

FILTERS

division All
region All

Customer
 Net Sales Perform

All values are in USD
 Note: 21 vs 20 is not

Country	Fiscal Years		
	2019	2020	2021
Australia			
COGS	2.2M	5.8M	14.1M
Net Sales	3.9M	10.7M	21.0M
Gross Margin	1.7M	4.9M	6.9M
Gross Margin %	42.57%	45.88%	32.92%
Austria			
COGS		0.1M	2.0M
Net Sales		0.1M	2.8M
Gross Margin		0.0M	0.9M
Gross Margin %		26.15%	30.11%
Bangladesh			
COGS	0.3M	1.4M	4.5M
Net Sales	0.5M	2.3M	7.0M
Gross Margin	0.1M	0.9M	2.4M
Gross Margin %	28.73%	39.61%	34.54%
Canada			
COGS	2.8M	7.1M	21.7M
Net Sales	4.8M	12.2M	35.1M
Gross Margin	2.0M	5.1M	13.4M
Gross Margin %	41.67%	41.91%	38.21%
China			
COGS	0.8M	3.3M	13.5M
Net Sales	1.4M	5.4M	22.9M
Gross Margin	0.6M	2.1M	9.4M
Gross Margin %	44.94%	38.68%	41.07%
France			
COGS	2.3M	4.3M	14.7M
Net Sales	4.0M	7.5M	25.9M
Gross Margin	1.8M	3.2M	11.2M
Gross Margin %	44.09%	43.11%	43.24%
Germany			
COGS	1.6M	3.0M	8.9M
Net Sales	2.6M	4.7M	12.0M
Gross Margin	0.9M	1.7M	3.1M
Gross Margin %	36.97%	35.63%	26.18%
India			
COGS	17.8M	33.7M	109.7M

Net Sales	30.8M	49.8M	161.3M
Gross Margin	13.1M	16.0M	51.6M
Gross Margin %	42.35%	32.21%	32.00%
Indonesia			
COGS	1.5M	3.5M	11.3M
Net Sales	2.5M	6.2M	18.4M
Gross Margin	1.1M	2.7M	7.1M
Gross Margin %	42.03%	42.91%	38.41%
Italy			
COGS	1.6M	3.1M	8.2M
Net Sales	2.9M	4.5M	11.7M
Gross Margin	1.3M	1.4M	3.5M
Gross Margin %	45.63%	30.68%	30.13%
Japan			
COGS		1.2M	4.2M
Net Sales		1.9M	7.9M
Gross Margin		0.7M	3.7M
Gross Margin %		36.96%	46.52%
Netherlands			
COGS	0.1M	1.8M	4.6M
Net Sales	0.2M	3.4M	8.0M
Gross Margin	0.1M	1.6M	3.4M
Gross Margin %	36.36%	47.79%	42.03%
Newzealand			
COGS		1.5M	5.9M
Net Sales		2.0M	11.4M
Gross Margin		0.5M	5.5M
Gross Margin %		26.36%	48.23%
Norway			
COGS		1.5M	9.6M
Net Sales		2.5M	13.7M
Gross Margin		0.9M	4.0M
Gross Margin %		37.74%	29.48%
Pakistan			
COGS	0.4M	2.7M	3.6M
Net Sales	0.6M	4.7M	5.7M
Gross Margin	0.2M	2.0M	2.0M
Gross Margin %	39.65%	42.75%	36.18%
Philiphines			
COGS	3.4M	7.3M	19.4M
Net Sales	5.7M	13.4M	31.9M
Gross Margin	2.3M	6.0M	12.5M
Gross Margin %	39.90%	45.13%	39.09%
Poland			
COGS	0.3M	1.7M	3.0M
Net Sales	0.4M	2.8M	5.2M
Gross Margin	0.2M	1.1M	2.2M



Gross Margin %	37.43%	40.20%	42.56%
Portugal			
COGS	0.5M	2.3M	6.8M
Net Sales	0.7M	3.6M	11.8M
Gross Margin	0.3M	1.3M	5.0M
Gross Margin %	39.29%	36.13%	42.13%
South Korea			
COGS	6.7M	12.1M	31.4M
Net Sales	12.8M	17.3M	49.0M
Gross Margin	6.1M	5.2M	17.6M
Gross Margin %	47.54%	29.82%	35.92%
Spain			
COGS		1.1M	8.4M
Net Sales		1.8M	12.6M
Gross Margin		0.7M	4.2M
Gross Margin %		37.67%	33.13%
Sweden			
COGS	0.0M	0.1M	1.1M
Net Sales	0.1M	0.2M	1.8M
Gross Margin	0.0M	0.1M	0.7M
Gross Margin %	38.28%	44.06%	40.22%
United Kingdom			
COGS	1.3M	5.3M	18.7M
Net Sales	2.0M	8.1M	34.2M
Gross Margin	0.7M	2.8M	15.4M
Gross Margin %	36.19%	34.13%	45.13%
USA			
COGS	7.7M	19.5M	55.3M
Net Sales	11.5M	31.9M	87.8M
Gross Margin	3.8M	12.4M	32.5M
Gross Margin %	32.79%	38.97%	36.99%
Total COGS	51.2M	123.4M	380.7M
Total Net Sales	87.5M	196.7M	598.9M
Total Gross Margin	36.2M	73.3M	218.2M
Total Gross Margin %	41.43%	37.28%	36.43%



nance

part of Pivot Table

21 vs 20

