

P & L

By Fiscal Year & Market

























All Values are in USD

Note : 2021 vs 2020 is not part of pivot table

FILTER	
region	All
customer	All
division	All

		Fiscal Year			
Market		2019	2020	2021	2021 vs 2020
Australia					
Net Sales		3.88M	10.70M	20.99M	<div><div></div></div> 96.22%
COGS		2.23M	5.79M	14.08M	<div><div></div></div> 143.20%
Gross Margin		1.65M	4.91M	6.91M	<div><div></div></div> 40.80%
GM %		42.57%	45.88%	32.92%	<div><div></div></div> -28.24%
Austria					
Net Sales			0.12M	2.84M	<div><div></div></div> 2301.31%
COGS			0.09M	1.98M	<div><div></div></div> 2172.38%
Gross Margin			0.03M	0.86M	<div><div></div></div> 2665.44%
GM %			26.15%	30.11%	<div><div></div></div> 15.16%
Bangladesh					
Net Sales		0.48M	2.26M	6.95M	<div><div></div></div> 207.70%
COGS		0.34M	1.36M	4.55M	<div><div></div></div> 233.50%
Gross Margin		0.14M	0.89M	2.40M	<div><div></div></div> 168.36%
GM %		28.73%	39.61%	34.54%	<div><div></div></div> -12.79%
Canada					
Net Sales		4.76M	12.17M	35.06M	<div><div></div></div> 188.06%
COGS		2.78M	7.07M	21.66M	<div><div></div></div> 206.43%
Gross Margin		1.99M	5.10M	13.39M	<div><div></div></div> 162.59%
GM %		41.67%	41.91%	38.21%	<div><div></div></div> -8.84%
China					
Net Sales		1.43M	5.42M	22.89M	<div><div></div></div> 321.98%
COGS		0.78M	3.33M	13.49M	<div><div></div></div> 305.51%
Gross Margin		0.64M	2.10M	9.40M	<div><div></div></div> 348.09%
GM %		44.94%	38.68%	41.07%	<div><div></div></div> 6.19%
France					
Net Sales		4.04M	7.47M	25.94M	<div><div></div></div> 247.23%
COGS		2.26M	4.25M	14.73M	<div><div></div></div> 246.45%
Gross Margin		1.78M	3.22M	11.22M	<div><div></div></div> 248.26%
GM %		44.09%	43.11%	43.24%	<div><div></div></div> 0.30%
Germany					
Net Sales		2.56M	4.69M	12.01M	<div><div></div></div> 156.22%
COGS		1.62M	3.02M	8.86M	<div><div></div></div> 193.82%
Gross Margin		0.95M	1.67M	3.14M	<div><div></div></div> 88.28%
GM %		36.97%	35.63%	26.18%	<div><div></div></div> -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%
Philiphines				
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%
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%