



FILTERS

division All
region All
customer All

P & L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

		Fiscal Years			
Customer		2019	2020	2021	21 vs 20
Australia					
Net Sales		3.9M	10.7M	21.0M	96.2%
cogs		2.2M	5.8M	14.1M	143.2%
Gross Margir		1.7M	4.9M	6.9M	40.8%
GM %		42.6%	45.9%	32.9%	-28.2%
Austria					
Net Sales			0.1M	2.8M	2301.3%
cogs			0.1M	2.0M	2172.4%
Gross Margin			0.0M	0.9M	2665.4%
GM %			26.1%	30.1%	15.2%
Bangladesh					
Net Sales		0.5M	2.3M	7.0M	207.7%
cogs		0.3M	1.4M	4.5M	233.5%
Gross Margir		0.1M	0.9M	2.4M	168.4%
GM %		28.7%	39.6%	34.5%	-12.8%
Canada					
Net Sales		4.8M	12.2M	35.1M	188.1%
cogs		2.8M	7.1M	21.7M	206.4%
Gross Margir		2.0M	5.1M	13.4M	162.6%
GM %		41.7%	41.9%	38.2%	-8.8%
China					
Net Sales		1.4M	5.4M	22.9M	322.0%
cogs		0.8M	3.3M	13.5M	305.5%
Gross Margir		0.6M	2.1M	9.4M	348.1%
GM %		44.9%	38.7%	41.1%	6.2%
France					
Net Sales		4.0M	7.5M	25.9M	247.2%
cogs		2.3M	4.3M	14.7M	246.4%
Gross Margir		1.8M	3.2M	11.2M	248.3%
GM %		44.1%	43.1%	43.2%	0.3%
Germany					
Net Sales		2.6M	4.7M	12.0M	156.2%
cogs		1.6M	3.0M	8.9M	193.8%
Gross Margir		0.9M	1.7M	3.1M	88.3%
GM %		37.0%	35.6%	26.2%	-26.5%
India					

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Net Sales	30.8M	49.8M	161.3M	<div></div>	224.0%
cogs	17.8M	33.7M	109.7M	<div></div>	225.0%
Gross Margin	13.1M	16.0M	51.6M	<div></div>	222.0%
GM %	42.4%	32.2%	32.0%		-0.6%
Indonesia					
Net Sales	2.5M	6.2M	18.4M	<div></div>	196.7%
cogs	1.5M	3.5M	11.3M	<div></div>	220.1%
Gross Margin	1.1M	2.7M	7.1M	<div></div>	165.6%
GM %	42.0%	42.9%	38.4%		-10.5%
Italy					
Net Sales	2.9M	4.5M	11.7M	<div></div>	162.5%
cogs	1.6M	3.1M	8.2M	<div></div>	164.6%
Gross Margin	1.3M	1.4M	3.5M	<div></div>	157.8%
GM %	45.6%	30.7%	30.1%		-1.8%
Japan					
Net Sales		1.9M	7.9M	<div></div>	321.1%
cogs		1.2M	4.2M	<div></div>	257.3%
Gross Margin		0.7M	3.7M	<div></div>	430.0%
GM %		37.0%	46.5%		25.9%
Netherlands					
Net Sales	0.2M	3.4M	8.0M	<div></div>	137.9%
cogs	0.1M	1.8M	4.6M	<div></div>	164.2%
Gross Margin	0.1M	1.6M	3.4M	<div></div>	109.2%
GM %	36.4%	47.8%	42.0%		-12.1%
Newzealand					
Net Sales		2.0M	11.4M	<div></div>	474.3%
cogs		1.5M	5.9M	<div></div>	303.8%
Gross Margin		0.5M	5.5M	<div></div>	950.7%
GM %		26.4%	48.2%		83.0%
Norway					
Net Sales		2.5M	13.7M	<div></div>	451.8%
cogs		1.5M	9.6M	<div></div>	525.0%
Gross Margin		0.9M	4.0M	<div></div>	331.0%
GM %		37.7%	29.5%		-21.9%
Pakistan					
Net Sales	0.6M	4.7M	5.7M	<div></div>	20.5%
cogs	0.4M	2.7M	3.6M	<div></div>	34.3%
Gross Margin	0.2M	2.0M	2.0M	<div></div>	2.0%
GM %	39.7%	42.8%	36.2%		-15.4%
Philiphines					
Net Sales	5.7M	13.4M	31.9M	<div></div>	138.4%
cogs	3.4M	7.3M	19.4M	<div></div>	164.6%
Gross Margin	2.3M	6.0M	12.5M	<div></div>	106.5%
GM %	39.9%	45.1%	39.1%		-13.4%
Poland					
Net Sales	0.4M	2.8M	5.2M	<div></div>	85.8%
cogs	0.3M	1.7M	3.0M	<div></div>	78.5%

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Gross Margir	0.2M	1.1M	2.2M		96.7%
GM %	37.4%	40.2%	42.6%		5.9%
Portugal					
Net Sales	0.7M	3.6M	11.8M		229.8%
cogs	0.5M	2.3M	6.8M		198.9%
Gross Margir	0.3M	1.3M	5.0M		284.5%
GM %	39.3%	36.1%	42.1%		16.6%
South Korea					
Net Sales	12.8M	17.3M	49.0M		183.3%
cogs	6.7M	12.1M	31.4M		158.7%
Gross Margir	6.1M	5.2M	17.6M		241.3%
GM %	47.5%	29.8%	35.9%		20.5%
Spain					
Net Sales		1.8M	12.6M		611.4%
cogs		1.1M	8.4M		663.2%
Gross Margin		0.7M	4.2M		525.7%
GM %		37.7%	33.1%		-12.1%
Sweden					
Net Sales	0.1M	0.2M	1.8M		681.9%
cogs	0.0M	0.1M	1.1M		735.6%
Gross Margir	0.0M	0.1M	0.7M		613.8%
GM %	38.3%	44.1%	40.2%		-8.7%
United Kingdom					
Net Sales	2.0M	8.1M	34.2M		322.7%
cogs	1.3M	5.3M	18.7M		252.1%
Gross Margir	0.7M	2.8M	15.4M		459.0%
GM %	36.2%	34.1%	45.1%		32.2%
USA					
Net Sales	11.5M	31.9M	87.8M		175.0%
cogs	7.7M	19.5M	55.3M		183.9%
Gross Margir	3.8M	12.4M	32.5M		161.0%
GM %	32.8%	39.0%	37.0%		-5.1%
Total Net Sales	87.5M	196.7M	598.9M		204.5%
Total cogs	51.2M	123.4M	380.7M		208.6%
Total Gross Ma	36.2M	73.3M	218.2M		197.6%
Total GM %	41.4%	37.3%	36.4%		-2.3%