



customer All Fisca market All All All va

Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of Pivot table

| | Fiscal Year | | | |
|----------------------|-------------|---------|---------|------------------------|
| Country | 2019 | 2020 | 2021 | 21 vs 20 |
| APAC | | | | |
| net_sales_amount | 58.2 M | 113.6 M | 336.3 M | 196.13% |
| COGS | 33.1 M | 72.6 M | 217.6 M | 19 <mark>9.94%</mark> |
| Gross Margin | 25.1 M | 41.0 M | 118.7 M | 1 <mark>8</mark> 9.41% |
| GM% | 43.18% | 36.11% | 35.29% | 97.73% |
| EU | | | | |
| net_sales_amount | 12.9 M | 39.0 M | 139.7 M | 357.98% |
| COGS | 7.6 M | 24.3 M | 86.1 M | 354.91% |
| Gross Margin | 5.3 M | 14.8 M | 53.6 M | 363.02% |
| GM% | 41.16% | 37.85% | 38.38% | 101.41% |
| NA | | | | |
| net_sales_amount | 16.3 M | 44.1 M | 122.8 M | 278.60% |
| COGS | 10.5 M | 26.6 M | 77.0 M | 289.93% |
| Gross Margin | 5.8 M | 17.5 M | 45.9 M | 261.45% |
| GM% | 35.39% | 39.78% | 37.34% | 93.84% |
| Total net_sales_amou | 87.5 M | 196.7 M | 598.9 M | 304.48% |
| Total COGS | 51.2 M | 123.4 M | 380.7 M | 308.59% |
| Total Gross Margin | 36.2 M | 73.3 M | 218.2 M | 297.55% |
| Total GM% | 41.43% | 37.28% | 36.43% | 97.73% |





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