



## FILTERS

region All  
division All  
customer All

## P &amp; L by Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of Pivot table.

Country	Fiscal Years		
	2019	2020	2021
Australia			
Net sales	3.9 M	10.7 M	21.0 M
COGS	2.2 M	5.8 M	14.1 M
Gross Margin	1.7 M	4.9 M	6.9 M
GM %	42.6%	45.9%	32.9%
Austria			
Net sales		0.1 M	2.8 M
COGS		0.1 M	2.0 M
Gross Margin		0.0 M	0.9 M
GM %		26.1%	30.1%
Bangladesh			
Net sales	0.5 M	2.3 M	7.0 M
COGS	0.3 M	1.4 M	4.5 M
Gross Margin	0.1 M	0.9 M	2.4 M
GM %	28.7%	39.6%	34.5%
Canada			
Net sales	4.8 M	12.2 M	35.1 M
COGS	2.8 M	7.1 M	21.7 M
Gross Margin	2.0 M	5.1 M	13.4 M
GM %	41.7%	41.9%	38.2%
China			
Net sales	1.4 M	5.4 M	22.9 M
COGS	0.8 M	3.3 M	13.5 M
Gross Margin	0.6 M	2.1 M	9.4 M
GM %	44.9%	38.7%	41.1%
France			
Net sales	4.0 M	7.5 M	25.9 M
COGS	2.3 M	4.3 M	14.7 M
Gross Margin	1.8 M	3.2 M	11.2 M
GM %	44.1%	43.1%	43.2%
Germany			
Net sales	2.6 M	4.7 M	12.0 M
COGS	1.6 M	3.0 M	8.9 M
Gross Margin	0.9 M	1.7 M	3.1 M



GM %	37.0%	35.6%	26.2%
India			
Net sales	30.8 M	49.8 M	161.3 M
COGS	17.8 M	33.7 M	109.7 M
Gross Margin	13.1 M	16.0 M	51.6 M
GM %	42.4%	32.2%	32.0%
Indonesia			
Net sales	2.5 M	6.2 M	18.4 M
COGS	1.5 M	3.5 M	11.3 M
Gross Margin	1.1 M	2.7 M	7.1 M
GM %	42.0%	42.9%	38.4%
Italy			
Net sales	2.9 M	4.5 M	11.7 M
COGS	1.6 M	3.1 M	8.2 M
Gross Margin	1.3 M	1.4 M	3.5 M
GM %	45.6%	30.7%	30.1%
Japan			
Net sales		1.9 M	7.9 M
COGS		1.2 M	4.2 M
Gross Margin		0.7 M	3.7 M
GM %		37.0%	46.5%
Netherlands			
Net sales	0.2 M	3.4 M	8.0 M
COGS	0.1 M	1.8 M	4.6 M
Gross Margin	0.1 M	1.6 M	3.4 M
GM %	36.4%	47.8%	42.0%
Newzealand			
Net sales		2.0 M	11.4 M
COGS		1.5 M	5.9 M
Gross Margin		0.5 M	5.5 M
GM %		26.4%	48.2%
Norway			
Net sales		2.5 M	13.7 M
COGS		1.5 M	9.6 M
Gross Margin		0.9 M	4.0 M
GM %		37.7%	29.5%
Pakistan			
Net sales	0.6 M	4.7 M	5.7 M
COGS	0.4 M	2.7 M	3.6 M
Gross Margin	0.2 M	2.0 M	2.0 M
GM %	39.7%	42.8%	36.2%
Philiphines			
Net sales	5.7 M	13.4 M	31.9 M