

FILTERS

region	All
customer	All
division	All

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

All Values in USD

Note: 21 vs 20 is not part of pivot table

		Fiscal Years			
Customer	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%	-28.2%	
Austria					
Net Sales		0.1M	2.8M	2301.3%	
COGS		0.1M	2.0M	2172.4%	
Gross Margin		0.0M	0.9M	2665.4%	
GM %		26.1%	30.1%	15.2%	
Bangladesh					
Net Sales	0.5M	2.3M	7.0M	207.7%	
COGS	0.3M	1.4M	4.5M	233.5%	
Gross Margin	0.1M	0.9M	2.4M	168.4%	
GM %	28.7%	39.6%	34.5%	-12.8%	
Canada					
Net Sales	4.8M	12.2M	35.1M	188.1%	
COGS	2.8M	7.1M	21.7M	206.4%	
Gross Margin	2.0M	5.1M	13.4M	162.6%	
GM %	41.7%	41.9%	38.2%	-8.8%	
China					
Net Sales	1.4M	5.4M	22.9M	322.0%	
COGS	0.8M	3.3M	13.5M	305.5%	
Gross Margin	0.6M	2.1M	9.4M	348.1%	
GM %	44.9%	38.7%	41.1%	6.2%	
France					
Net Sales	4.0M	7.5M	25.9M	247.2%	
COGS	2.3M	4.3M	14.7M	246.4%	
Gross Margin	1.8M	3.2M	11.2M	248.3%	
GM %	44.1%	43.1%	43.2%	0.3%	
Germany					
Net Sales	2.6M	4.7M	12.0M	156.2%	
COGS	1.6M	3.0M	8.9M	193.8%	
Gross Margin	0.9M	1.7M	3.1M	88.3%	
GM %	37.0%	35.6%	26.2%	-26.5%	
India					
Net Sales	30.8M	49.8M	161.3M	224.0%	
COGS	17.8M	33.7M	109.7M	225.0%	

Gross Margin	13.1M	16.0M	51.6M	222.0%
GM %	42.4%	32.2%	32.0%	-0.6%

Indonesia

Net Sales	2.5M	6.2M	18.4M	196.7%
COGS	1.5M	3.5M	11.3M	220.1%
Gross Margin	1.1M	2.7M	7.1M	165.6%
GM %	42.0%	42.9%	38.4%	-10.5%

Italy

Net Sales	2.9M	4.5M	11.7M	162.5%
COGS	1.6M	3.1M	8.2M	164.6%
Gross Margin	1.3M	1.4M	3.5M	157.8%
GM %	45.6%	30.7%	30.1%	-1.8%

Japan

Net Sales	1.9M	7.9M	321.1%
COGS	1.2M	4.2M	257.3%
Gross Margin	0.7M	3.7M	430.0%
GM %	37.0%	46.5%	25.9%

Netherlands

Net Sales	0.2M	3.4M	8.0M	137.9%
COGS	0.1M	1.8M	4.6M	164.2%
Gross Margin	0.1M	1.6M	3.4M	109.2%
GM %	36.4%	47.8%	42.0%	-12.1%

Newzealand

Net Sales	2.0M	11.4M	474.3%
COGS	1.5M	5.9M	303.8%
Gross Margin	0.5M	5.5M	950.7%
GM %	26.4%	48.2%	83.0%

Norway

Net Sales	2.5M	13.7M	451.8%
COGS	1.5M	9.6M	525.0%
Gross Margin	0.9M	4.0M	331.0%
GM %	37.7%	29.5%	-21.9%

Pakistan

Net Sales	0.6M	4.7M	5.7M	20.5%
COGS	0.4M	2.7M	3.6M	34.3%
Gross Margin	0.2M	2.0M	2.0M	2.0%
GM %	39.7%	42.8%	36.2%	-15.4%





Philippines

Net Sales	5.7M	13.4M	31.9M	138.4%
COGS	3.4M	7.3M	19.4M	164.6%
Gross Margin	2.3M	6.0M	12.5M	106.5%
GM %	39.9%	45.1%	39.1%	-13.4%





Poland

Net Sales	0.4M	2.8M	5.2M	85.8%
COGS	0.3M	1.7M	3.0M	78.5%
Gross Margin	0.2M	1.1M	2.2M	96.7%
GM %	37.4%	40.2%	42.6%	5.9%





Portugal

Net Sales	0.7M	3.6M	11.8M		229.8%
COGS	0.5M	2.3M	6.8M		198.9%
Gross Margin	0.3M	1.3M	5.0M		284.5%
GM %	39.3%	36.1%	42.1%		16.6%





South Korea

Net Sales	12.8M	17.3M	49.0M		183.3%
COGS	6.7M	12.1M	31.4M		158.7%
Gross Margin	6.1M	5.2M	17.6M		241.3%
GM %	47.5%	29.8%	35.9%		20.5%





Spain

Net Sales		1.8M	12.6M		611.4%
COGS		1.1M	8.4M		663.2%
Gross Margin		0.7M	4.2M		525.7%
GM %		37.7%	33.1%		-12.1%





Sweden

Net Sales	0.1M	0.2M	1.8M		681.9%
COGS	0.0M	0.1M	1.1M		735.6%
Gross Margin	0.0M	0.1M	0.7M		613.8%
GM %	38.3%	44.1%	40.2%		-8.7%

United Kingdom

Net Sales	2.0M	8.1M	34.2M		322.7%
COGS	1.3M	5.3M	18.7M		252.1%
Gross Margin	0.7M	2.8M	15.4M		459.0%
GM %	36.2%	34.1%	45.1%		32.2%

USA

Net Sales	11.5M	31.9M	87.8M		175.0%
COGS	7.7M	19.5M	55.3M		183.9%
Gross Margin	3.8M	12.4M	32.5M		161.0%
GM %	32.8%	39.0%	37.0%		-5.1%