

#### **FILTERS**

P & L

region All By Fiscal Years

division All All values are in USD

customer All **note: 21 vs 20 is not part of pivot table** 

Fiscal Years

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Customer	2019	2020	2021	21 vs 20
Australia				
Net sales	3.9M	10.7M	21.0M	96%
COGS	2.2M	5.8M	14.1M	143%
Gross Margir		4.9M	6.9M	41%
GM %	42.57%	45.88%	32.92%	-28%
Austria				
Net sales		0.1M	2.8M	2301%
COGS		0.1M	2.0M	2172%
Gross Margir	١	0.0M	0.9M	2665%
GM %		26.15%	30.11%	15%
Bangladesh				
Net sales	0.5M	2.3M	7.0M	208%
COGS	0.3M	1.4M	4.5M	234%
Gross Margir	0.1M	0.9M	2.4M	168%
GM %	28.73%	39.61%	34.54%	-13%
Canada				
Net sales	4.8M	12.2M	35.1M	188%
COGS	2.8M	7.1M	21.7M	206%
Gross Margir	2.0M	5.1M	13.4M	163%
GM %		41.91%	38.21%	-9%
China				
Net sales	1.4M	5.4M	22.9M	322%
COGS	0.8M	3.3M	13.5M	306%
Gross Margir	0.6M	2.1M	9.4M	348%
GM %	44.94%	38.68%	41.07%	6%
France				
Net sales	4.0M	7.5M	25.9M	247%
COGS	2.3M	4.3M	14.7M	246%
Gross Margir		3.2M	11.2M	248%
GM %		43.11%	43.24%	0%
Germany				
Net sales	2.6M	4.7M	12.0M	156%
COGS	1.6M	3.0M	8.9M	194%
Gross Margir		1.7M	3.1M	88%
GM %	36.97%		26.18%	-27%
India	00.7.70	30.3070	_0070	2,,0
Net sales	30.8M	49.8M	161.3M	224%
COGS	17.8M	33.7M	109.7M	225%
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Indonesia	Gross Margir	13.1M	16.0M	51.6M	222%
Net sales	_		32.21%	32.00%	-1%
COGS         1.5M         3.5M         11.3M         220%           Gross Margir         1.1M         2.7M         7.1M         166%           GM %         42.03%         42.91%         38.41%         -10%           Italy         1.0M         3.5M         11.7M         163%           COGS         1.6M         3.1M         8.2M         165%           Gross Margir         1.3M         1.4M         3.5M         158%           GM %         45.63%         30.68%         30.13%         -2%           Japan         Net sales         1.9M         7.9M         321%           COGS         1.2M         4.2M         257%           Gross Margin         0.7M         3.7M         430%           Gorss Margir         0.7M         3.4M         3.0M         430%           Net sales         0.2M         3.4M         8.0M         138%           COGS         0.1M         1.8M         4.6M         164%           Gross Margir         0.1M         1.6M         3.4M         109%           Mexealand         Net sales         2.0M         11.4M         474%           COGS         1.5M         5.9M	Indonesia				
Gross Margin   1.1M   2.7M   7.1M   166%   GM %   42.03%   42.91%   38.41%   -10%   Italy     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%   Japan     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%   Netherlands   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%   Newzealand   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%   Norway   Net sales   2.5M   13.7M   452%   COGS   0.5M   3.7.74%   29.48%   -22%   Pakistan   Net sales   0.6M   4.7M   5.7M   21%   COGS   0.4M   2.7M   3.6M   34%   Gross Margin   0.9M   4.0M   331%   GM %   37.74%   29.48%   -22%   Pakistan   Net sales   0.6M   4.7M   5.7M   21%   COGS   0.4M   2.7M   3.6M   34%   Gross Margin   0.2M   2.0M   2.0	Net sales	2.5M	6.2M	18.4M	197%
Residue	COGS	1.5M	3.5M	11.3M	220%
Italy	Gross Margir	1.1M	2.7M	7.1M	166%
Net sales	GM %	42.03%	42.91%	38.41%	-10%
COGS         1.6M         3.1M         8.2M         165%           Gross Margir GM %         45.63%         30.68%         30.13%         -2%           Japan         Net sales         1.9M         7.9M         321%           COGS         1.2M         4.2M         257%           Gross Margin GM %         36.96%         46.52%         26%           Netherlands         Net sales         0.2M         3.4M         8.0M         138%           COGS         0.1M         1.8M         4.6M         164%           Gross Margin GM %         36.36%         47.79%         42.03%         -12%           Newzealand         Net sales         2.0M         11.4M         474%           COGS         1.5M         5.9M         304%           Gross Margin GM %         26.36%         48.23%         83%           Norway         Net sales         2.5M         13.7M         452%           COGS         1.5M         9.6M         525%           Gross Margin GM %         26.36%         48.23%         83%           Norway         Net sales         2.5M         13.7M         452%           COGS         1.5M         9.6M         5	Italy				
