

## Filters

region All  
division All

## P &amp; L by Fiscal Year





All Values in USD

Note: 2021 vs 2020 is not part of Pivot Table





| Fiscal Year  |       |       |        |              |         |
|--------------|-------|-------|--------|--------------|---------|
| Row Labels   | 2019  | 2020  | 2021   | 2021 vs 2020 |         |
| Australia    |       |       |        |              |         |
| Net Sales    | 3.9M  | 10.7M | 21.0M  | <div></div>  | 96.2%   |
| COGS Cost    | 2.2M  | 5.8M  | 14.1M  | <div></div>  | 143.2%  |
| Gross Margin | 1.7M  | 4.9M  | 6.9M   | <div></div>  | 40.8%   |
| GM%          | 42.6% | 45.9% | 32.9%  | <div></div>  | -28.2%  |
| Austria      |       |       |        |              |         |
| Net Sales    |       | 0.1M  | 2.8M   | <div></div>  | 2301.3% |
| COGS Cost    |       | 0.1M  | 2.0M   | <div></div>  | 2172.4% |
| Gross Margin |       | 0.0M  | 0.9M   | <div></div>  | 2665.4% |
| GM%          |       | 26.1% | 30.1%  | <div></div>  | 15.2%   |
| Bangladesh   |       |       |        |              |         |
| Net Sales    | 0.5M  | 2.3M  | 7.0M   | <div></div>  | 207.7%  |
| COGS Cost    | 0.3M  | 1.4M  | 4.5M   | <div></div>  | 233.5%  |
| Gross Margin | 0.1M  | 0.9M  | 2.4M   | <div></div>  | 168.4%  |
| GM%          | 28.7% | 39.6% | 34.5%  | <div></div>  | -12.8%  |
| Canada       |       |       |        |              |         |
| Net Sales    | 4.8M  | 12.2M | 35.1M  | <div></div>  | 188.1%  |
| COGS Cost    | 2.8M  | 7.1M  | 21.7M  | <div></div>  | 206.4%  |
| Gross Margin | 2.0M  | 5.1M  | 13.4M  | <div></div>  | 162.6%  |
| GM%          | 41.7% | 41.9% | 38.2%  | <div></div>  | -8.8%   |
| China        |       |       |        |              |         |
| Net Sales    | 1.4M  | 5.4M  | 22.9M  | <div></div>  | 322.0%  |
| COGS Cost    | 0.8M  | 3.3M  | 13.5M  | <div></div>  | 305.5%  |
| Gross Margin | 0.6M  | 2.1M  | 9.4M   | <div></div>  | 348.1%  |
| GM%          | 44.9% | 38.7% | 41.1%  | <div></div>  | 6.2%    |
| France       |       |       |        |              |         |
| Net Sales    | 4.0M  | 7.5M  | 25.9M  | <div></div>  | 247.2%  |
| COGS Cost    | 2.3M  | 4.3M  | 14.7M  | <div></div>  | 246.4%  |
| Gross Margin | 1.8M  | 3.2M  | 11.2M  | <div></div>  | 248.3%  |
| GM%          | 44.1% | 43.1% | 43.2%  | <div></div>  | 0.3%    |
| Germany      |       |       |        |              |         |
| Net Sales    | 2.6M  | 4.7M  | 12.0M  | <div></div>  | 156.2%  |
| COGS Cost    | 1.6M  | 3.0M  | 8.9M   | <div></div>  | 193.8%  |
| Gross Margin | 0.9M  | 1.7M  | 3.1M   | <div></div>  | 88.3%   |
| GM%          | 37.0% | 35.6% | 26.2%  | <div></div>  | -26.5%  |
| India        |       |       |        |              |         |
| Net Sales    | 30.8M | 49.8M | 161.3M | <div></div>  | 224.0%  |
| COGS Cost    | 17.8M | 33.7M | 109.7M | <div></div>  | 225.0%  |

