



FILTERS

region	All
market	All
customer	All
division	All

P & L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot tab

Fiscal Years				
Metrics	2019	2020	2021	21 vs 20
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
Gross Margin	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%









































le

FILTERS

region	All
division	All

Market

Performance vs Target

All values are in USD

Country	2019	2020	2021	2021 - Target
Australia	3.9M	10.7M	21.0M	-2.2M
Austria		0.1M	2.8M	-0.3M
Bangladesh	0.5M	2.3M	7.0M	-0.7M
Canada	4.8M	12.2M	35.1M	-5.1M
China	1.4M	5.4M	22.9M	-2.1M
France	4.0M	7.5M	25.9M	-2.2M
Germany	2.6M	4.7M	12.0M	-1.5M
India	30.8M	49.8M	161.3M	-9.6M
Indonesia	2.5M	6.2M	18.4M	-2.4M
Italy	2.9M	4.5M	11.7M	-1.0M
Japan		1.9M	7.9M	-0.3M
Netherlands	0.2M	3.4M	8.0M	-0.7M
Newzealand		2.0M	11.4M	-1.4M
Norway		2.5M	13.7M	-1.4M
Pakistan	0.6M	4.7M	5.7M	-0.5M
Philippines	5.7M	13.4M	31.9M	-2.5M
Poland	0.4M	2.8M	5.2M	-0.9M
Portugal	0.7M	3.6M	11.8M	-0.5M
South Korea	12.8M	17.3M	49.0M	-4.4M
Spain		1.8M	12.6M	-1.8M
Sweden	0.1M	0.2M	1.8M	-0.2M
United Kingdom	2.0M	8.1M	34.2M	-3.0M
USA	11.5M	31.9M	87.8M	-10.2M
Grand Total	87.5M	196.7M	598.9M	-54.9M



%
-10.5%
-11.7%
-10.3%
-14.5%
-9.0%
-8.4%
-12.7%
-5.9%
-12.9%
-9.0%
-4.1%
-8.2%
-12.3%
-10.5%
-9.3%
-7.8%
-18.1%
-4.3%
-8.9%
-14.1%
-11.1%
-8.7%
-11.7%
-9.2%