



region	All
customer	All
division	All

P & L By FY report

Column Labels			
Customers	2019	2020	2021
Australia			
Net Sales Amount	3.88M	10.70M	20.99M
COGS	2.23M	5.79M	14.08M
Gross Margin	1.65M	4.91M	6.91M
GM%	42.57%	45.88%	32.92%
Austria			
Net Sales Amount		0.12M	2.84M
COGS		0.09M	1.98M
Gross Margin		0.03M	0.86M
GM%		26.15%	30.11%
Bangladesh			
Net Sales Amount	0.48M	2.26M	6.95M
COGS	0.34M	1.36M	4.55M
Gross Margin	0.14M	0.89M	2.40M
GM%	28.73%	39.61%	34.54%
Canada			
Net Sales Amount	4.76M	12.17M	35.06M
COGS	2.78M	7.07M	21.66M
Gross Margin	1.99M	5.10M	13.39M
GM%	41.67%	41.91%	38.21%
China			
Net Sales Amount	1.43M	5.42M	22.89M
COGS	0.78M	3.33M	13.49M
Gross Margin	0.64M	2.10M	9.40M
GM%	44.94%	38.68%	41.07%
France			
Net Sales Amount	4.04M	7.47M	25.94M
COGS	2.26M	4.25M	14.73M
Gross Margin	1.78M	3.22M	11.22M
GM%	44.09%	43.11%	43.24%
Germany			
Net Sales Amount	2.56M	4.69M	12.01M
COGS	1.62M	3.02M	8.86M
Gross Margin	0.95M	1.67M	3.14M
GM%	36.97%	35.63%	26.18%
India			
Net Sales Amount	30.82M	49.77M	161.26M
COGS	17.77M	33.74M	109.65M
Gross Margin	13.05M	16.03M	51.61M
GM%	42.35%	32.21%	32.00%
Indonesia			
Net Sales Amount	2.52M	6.21M	18.41M
COGS	1.46M	3.54M	11.34M
Gross Margin	1.06M	2.66M	7.07M
GM%	42.03%	42.91%	38.41%
Italy			
Net Sales Amount	2.90M	4.46M	11.72M
COGS	1.58M	3.09M	8.19M
Gross Margin	1.33M	1.37M	3.53M
GM%	45.63%	30.68%	30.13%
Japan			
Net Sales Amount		1.88M	7.92M
COGS		1.19M	4.24M
Gross Margin		0.70M	3.69M
GM%		36.96%	46.52%
Netherlands			
Net Sales Amount	0.23M	3.36M	7.98M
COGS	0.14M	1.75M	4.63M
Gross Margin	0.08M	1.60M	3.36M
GM%	36.36%	47.79%	42.03%
Newzealand			
Net Sales Amount		1.99M	11.40M
COGS		1.46M	5.90M
Gross Margin		0.52M	5.50M
GM%		26.36%	48.23%
Norway			
Net Sales Amount		2.48M	13.68M
COGS		1.54M	9.65M
Gross Margin		0.94M	4.03M
GM%		37.74%	29.48%
Pakistan			
Net Sales Amount	0.62M	4.69M	5.66M
COGS	0.38M	2.69M	3.61M
Gross Margin	0.25M	2.01M	2.05M
GM%	39.65%	42.75%	36.18%
Philippines			
Net Sales Amount	5.69M	13.37M	31.86M
COGS	3.42M	7.33M	19.40M
Gross Margin	2.27M	6.03M	12.45M
GM%	39.90%	45.13%	39.09%
Poland			
Net Sales Amount	0.41M	2.79M	5.19M
COGS	0.26M	1.67M	2.98M
Gross Margin	0.15M	1.12M	2.21M
GM%	37.43%	40.20%	42.56%
Portugal			
Net Sales Amount	0.75M	3.59M	11.83M
COGS	0.45M	2.29M	6.85M
Gross Margin	0.29M	1.30M	4.98M
GM%	39.29%	36.13%	42.13%
South Korea			
Net Sales Amount	12.80M	17.28M	48.97M
COGS	6.72M	12.13M	31.38M
Gross Margin	6.09M	5.15M	17.59M
GM%	47.54%	29.82%	35.92%
Spain			
Net Sales Amount		1.77M	12.62M
COGS		1.11M	8.44M
Gross Margin		0.67M	4.18M
GM%		37.67%	33.13%
Sweden			
Net Sales Amount	0.05M	0.23M	1.77M
COGS	0.03M	0.13M	1.06M
Gross Margin	0.02M	0.10M	0.71M
GM%	38.28%	44.06%	40.22%
United Kingdom			
Net Sales Amount	2.00M	8.08M	34.15M
COGS	1.27M	5.32M	18.74M
Gross Margin	0.72M	2.76M	15.41M
GM%	36.19%	34.13%	45.13%
USA			
Net Sales Amount	11.53M	31.92M	87.78M
COGS	7.75M	19.48M	55.31M
Gross Margin	3.78M	12.44M	32.47M
GM%	32.79%	38.97%	36.99%