Gross Margir GM %         1.3M         1.4M         3.5M         158% GM %           Japan         45.63%         30.68%         30.13%         -2%           Japan         Net sales         1.9M         7.9M         321%           COGS         1.2M         4.2M         257%           Gross Margin GM %         36.96%         46.52%         26%           Netherlands         Net sales         0.2M         3.4M         8.0M         138%           COGS         0.1M         1.8M         4.6M         164%           Gross Margin GM %         36.36%         47.79%         42.03%         -12%           Newzealand         Net sales         2.0M         11.4M         474%           COGS         1.5M         5.9M         304%           Gross Margin GM %         26.36%         48.23%         83%           Norway         Net sales         2.5M         13.7M         452%           COGS         1.5M         9.6M         325%           Gross Margin GM %         37.74%         29.48%         -22%           Pakistan         Net sales         0.6M         4.7M         5.7M         21%           COGS         0.4M	Net sales	2.9M	4.5M	11.7M	163%
GM %         45.63%         30.68%         30.13%         -2%           Japan         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%           Netherlands         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%           Newzealand         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%           Norway         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%<	COGS	1.6M	3.1M	8.2M	165%
Net sales	Gross Margir	1.3M	1.4M	3.5M	158%
Net sales	GM %	45.63%	30.68%	30.13%	-2%
COGS         1.2M         4.2M         257%           Gross Margin         0.7M         3.7M         430%           GM %         36.96%         46.52%         26%           Netherlands         0.2M         3.4M         8.0M         138%           COGS         0.1M         1.8M         4.6M         164%           Gross Margir         0.1M         1.6M         3.4M         109%           GM %         36.36%         47.79%         42.03%         -12%           Newzealand         1.6M         3.4M         109%           Mex 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%           Norway         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%           Pakistan         Net sales         0.6M         4.7M         5.7M         21% <td>Japan</td> <td></td> <td></td> <td></td> <td></td>	Japan				
Gross Margin GM %         0.7M         3.7M         430% 26%           Netherlands         36.96%         46.52%         26%           Net sales         0.2M         3.4M         8.0M         138%           COGS         0.1M         1.8M         4.6M         164%           Gross Margir         0.1M         1.6M         3.4M         109%           GM %         36.36%         47.79%         42.03%         -12%           Newzealand         1.6M         3.4M         109%           GM %         36.36%         47.79%         42.03%         -12%           Newzealand         2.0M         11.4M         474%           COGS         1.5M         5.9M         304%           Gross Margin         0.5M         5.5M         951%           GM %         26.36%         48.23%         83%           Norway         1.5M         9.6M         525%           Gross Margin         0.9M         4.0M         331%           GM %         37.74%         29.48%         -22%           Pakistan         36.0M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         <	Net sales		1.9M	7.9M	321%
36.96%         46.52%         26%           Netherlands         Net sales         0.2M         3.4M         8.0M         138%           COGS         0.1M         1.8M         4.6M         164%           Gross Margir         0.1M         1.6M         3.4M         109%           GM %         36.36%         47.79%         42.03%         -12%           Newzealand         1.6M         3.4M         474%           COGS         1.5M         5.9M         304%           COGS         1.5M         5.9M         304%           Gross Margin         0.5M         5.5M         951%           GM %         26.36%         48.23%         83%           Norway         26.36%         48.23%         83%           Norway         2.5M         13.7M         452%           COGS         1.5M         9.6M         525%           Gross Margin         0.9M         4.0M         331%           GM %         37.74%         29.48%         -22%           Pakistan         1.5M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir </td <td>COGS</td> <td></td> <td>1.2M</td> <td>4.2M</td> <td>257%</td>	COGS		1.2M	4.2M	257%
Netherlands         Net sales         0.2M         3.4M         8.0M         138%           COGS         0.1M         1.8M         4.6M         164%           Gross Margir         0.1M         1.6M         3.4M         109%           GM %         36.36%         47.79%         42.03%         -12%           Newzealand         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%           Norway         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%           Pakistan         Net sales         0.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%	Gross Margir	١	0.7M	3.7M	430%
