

**Filter**

division	All
region	All
FY	All

**PnL BY FISCAL YEAR**  
All Values are in USD Dollar

## Column Labels

Country	2019	2020	2021	Grand Total
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**Australia**

Net Sales	3.9 M	10.7 M	21.0 M	<b>35.6 M</b>
Sum of cogs	2.2 M	5.8 M	14.1 M	<b>22.1 M</b>
Gross Margin	1.7 M	4.9 M	6.9 M	<b>13.5 M</b>
GM %	42.57%	45.88%	32.92%	<b>37.87%</b>

**Austria**

Net Sales		0.1 M	2.8 M	<b>3.0 M</b>
Sum of cogs		0.1 M	2.0 M	<b>2.1 M</b>
Gross Margin		0.0 M	0.9 M	<b>0.9 M</b>
GM %		26.15%	30.11%	<b>29.96%</b>

**Bangladesh**

Net Sales	0.5 M	2.3 M	7.0 M	<b>9.7 M</b>
Sum of cogs	0.3 M	1.4 M	4.5 M	<b>6.3 M</b>
Gross Margin	0.1 M	0.9 M	2.4 M	<b>3.4 M</b>
GM %	28.73%	39.61%	34.54%	<b>35.43%</b>

**Canada**

Net Sales	4.8 M	12.2 M	35.1 M	<b>52.0 M</b>
Sum of cogs	2.8 M	7.1 M	21.7 M	<b>31.5 M</b>
Gross Margin	2.0 M	5.1 M	13.4 M	<b>20.5 M</b>
GM %	41.67%	41.91%	38.21%	<b>39.39%</b>

**China**

Net Sales	1.4 M	5.4 M	22.9 M	<b>29.7 M</b>
Sum of cogs	0.8 M	3.3 M	13.5 M	<b>17.6 M</b>
Gross Margin	0.6 M	2.1 M	9.4 M	<b>12.1 M</b>
GM %	44.94%	38.68%	41.07%	<b>40.82%</b>

## France

Net Sales	4.0 M	7.5 M	25.9 M	<i>37.5 M</i>
Sum of cogs	2.3 M	4.3 M	14.7 M	<i>21.2 M</i>
Gross Margin	1.8 M	3.2 M	11.2 M	<i>16.2 M</i>
GM %	44.09%	43.11%	43.24%	<i>43.31%</i>

## Germany

Net Sales	2.6 M	4.7 M	12.0 M	<i>19.3 M</i>
Sum of cogs	1.6 M	3.0 M	8.9 M	<i>13.5 M</i>
Gross Margin	0.9 M	1.7 M	3.1 M	<i>5.8 M</i>
GM %	36.97%	35.63%	26.18%	<i>29.91%</i>

## India

Net Sales	30.8 M	49.8 M	161.3 M	<i>241.9 M</i>
Sum of cogs	17.8 M	33.7 M	109.7 M	<i>161.2 M</i>
Gross Margin	13.1 M	16.0 M	51.6 M	<i>80.7 M</i>
GM %	42.35%	32.21%	32.00%	<i>33.36%</i>

## Indonesia

Net Sales	2.5 M	6.2 M	18.4 M	<i>27.1 M</i>
Sum of cogs	1.5 M	3.5 M	11.3 M	<i>16.3 M</i>
Gross Margin	1.1 M	2.7 M	7.1 M	<i>10.8 M</i>
GM %	42.03%	42.91%	38.41%	<i>39.77%</i>

## Italy

Net Sales	2.9 M	4.5 M	11.7 M	<i>19.1 M</i>
Sum of cogs	1.6 M	3.1 M	8.2 M	<i>12.9 M</i>
Gross Margin	1.3 M	1.4 M	3.5 M	<i>6.2 M</i>
GM %	45.63%	30.68%	30.13%	<i>32.62%</i>

## Japan

Net Sales		1.9 M	7.9 M	<i>9.8 M</i>
Sum of cogs		1.2 M	4.2 M	<i>5.4 M</i>
Gross Margin		0.7 M	3.7 M	<i>4.4 M</i>
GM %		36.96%	46.52%	<i>44.68%</i>

