

## FILTERS

region	All	P&L by FY
division	All	All values in USD
customer	All	Note: 21 vs 20 is not part of the

		Fiscal Year			
Customers		2019	2020	2021	21 vs 20
Australia					
Net Sales		3.88M	10.70M	20.99M	96.22%
COGS		2.23M	5.79M	14.08M	143.20%
Gross Margin		1.65M	4.91M	6.91M	40.80%
GM %		42.57%	45.88%	32.92%	-28.24%
Austria					
Net Sales			0.12M	2.84M	2301.31%
COGS			0.09M	1.98M	2172.38%
Gross Margin			0.03M	0.86M	2665.44%
GM %			26.15%	30.11%	15.16%
Bangladesh					
Net Sales		0.48M	2.26M	6.95M	207.70%
COGS		0.34M	1.36M	4.55M	233.50%
Gross Margin		0.14M	0.89M	2.40M	168.36%
GM %		28.73%	39.61%	34.54%	-12.79%
Canada					
Net Sales		4.76M	12.17M	35.06M	188.06%
COGS		2.78M	7.07M	21.66M	206.43%
Gross Margin		1.99M	5.10M	13.39M	162.59%
GM %		41.67%	41.91%	38.21%	-8.84%
China					
Net Sales		1.43M	5.42M	22.89M	321.98%
COGS		0.78M	3.33M	13.49M	305.51%
Gross Margin		0.64M	2.10M	9.40M	348.09%
GM %		44.94%	38.68%	41.07%	6.19%
France					
Net Sales		4.04M	7.47M	25.94M	247.23%
COGS		2.26M	4.25M	14.73M	246.45%
Gross Margin		1.78M	3.22M	11.22M	248.26%
GM %		44.09%	43.11%	43.24%	0.30%



## Germany

Net Sales	2.56M	4.69M	12.01M	156.22%
COGS	1.62M	3.02M	8.86M	193.82%
Gross Margin	0.95M	1.67M	3.14M	88.28%
GM %	36.97%	35.63%	26.18%	-26.52%

## India

Net Sales	30.82M	49.77M	161.26M	224.02%
COGS	17.77M	33.74M	109.65M	224.99%
Gross Margin	13.05M	16.03M	51.61M	221.96%
GM %	42.35%	32.21%	32.00%	-0.63%

## Indonesia

Net Sales	2.52M	6.21M	18.41M	196.69%
COGS	1.46M	3.54M	11.34M	220.09%
Gross Margin	1.06M	2.66M	7.07M	165.56%
GM %	42.03%	42.91%	38.41%	-10.49%

## Italy

Net Sales	2.90M	4.46M	11.72M	162.53%
COGS	1.58M	3.09M	8.19M	164.61%
Gross Margin	1.33M	1.37M	3.53M	157.83%
GM %	45.63%	30.68%	30.13%	-1.79%

## Japan

Net Sales	1.88M	7.92M	321.11%
COGS	1.19M	4.24M	257.28%
Gross Margin	0.70M	3.69M	429.96%
GM %	36.96%	46.52%	25.85%

## Netherlands

Net Sales	0.23M	3.36M	7.98M	137.91%
COGS	0.14M	1.75M	4.63M	164.16%
Gross Margin	0.08M	1.60M	3.36M	109.23%
GM %	36.36%	47.79%	42.03%	-12.06%

## Newzealand

Net Sales	1.99M	11.40M	474.29%
COGS	1.46M	5.90M	303.76%
Gross Margin	0.52M	5.50M	950.71%
GM %	26.36%	48.23%	82.96%

## Norway

Net Sales	2.48M	13.68M	451.83%
COGS	1.54M	9.65M	525.04%
Gross Margin	0.94M	4.03M	331.04%



GM %		37.74%	29.48%		-21.89%
Pakistan					
Net Sales	0.62M	4.69M	5.66M		20.51%
COGS	0.38M	2.69M	3.61M		34.33%
Gross Margin	0.25M	2.01M	2.05M		2.00%
GM %	39.65%	42.75%	36.18%		-15.36%
Philippines					
Net Sales	5.69M	13.37M	31.86M		138.36%
COGS	3.42M	7.33M	19.40M		164.59%
Gross Margin	2.27M	6.03M	12.45M		106.47%
GM %	39.90%	45.13%	39.09%		-13.38%
Poland					
Net Sales	0.41M	2.79M	5.19M		85.81%
COGS	0.26M	1.67M	2.98M		78.47%
Gross Margin	0.15M	1.12M	2.21M		96.73%
GM %	37.43%	40.20%	42.56%		5.88%
Portugal					
Net Sales	0.75M	3.59M	11.83M		229.81%
COGS	0.45M	2.29M	6.85M		198.86%
Gross Margin	0.29M	1.30M	4.98M		284.53%
GM %	39.29%	36.13%	42.13%		16.59%
South Korea					
Net Sales	12.80M	17.28M	48.97M		183.31%
COGS	6.72M	12.13M	31.38M		158.65%
Gross Margin	6.09M	5.15M	17.59M		241.34%
GM %	47.54%	29.82%	35.92%		20.48%
Spain					
Net Sales		1.77M	12.62M		611.42%
COGS		1.11M	8.44M		663.24%
Gross Margin		0.67M	4.18M		525.68%
GM %		37.67%	33.13%		-12.05%
Sweden					
Net Sales	0.05M	0.23M	1.77M		681.92%
COGS	0.03M	0.13M	1.06M		735.60%
Gross Margin	0.02M	0.10M	0.71M		613.77%
GM %	38.28%	44.06%	40.22%		-8.72%
United Kingdom					
Net Sales	2.00M	8.08M	34.15M		322.73%
COGS	1.27M	5.32M	18.74M		252.12%

# AtliQ Hardwares



Gross Margin	0.72M	2.76M	15.41M		459.04%
GM %	36.19%	34.13%	45.13%		32.24%
USA					
Net Sales	11.53M	31.92M	87.78M		174.99%
COGS	7.75M	19.48M	55.31M		183.94%
Gross Margin	3.78M	12.44M	32.47M		160.98%
GM %	32.79%	38.97%	36.99%		-5.10%