Net sales         0.2M         3.4M         8.0M         138%           COGS         0.1M         1.8M         4.6M         164%           Gross Margir         0.1M         1.6M         3.4M         109%           GM %         36.36%         47.79%         42.03%         -12%           Newzealand           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%           Norway         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%           Pakistan         2.1%         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philip	GM %		36.96%	46.52%	26%
COGS         0.1M         1.8M         4.6M         164%           Gross Margir         0.1M         1.6M         3.4M         109%           GM %         36.36%         47.79%         42.03%         -12%           Newzealand           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%           Norway         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%           Pakistan         Net sales         0.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines         5.7M         13.4M         31.9M	Netherlands				
Gross Margir         0.1M         1.6M         3.4M         109%           GM %         36.36%         47.79%         42.03%         -12%           Newzealand         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%           Norway         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%           Pakistan         10.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines         5.7M         13.4M         31.9M         138%           COGS         3.4M         7.3M         19.4M         165% <t< td=""><td>Net sales</td><td>0.2M</td><td>3.4M</td><td>8.0M</td><td>138%</td></t<>	Net sales	0.2M	3.4M	8.0M	138%
GM %         36.36%         47.79%         42.03%         -12%           Newzealand	COGS	0.1M	1.8M	4.6M	164%
Newzealand         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%           Norway         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%           Pakistan         Net sales         0.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           Philiphines         0.2M         2.0M         2.0M         2.5%           Philiphines         0.4M         7.3M         19.4M         165%           Gross Margir         2.3M         6.0M         12.5M         106%           Gross Margir         2.3M         6.0M         12.5M         106%           Gross Margir         2.3M         6.0M         12.5M         106%	Gross Margir	0.1M	1.6M	3.4M	109%
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%         Norway       Value       38%         Norway       Value       452%         COGS       1.5M       9.6M       525%         COGS       1.5M       9.6M       525%         Gross Margin       0.9M       4.0M       331%         GM %       37.74%       29.48%       -22%         Pakistan       Value       2.7M       3.6M       34%         COGS       0.4M       2.7M       3.6M       34%         Gross Margin       0.2M       2.0M       2.0M       2.0M       2.0M         COGS       3.4M       2.75%       36.18%       -15%         Philiphines       Vet 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%	GM %	36.36%	47.79%	42.03%	-12%
COGS         1.5M         5.9M         304%           Gross Margin         0.5M         5.5M         951%           GM %         26.36%         48.23%         83%           Norway         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%           Pakistan         0.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines         Net sales         5.7M         13.4M         31.9M         138%           COGS         3.4M         7.3M         19.4M         165%           Gross Margir         2.3M         6.0M         12.5M         106%           GM %         39.90%         45.13%         39.09%         -13%           Poland         Net sales         0.4M         2.8M	Newzealand				
Gross Margin GM %         0.5M 26.36%         5.5M 48.23%         951% 83%           Norway         26.36%         48.23%         83%           Norway         Vert sales         2.5M 13.7M 25%         452%           COGS         1.5M 9.6M 525%         525%         66M 525%           Gross Margin GM %         37.74%         29.48%         -22%           Pakistan         Net sales         0.6M 4.7M 5.7M 21%         21%           COGS         0.4M 2.7M 3.6M 34%         3.6M 34%           Gross Margin GM %         39.65% 42.75%         36.18%         -15%           Philiphines         Net sales         5.7M 13.4M 31.9M 138%         138%           COGS         3.4M 7.3M 19.4M 165%         13.6M 12.5M 106%         106%           Gm %         39.90% 45.13% 39.09% -13%         106%         13%           Poland         Net sales         0.4M 2.8M 5.2M 5.2M 86%         86%           COGS         0.3M 1.7M 3.0M 78%         3.0M 78%           Gross Margin         0.2M 1.1M 2.2M 97%	Net sales		2.0M	11.4M	474%