## Netherlands

Net Sales	0.2 M	3.4 M	8.0 M	<i>11.6 M</i>
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Sum of cogs	0.1 M	1.8 M	4.6 M	<i>6.5 M</i>
Gross Margin	0.1 M	1.6 M	3.4 M	<i>5.0 M</i>
GM %	36.36%	47.79%	42.03%	<i>43.59%</i>

## Newzealand

Net Sales		2.0 M	11.4 M	<i>13.4 M</i>
Sum of cogs		1.5 M	5.9 M	<i>7.4 M</i>
Gross Margin		0.5 M	5.5 M	<i>6.0 M</i>
GM %		26.36%	48.23%	<i>44.98%</i>

## Norway

Net Sales		2.5 M	13.7 M	<i>16.2 M</i>
Sum of cogs		1.5 M	9.6 M	<i>11.2 M</i>
Gross Margin		0.9 M	4.0 M	<i>5.0 M</i>
GM %		37.74%	29.48%	<i>30.75%</i>

## Pakistan

Net Sales	0.6 M	4.7 M	5.7 M	<i>11.0 M</i>
Sum of cogs	0.4 M	2.7 M	3.6 M	<i>6.7 M</i>
Gross Margin	0.2 M	2.0 M	2.0 M	<i>4.3 M</i>
GM %	39.65%	42.75%	36.18%	<i>39.19%</i>

## Philippines

Net Sales	5.7 M	13.4 M	31.9 M	<i>50.9 M</i>
Sum of cogs	3.4 M	7.3 M	19.4 M	<i>30.2 M</i>
Gross Margin	2.3 M	6.0 M	12.5 M	<i>20.8 M</i>
GM %	39.90%	45.13%	39.09%	<i>40.77%</i>

## Poland

Net Sales	0.4 M	2.8 M	5.2 M	<i>8.4 M</i>
Sum of cogs	0.3 M	1.7 M	3.0 M	<i>4.9 M</i>
Gross Margin	0.2 M	1.1 M	2.2 M	<i>3.5 M</i>
GM %	37.43%	40.20%	42.56%	<i>41.52%</i>

## Portugal

Net Sales	0.7 M	3.6 M	11.8 M	<i>16.2 M</i>
Sum of cogs	0.5 M	2.3 M	6.8 M	<i>9.6 M</i>
Gross Margin	0.3 M	1.3 M	5.0 M	<i>6.6 M</i>

GM %	39.29%	36.13%	42.13%	<b>40.66%</b>
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## South Korea

Net Sales	12.8 M	17.3 M	49.0 M	<b>79.1 M</b>
Sum of cogs	6.7 M	12.1 M	31.4 M	<b>50.2 M</b>
Gross Margin	6.1 M	5.2 M	17.6 M	<b>28.8 M</b>
GM %	47.54%	29.82%	35.92%	<b>36.47%</b>

## Spain

Net Sales		1.8 M	12.6 M	<b>14.4 M</b>
Sum of cogs		1.1 M	8.4 M	<b>9.5 M</b>
Gross Margin		0.7 M	4.2 M	<b>4.8 M</b>
GM %		37.67%	33.13%	<b>33.69%</b>

## Sweden

Net Sales	0.1 M	0.2 M	1.8 M	<b>2.0 M</b>
Sum of cogs	0.0 M	0.1 M	1.1 M	<b>1.2 M</b>
Gross Margin	0.0 M	0.1 M	0.7 M	<b>0.8 M</b>
GM %	38.28%	44.06%	40.22%	<b>40.59%</b>

## United Kingdom

Net Sales	2.0 M	8.1 M	34.2 M	<b>44.2 M</b>
Sum of cogs	1.3 M	5.3 M	18.7 M	<b>25.3 M</b>
Gross Margin	0.7 M	2.8 M	15.4 M	<b>18.9 M</b>
GM %	36.19%	34.13%	45.13%	<b>42.72%</b>

## USA

Net Sales	11.5 M	31.9 M	87.8 M	<b>131.2 M</b>
Sum of cogs	7.7 M	19.5 M	55.3 M	<b>82.5 M</b>
Gross Margin	3.8 M	12.4 M	32.5 M	<b>48.7 M</b>
GM %	32.79%	38.97%	36.99%	<b>37.10%</b>