



## FILTERS

region All  
division All  
customer All

## P &amp; L

## By Fiscal Year

All values are in USD

Note: 21vs20 is not part of pivot table

Customer	Fiscal Years			
	2019	2020	2021	21 vs 20
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%	71.8%
Austria				
Net Sales		0.1M	2.8M	2401.3%
COGS		0.1M	2.0M	2272.4%
Gross Margin		0.0M	0.9M	2765.4%
GM%		26.1%	30.1%	115.2%
Bangladesh				
Net Sales	0.5M	2.3M	7.0M	307.7%
COGS	0.3M	1.4M	4.5M	333.5%
Gross Margin	0.1M	0.9M	2.4M	268.4%
GM%	28.7%	39.6%	34.5%	87.2%
Canada				
Net Sales	4.8M	12.2M	35.1M	288.1%
COGS	2.8M	7.1M	21.7M	306.4%
Gross Margin	2.0M	5.1M	13.4M	262.6%
GM%	41.7%	41.9%	38.2%	91.2%
China				
Net Sales	1.4M	5.4M	22.9M	422.0%
COGS	0.8M	3.3M	13.5M	405.5%
Gross Margin	0.6M	2.1M	9.4M	448.1%
GM%	44.9%	38.7%	41.1%	106.2%
France				
Net Sales	4.0M	7.5M	25.9M	347.2%
COGS	2.3M	4.3M	14.7M	346.4%
Gross Margin	1.8M	3.2M	11.2M	348.3%
GM%	44.1%	43.1%	43.2%	100.3%
Germany				
Net Sales	2.6M	4.7M	12.0M	256.2%
COGS	1.6M	3.0M	8.9M	293.8%
Gross Margin	0.9M	1.7M	3.1M	188.3%
GM%	37.0%	35.6%	26.2%	73.5%
India				
Net Sales	30.8M	49.8M	161.3M	324.0%
COGS	17.8M	33.7M	109.7M	325.0%



Gross Margin	13.1M	16.0M	51.6M	322.0%
GM%	42.4%	32.2%	32.0%	99.4%
Indonesia				
Net Sales	2.5M	6.2M	18.4M	296.7%
COGS	1.5M	3.5M	11.3M	320.1%
Gross Margin	1.1M	2.7M	7.1M	265.6%
GM%	42.0%	42.9%	38.4%	89.5%
Italy				
Net Sales	2.9M	4.5M	11.7M	262.5%
COGS	1.6M	3.1M	8.2M	264.6%
Gross Margin	1.3M	1.4M	3.5M	257.8%
GM%	45.6%	30.7%	30.1%	98.2%
Japan				
Net Sales		1.9M	7.9M	421.1%
COGS		1.2M	4.2M	357.3%
Gross Margin		0.7M	3.7M	530.0%
GM%		37.0%	46.5%	125.9%
Netherlands				
Net Sales	0.2M	3.4M	8.0M	237.9%
COGS	0.1M	1.8M	4.6M	264.2%
Gross Margin	0.1M	1.6M	3.4M	209.2%
GM%	36.4%	47.8%	42.0%	87.9%
Newzealand				
Net Sales		2.0M	11.4M	574.3%
COGS		1.5M	5.9M	403.8%
Gross Margin		0.5M	5.5M	1050.7%
GM%		26.4%	48.2%	183.0%
Norway				
Net Sales		2.5M	13.7M	551.8%
COGS		1.5M	9.6M	625.0%
Gross Margin		0.9M	4.0M	431.0%
GM%		37.7%	29.5%	78.1%
Pakistan				
Net Sales	0.6M	4.7M	5.7M	120.5%
COGS	0.4M	2.7M	3.6M	134.3%
Gross Margin	0.2M	2.0M	2.0M	102.0%
GM%	39.7%	42.8%	36.2%	84.6%
Philippines				
Net Sales	5.7M	13.4M	31.9M	238.4%
COGS	3.4M	7.3M	19.4M	264.6%
Gross Margin	2.3M	6.0M	12.5M	206.5%
GM%	39.9%	45.1%	39.1%	86.6%
Poland				
Net Sales	0.4M	2.8M	5.2M	185.8%
COGS	0.3M	1.7M	3.0M	178.5%
Gross Margin	0.2M	1.1M	2.2M	196.7%
GM%	37.4%	40.2%	42.6%	105.9%

**Portugal**

Net Sales	0.7M	3.6M	11.8M	329.8%
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%