GM %       26.36%       48.23%       83%         Norway       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%         Pakistan         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%         Ghliphines       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%         Poland       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%	COGS		1.5M	5.9M	304%
Norway         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%           Pakistan           Net sales         0.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines           Net sales         5.7M         13.4M         31.9M         138%           COGS         3.4M         7.3M         19.4M         165%           Gross Margir         2.3M         6.0M         12.5M         106%           GM %         39.90%         45.13%         39.09%         -13%           Poland           Net sales         0.4M         2.8M         5.2M         86%           COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M <t< td=""><td>Gross Margir</td><td>١</td><td>0.5M</td><td>5.5M</td><td>951%</td></t<>	Gross Margir	١	0.5M	5.5M	951%
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%           Pakistan         Net sales         0.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines         Net sales         5.7M         13.4M         31.9M         138%           COGS         3.4M         7.3M         19.4M         165%           Gross Margir         2.3M         6.0M         12.5M         106%           GM %         39.90%         45.13%         39.09%         -13%           Poland         Net sales         0.4M         2.8M         5.2M         86%           COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M         1.1M         2.2M         97%	GM %		26.36%	48.23%	83%
COGS       1.5M       9.6M       525%         Gross Margin       0.9M       4.0M       331%         GM %       37.74%       29.48%       -22%         Pakistan       Net sales       0.6M       4.7M       5.7M       21%         COGS       0.4M       2.7M       3.6M       34%         Gross Margir       0.2M       2.0M       2.0M       2%         GM %       39.65%       42.75%       36.18%       -15%         Philliphines         Net sales       5.7M       13.4M       31.9M       138%         COGS       3.4M       7.3M       19.4M       165%         Gross Margir       2.3M       6.0M       12.5M       106%         GM %       39.90%       45.13%       39.09%       -13%         Poland       Net sales       0.4M       2.8M       5.2M       86%         COGS       0.3M       1.7M       3.0M       78%         Gross Margir       0.2M       1.1M       2.2M       97%	Norway				
Gross Margin         0.9M         4.0M         331%           GM %         37.74%         29.48%         -22%           Pakistan         Net sales         0.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines         Net sales         5.7M         13.4M         31.9M         138%           COGS         3.4M         7.3M         19.4M         165%           Gross Margir         2.3M         6.0M         12.5M         106%           GM %         39.90%         45.13%         39.09%         -13%           Poland         Net sales         0.4M         2.8M         5.2M         86%           COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M         1.1M         2.2M         97%	Net sales		2.5M	13.7M	452%
GM %       37.74%       29.48%       -22%         Pakistan	COGS		1.5M	9.6M	525%
Pakistan         Net sales       0.6M       4.7M       5.7M       21%         COGS       0.4M       2.7M       3.6M       34%         Gross Margir       0.2M       2.0M       2.0M       2%         GM %       39.65%       42.75%       36.18%       -15%         Philiphines         Net sales       5.7M       13.4M       31.9M       138%         COGS       3.4M       7.3M       19.4M       165%         Gross Margir       2.3M       6.0M       12.5M       106%         GM %       39.90%       45.13%       39.09%       -13%         Poland       Net sales       0.4M       2.8M       5.2M       86%         COGS       0.3M       1.7M       3.0M       78%         Gross Margir       0.2M       1.1M       2.2M       97%	Gross Margir	١	0.9M	4.0M	331%
Net sales         0.6M         4.7M         5.7M         21%           COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines           Net sales         5.7M         13.4M         31.9M         138%           COGS         3.4M         7.3M         19.4M         165%           Gross Margir         2.3M         6.0M         12.5M         106%           GM %         39.90%         45.13%         39.09%         -13%           Poland           Net sales         0.4M         2.8M         5.2M         86%           COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M         1.1M         2.2M         97%	GM %		37.74%	29.48%	-22%
