



FILTERS

region All
customer All
division All

P & L

By Fiscal Years

All Values are in USD

Note: 21 vs 20 is not part of pivot table

Customer	Fiscal Years			
	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.9M	10.7M	21.0M	96.22%
COGS	2.2M	5.8M	14.1M	143.20%
Gross Margin	1.7M	4.9M	6.9M	40.80%
GM%	42.57%	45.88%	32.92%	-28.24%
Austria				
Net Sales		0.1M	2.8M	2301.31%
COGS		0.1M	2.0M	2172.38%
Gross Margin		0.0M	0.9M	2665.44%
GM%		26.15%	30.11%	15.16%
Bangladesh				
Net Sales	0.5M	2.3M	7.0M	207.70%
COGS	0.3M	1.4M	4.5M	233.50%
Gross Margin	0.1M	0.9M	2.4M	168.36%
GM%	28.73%	39.61%	34.54%	-12.79%
Canada				
Net Sales	4.8M	12.2M	35.1M	188.06%
COGS	2.8M	7.1M	21.7M	206.43%
Gross Margin	2.0M	5.1M	13.4M	162.59%
GM%	41.67%	41.91%	38.21%	-8.84%
China				
Net Sales	1.4M	5.4M	22.9M	321.98%
COGS	0.8M	3.3M	13.5M	305.51%
Gross Margin	0.6M	2.1M	9.4M	348.09%
GM%	44.94%	38.68%	41.07%	6.19%
France				
Net Sales	4.0M	7.5M	25.9M	247.23%
COGS	2.3M	4.3M	14.7M	246.45%
Gross Margin	1.8M	3.2M	11.2M	248.26%
GM%	44.09%	43.11%	43.24%	0.30%
Germany				
Net Sales	2.6M	4.7M	12.0M	156.22%
COGS	1.6M	3.0M	8.9M	193.82%
Gross Margin	0.9M	1.7M	3.1M	88.28%
GM%	36.97%	35.63%	26.18%	-26.52%
India				
Net Sales	30.8M	49.8M	161.3M	224.02%
COGS	17.8M	33.7M	109.7M	224.99%

Gross Margin	13.1M	16.0M	51.6M	221.96%
GM%	42.35%	32.21%	32.00%	-0.63%
Indonesia				
Net Sales	2.5M	6.2M	18.4M	196.69%
COGS	1.5M	3.5M	11.3M	220.09%
Gross Margin	1.1M	2.7M	7.1M	165.56%
GM%	42.03%	42.91%	38.41%	-10.49%
Italy				
Net Sales	2.9M	4.5M	11.7M	162.53%
COGS	1.6M	3.1M	8.2M	164.61%
Gross Margin	1.3M	1.4M	3.5M	157.83%
GM%	45.63%	30.68%	30.13%	-1.79%
Japan				
Net Sales		1.9M	7.9M	321.11%
COGS		1.2M	4.2M	257.28%
Gross Margin		0.7M	3.7M	429.96%
GM%		36.96%	46.52%	25.85%
Netherlands				
Net Sales	0.2M	3.4M	8.0M	137.91%
COGS	0.1M	1.8M	4.6M	
Gross Margin	0.1M	1.6M	3.4M	
GM%	36.36%	47.79%	42.03%	
Newzealand				
Net Sales		2.0M	11.4M	
COGS		1.5M	5.9M	
Gross Margin		0.5M	5.5M	
GM%		26.36%	48.23%	
Norway				
Net Sales		2.5M	13.7M	
COGS		1.5M	9.6M	
Gross Margin		0.9M	4.0M	
GM%		37.74%	29.48%	
Pakistan				
Net Sales	0.6M	4.7M	5.7M	
COGS	0.4M	2.7M	3.6M	
Gross Margin	0.2M	2.0M	2.0M	
GM%	39.65%	42.75%	36.18%	
Philippines				
Net Sales	5.7M	13.4M	31.9M	
COGS	3.4M	7.3M	19.4M	
Gross Margin	2.3M	6.0M	12.5M	
GM%	39.90%	45.13%	39.09%	
Poland				
Net Sales	0.4M	2.8M	5.2M	
COGS	0.3M	1.7M	3.0M	
Gross Margin	0.2M	1.1M	2.2M	
GM%	37.43%	40.20%	42.56%	



Portugal

Net Sales	0.7M	3.6M	11.8M
COGS	0.5M	2.3M	6.8M
Gross Margin	0.3M	1.3M	5.0M
GM%	39.29%	36.13%	42.13%

South Korea

Net Sales	12.8M	17.3M	49.0M
COGS	6.7M	12.1M	31.4M
Gross Margin	6.1M	5.2M	17.6M
GM%	47.54%	29.82%	35.92%

Spain

Net Sales		1.8M	12.6M
COGS		1.1M	8.4M
Gross Margin		0.7M	4.2M
GM%		37.67%	33.13%

Sweden

Net Sales	0.1M	0.2M	1.8M
COGS	0.0M	0.1M	1.1M
Gross Margin	0.0M	0.1M	0.7M
GM%	38.28%	44.06%	40.22%

United Kingdom

Net Sales	2.0M	8.1M	34.2M
COGS	1.3M	5.3M	18.7M
Gross Margin	0.7M	2.8M	15.4M
GM%	36.19%	34.13%	45.13%

USA

Net Sales	11.5M	31.9M	87.8M
COGS	7.7M	19.5M	55.3M
Gross Margin	3.8M	12.4M	32.5M
GM%	32.79%	38.97%	36.99%

Total Net Sales	87.5M	196.7M	598.9M
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Total COGS	51.2M	123.4M	380.7M
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Total Gross Mar	36.2M	73.3M	218.2M
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Total GM%	41.43%	37.28%	36.43%
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