

P & L**By Fiscal Years**

All values in USD

Note: 21 vs 20 column is not part of pivot table









region	All
division	All
customer	All









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









Net Sales	30.8M	49.8M	161.3M
COGS	17.8M	33.7M	109.7M
Gross Margin	13.1M	16.0M	51.6M
Gross Margin %	42.35%	32.21%	32.00%
Indonesia			
Net Sales	2.5M	6.2M	18.4M
COGS	1.5M	3.5M	11.3M
Gross Margin	1.1M	2.7M	7.1M
Gross Margin %	42.03%	42.91%	38.41%
Italy			
Net Sales	2.9M	4.5M	11.7M
COGS	1.6M	3.1M	8.2M
Gross Margin	1.3M	1.4M	3.5M
Gross Margin %	45.63%	30.68%	30.13%
Japan			
Net Sales		1.9M	7.9M
COGS		1.2M	4.2M
Gross Margin		0.7M	3.7M
Gross Margin %		36.96%	46.52%
Netherlands			
Net Sales	0.2M	3.4M	8.0M
COGS	0.1M	1.8M	4.6M
Gross Margin	0.1M	1.6M	3.4M
Gross Margin %	36.36%	47.79%	42.03%
Newzealand			
Net Sales		2.0M	11.4M
COGS		1.5M	5.9M
Gross Margin		0.5M	5.5M
Gross Margin %		26.36%	48.23%
Norway			
Net Sales		2.5M	13.7M
COGS		1.5M	9.6M
Gross Margin		0.9M	4.0M
Gross Margin %		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
Gross Margin %	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
Gross Margin %	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
Gross Margin %	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
Gross Margin %	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
Gross Margin %	47.54%	29.82%	35.92%
Spain			
Net Sales	1.8M		12.6M
COGS	1.1M		8.4M
Gross Margin	0.7M		4.2M
Gross Margin %	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
Gross Margin %	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
Gross Margin %	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
Gross Margin %	32.79%	38.97%	36.99%









21 vs 20	21 vs 20 Growth
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 196%	 96%
 243%	 143%
 141%	 41%
 72%	 -28%









 2401%	 2301%
 2272%	 2172%
 2765%	 2665%
 115%	 15%









 308%	 208%
 334%	 234%
 268%	 168%
 87%	 -13%









 288%	 188%
 306%	 206%
 263%	 163%
 91%	 -9%









 422%	 322%
 406%	 306%
 448%	 348%
 106%	 6%









 347%	 247%
 346%	 246%
 348%	 248%
 100%	 0%









 256%	 156%
 294%	 194%
 188%	 88%
 73%	 -27%









	324%		224%
	325%		225%
	322%		222%
	99%		-1%









	297%		197%
	320%		220%
	266%		166%
	90%		-10%









	263%		163%
	265%		165%
	258%		158%
	98%		-2%









	421%		321%
	357%		257%
	530%		430%
	126%		26%



	238%		138%
	264%		164%
	209%		109%
	88%		-12%

	574%		474%
	404%		304%
	1051%		951%
	183%		83%









	552%		452%
	625%		525%
	431%		331%
	78%		-22%









	121%		21%
	134%		34%
	102%		2%
	85%		-15%









	238%		138%
	265%		165%
	206%		106%
	87%		-13%









	186%		86%
	178%		78%









	197%		97%
	106%		6%









	330%		230%
	299%		199%
	385%		285%
	117%		17%

	283%		183%
	259%		159%
	341%		241%
	120%		20%

	711%		611%
	763%		663%
	626%		526%
	88%		-12%

	782%		682%
	836%		736%
	714%		614%
	91%		-9%

	423%		323%
	352%		252%
	559%		459%
	132%		32%

	275%		175%
	284%		184%
	261%		161%
	95%		-5%