COGS         0.4M         2.7M         3.6M         34%           Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines           Net sales         5.7M         13.4M         31.9M         138%           COGS         3.4M         7.3M         19.4M         165%           Gross Margir         2.3M         6.0M         12.5M         106%           GM %         39.90%         45.13%         39.09%         -13%           Poland           Net sales         0.4M         2.8M         5.2M         86%           COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M         1.1M         2.2M         97%	Pakistan				
Gross Margir         0.2M         2.0M         2.0M         2%           GM %         39.65%         42.75%         36.18%         -15%           Philiphines           Net sales         5.7M         13.4M         31.9M         138%           COGS         3.4M         7.3M         19.4M         165%           Gross Margir         2.3M         6.0M         12.5M         106%           GM %         39.90%         45.13%         39.09%         -13%           Poland           Net sales         0.4M         2.8M         5.2M         86%           COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M         1.1M         2.2M         97%	Net sales	0.6M	4.7M	5.7M	21%
GM %       39.65%       42.75%       36.18%       -15%         Philiphines	COGS	0.4M	2.7M	3.6M	34%
Philiphines         Net sales       5.7M       13.4M       31.9M       138%         COGS       3.4M       7.3M       19.4M       165%         Gross Margir       2.3M       6.0M       12.5M       106%         GM %       39.90%       45.13%       39.09%       -13%         Poland         Net sales       0.4M       2.8M       5.2M       86%         COGS       0.3M       1.7M       3.0M       78%         Gross Margir       0.2M       1.1M       2.2M       97%	Gross Margir	0.2M	2.0M	2.0M	2%
Net sales       5.7M       13.4M       31.9M       138%         COGS       3.4M       7.3M       19.4M       165%         Gross Margir       2.3M       6.0M       12.5M       106%         GM %       39.90%       45.13%       39.09%       -13%         Poland       Net sales       0.4M       2.8M       5.2M       86%         COGS       0.3M       1.7M       3.0M       78%         Gross Margir       0.2M       1.1M       2.2M       97%	GM %	39.65%	42.75%	36.18%	-15%
COGS       3.4M       7.3M       19.4M       165%         Gross Margir       2.3M       6.0M       12.5M       106%         GM %       39.90%       45.13%       39.09%       -13%         Poland         Net sales       0.4M       2.8M       5.2M       86%         COGS       0.3M       1.7M       3.0M       78%         Gross Margir       0.2M       1.1M       2.2M       97%	Philiphines				
Gross Margir         2.3M         6.0M         12.5M         106%           GM %         39.90%         45.13%         39.09%         -13%           Poland           Net sales         0.4M         2.8M         5.2M         86%           COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M         1.1M         2.2M         97%	Net sales	5.7M	13.4M	31.9M	138%
GM %       39.90%       45.13%       39.09%       -13%         Poland       Net sales       0.4M       2.8M       5.2M       86%         COGS       0.3M       1.7M       3.0M       78%         Gross Margir       0.2M       1.1M       2.2M       97%	COGS	3.4M	7.3M	19.4M	165%
Poland           Net sales         0.4M         2.8M         5.2M         86%           COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M         1.1M         2.2M         97%	Gross Margir	2.3M	6.0M	12.5M	106%
Net sales       0.4M       2.8M       5.2M       86%         COGS       0.3M       1.7M       3.0M       78%         Gross Margir       0.2M       1.1M       2.2M       97%	GM %	39.90%	45.13%	39.09%	-13%
COGS         0.3M         1.7M         3.0M         78%           Gross Margir         0.2M         1.1M         2.2M         97%	Poland				
Gross Margir 0.2M 1.1M 2.2M 97%	Net sales	0.4M	2.8M	5.2M	86%
	COGS	0.3M	1.7M	3.0M	78%
GM % 37.43% 40.20% 42.56% 6%	Gross Margir	0.2M	1.1M	2.2M	97%
	GM %	37.43%	40.20%	42.56%	6%



Portugal				
Net sales	0.7M	3.6M	11.8M	230%
COGS	0.5M	2.3M	6.8M	199%
Gross Margir	0.3M	1.3M	5.0M	285%
GM %	39.29%	36.13%	42.13%	17%
South Korea				
Net sales	12.8M	17.3M	49.0M	183%
COGS	6.7M	12.1M	31.4M	159%
Gross Margir	6.1M	5.2M	17.6M	241%
GM %	47.54%	29.82%	35.92%	20%
Spain				
Net sales		1.8M	12.6M	611%
COGS		1.1M	8.4M	663%
Gross Margir	١	0.7M	4.2M	526%
GM %		37.67%	33.13%	-12%
Sweden				
Net sales	0.1M	0.2M	1.8M	682%
COGS	0.0M	0.1M	1.1M	736%
Gross Margir	0.0M	0.1M	0.7M	614%
GM %	38.28%	44.06%	40.22%	-9%
United Kingdom				
Net sales	2.0M	8.1M	34.2M	323%
COGS	1.3M	5.3M	18.7M	252%
Gross Margir	0.7M	2.8M	15.4M	459%
GM %	36.19%	34.13%	45.13%	32%
USA				
Net sales	11.5M	31.9M	87.8M	175%
COGS	7.7M	19.5M	55.3M	184%
Gross Margir	3.8M	12.4M	32.5M	161%
GM %	32.79%	38.97%	36.99%	-5%
Total Net sales	87.5M	196.7M	598.9M	204%
Total COGS	51.2M	123.4M	380.7M	209%
Total Gross Marg	36.2M	73.3M	218.2M	198%
Total GM %	41.43%	37.28%	36.43%	-2%













