sales	2.9M	4.5M	11.7M	163%
COGS	1.6M	3.1M	8.2M	165%
Gross Margin	1.3M	1.4M	3.5M	158%
GM %	45.63%	30.68%	30.13%	-2%
<b>Japan</b>				
Net Sales		1.9M	7.9M	321%
COGS		1.2M	4.2M	257%
Gross Margin		0.7M	3.7M	430%
GM %		36.96%	46.52%	26%
<b>Netherlands</b>				
Net Sales	0.2M	3.4M	8.0M	138%
COGS	0.1M	1.8M	4.6M	164%
Gross Margin	0.1M	1.6M	3.4M	109%
GM %	36.36%	47.79%	42.03%	-12%
<b>Newzealand</b>				
Net Sales		2.0M	11.4M	474%
COGS		1.5M	5.9M	304%
Gross Margin		0.5M	5.5M	951%
GM %		26.36%	48.23%	83%
<b>Norway</b>				
Net Sales		2.5M	13.7M	452%
COGS		1.5M	9.6M	525%
Gross Margin		0.9M	4.0M	331%
GM %		37.74%	29.48%	-22%
<b>Pakistan</b>				
Net Sales	0.6M	4.7M	5.7M	21%
COGS	0.4M	2.7M	3.6M	34%
Gross Margin	0.2M	2.0M	2.0M	2%
GM %	39.65%	42.75%	36.18%	-15%
<b>Philiphines</b>				
Net Sales	5.7M	13.4M	31.9M	138%
COGS	3.4M	7.3M	19.4M	165%
Gross Margin	2.3M	6.0M	12.5M	106%
GM %	39.90%	45.13%	39.09%	-13%
<b>Poland</b>				
Net Sales	0.4M	2.8M	5.2M	86%
COGS	0.3M	1.7M	3.0M	78%
Gross Margin	0.2M	1.1M	2.2M	97%
GM %	37.43%	40.20%	42.56%	6%
<b>Portugal</b>				

# AtliQ Hardwares



Net Sales	0.7M	3.6M	11.8M		230%
COGS	0.5M	2.3M	6.8M		199%
Gross Margin	0.3M	1.3M	5.0M		285%
GM %	39.29%	36.13%	42.13%		17%
<b>South Korea</b>					
Net Sales	12.8M	17.3M	49.0M		183%
COGS	6.7M	12.1M	31.4M		159%
Gross Margin	6.1M	5.2M	17.6M		241%
GM %	47.54%	29.82%	35.92%		20%
<b>Spain</b>					
Net Sales		1.8M	12.6M		611%
COGS		1.1M	8.4M		663%
Gross Margin		0.7M	4.2M		526%
GM %		37.67%	33.13%		-12%
<b>Sweden</b>					
Net Sales	0.1M	0.2M	1.8M		682%
COGS	0.0M	0.1M	1.1M		736%
Gross Margin	0.0M	0.1M	0.7M		614%
GM %	38.28%	44.06%	40.22%		-9%
<b>United Kingdom</b>					
Net Sales	2.0M	8.1M	34.2M		323%
COGS	1.3M	5.3M	18.7M		252%
Gross Margin	0.7M	2.8M	15.4M		459%
GM %	36.19%	34.13%	45.13%		32%
<b>USA</b>					
Net Sales	11.5M	31.9M	87.8M		175%
COGS	7.7M	19.5M	55.3M		184%
Gross Margin	3.8M	12.4M	32.5M		161%
GM %	32.79%	38.97%	36.99%		-5%















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