|              |       |       |       |                        |        |
|--------------|-------|-------|-------|------------------------|--------|
| Gross Margin | 13.1M | 16.0M | 51.6M | <div><div></div></div> | 222.0% |
| GM%          | 42.4% | 32.2% | 32.0% | <div><div></div></div> | -0.6%  |
| Indonesia    |       |       |       |                        |        |
| Net Sales    | 2.5M  | 6.2M  | 18.4M | <div><div></div></div> | 196.7% |
| COGS Cost    | 1.5M  | 3.5M  | 11.3M | <div><div></div></div> | 220.1% |
| Gross Margin | 1.1M  | 2.7M  | 7.1M  | <div><div></div></div> | 165.6% |
| GM%          | 42.0% | 42.9% | 38.4% | <div><div></div></div> | -10.5% |
| Italy        |       |       |       |                        |        |
| Net Sales    | 2.9M  | 4.5M  | 11.7M | <div><div></div></div> | 162.5% |
| COGS Cost    | 1.6M  | 3.1M  | 8.2M  | <div><div></div></div> | 164.6% |
| Gross Margin | 1.3M  | 1.4M  | 3.5M  | <div><div></div></div> | 157.8% |
| GM%          | 45.6% | 30.7% | 30.1% | <div><div></div></div> | -1.8%  |
| Japan        |       |       |       |                        |        |
| Net Sales    |       | 1.9M  | 7.9M  | <div><div></div></div> | 321.1% |
| COGS Cost    |       | 1.2M  | 4.2M  | <div><div></div></div> | 257.3% |
| Gross Margin |       | 0.7M  | 3.7M  | <div><div></div></div> | 430.0% |
| GM%          |       | 37.0% | 46.5% | <div><div></div></div> | 25.9%  |
| Netherlands  |       |       |       |                        |        |
| Net Sales    | 0.2M  | 3.4M  | 8.0M  | <div><div></div></div> | 137.9% |
| COGS Cost    | 0.1M  | 1.8M  | 4.6M  | <div><div></div></div> | 164.2% |
| Gross Margin | 0.1M  | 1.6M  | 3.4M  | <div><div></div></div> | 109.2% |
| GM%          | 36.4% | 47.8% | 42.0% | <div><div></div></div> | -12.1% |
| Newzealand   |       |       |       |                        |        |
| Net Sales    |       | 2.0M  | 11.4M | <div><div></div></div> | 474.3% |
| COGS Cost    |       | 1.5M  | 5.9M  | <div><div></div></div> | 303.8% |
| Gross Margin |       | 0.5M  | 5.5M  | <div><div></div></div> | 950.7% |
| GM%          |       | 26.4% | 48.2% | <div><div></div></div> | 83.0%  |
| Norway       |       |       |       |                        |        |
| Net Sales    |       | 2.5M  | 13.7M | <div><div></div></div> | 451.8% |
| COGS Cost    |       | 1.5M  | 9.6M  | <div><div></div></div> | 525.0% |
| Gross Margin |       | 0.9M  | 4.0M  | <div><div></div></div> | 331.0% |
| GM%          |       | 37.7% | 29.5% | <div><div></div></div> | -21.9% |
| Pakistan     |       |       |       |                        |        |
| Net Sales    | 0.6M  | 4.7M  | 5.7M  | <div><div></div></div> | 20.5%  |
| COGS Cost    | 0.4M  | 2.7M  | 3.6M  | <div><div></div></div> | 34.3%  |
| Gross Margin | 0.2M  | 2.0M  | 2.0M  | <div><div></div></div> | 2.0%   |
| GM%          | 39.7% | 42.8% | 36.2% | <div><div></div></div> | -15.4% |
| Philippines  |       |       |       |                        |        |
| Net Sales    | 5.7M  | 13.4M | 31.9M | <div><div></div></div> | 138.4% |
| COGS Cost    | 3.4M  | 7.3M  | 19.4M | <div><div></div></div> | 164.6% |
| Gross Margin | 2.3M  | 6.0M  | 12.5M | <div><div></div></div> | 106.5% |
| GM%          | 39.9% | 45.1% | 39.1% | <div><div></div></div> | -13.4% |
| Poland       |       |       |       |                        |        |
| Net Sales    | 0.4M  | 2.8M  | 5.2M  | <div><div></div></div> | 85.8%  |
| COGS Cost    | 0.3M  | 1.7M  | 3.0M  | <div><div></div></div> | 78.5%  |
| Gross Margin | 0.2M  | 1.1M  | 2.2M  | <div><div></div></div> | 96.7%  |
| GM%          | 37.4% | 40.2% | 42.6% | <div><div></div></div> | 5.9%   |





## Portugal

|              |       |       |       |   |        |
|--------------|-------|-------|-------|---|--------|
| Net Sales    | 0.7M  | 3.6M  | 11.8M |  | 229.8% |
| COGS Cost    | 0.5M  | 2.3M  | 6.8M  |  | 198.9% |
| Gross Margin | 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 Cost    | 6.7M  | 12.1M | 31.4M |  | 158.7% |
| Gross Margin | 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 Cost    | 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 Cost    | 0.0M  | 0.1M  | 1.1M  |  | 735.6% |
| Gross Margin | 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 Cost    | 1.3M  | 5.3M  | 18.7M |   | 252.1% |
| Gross Margin | 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 Cost          | 7.7M  | 19.5M  | 55.3M  |  | 183.9% |
| Gross Margin       | 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 Cost    | 51.2M | 123.4M | 380.7M |  | 208.6% |
| Total Gross Margin | 36.2M | 73.3M  | 218.2M |  | 197.6% |
| Total GM%          | 41.4% | 37.3%  | 36.4%  |  | -2.3%  |