



FILTERS

region
division
customer

All
All
All

P & L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Customer	Fiscal Years			
	2019	2020	2021	21 vs 20
Net Sales				
Australia	3.9M	10.7M	21.0M	96.2%
Austria		0.1M	2.8M	2301.3%
Bangladesh	0.5M	2.3M	7.0M	207.7%
Canada	4.8M	12.2M	35.1M	188.1%
China	1.4M	5.4M	22.9M	322.0%
France	4.0M	7.5M	25.9M	247.2%
Germany	2.6M	4.7M	12.0M	156.2%
India	30.8M	49.8M	161.3M	224.0%
Indonesia	2.5M	6.2M	18.4M	196.7%
Italy	2.9M	4.5M	11.7M	162.5%
Japan		1.9M	7.9M	321.1%
Netherlands	0.2M	3.4M	8.0M	137.9%
Newzealand		2.0M	11.4M	474.3%
Norway		2.5M	13.7M	451.8%
Pakistan	0.6M	4.7M	5.7M	20.5%
Philippines	5.7M	13.4M	31.9M	138.4%
Poland	0.4M	2.8M	5.2M	85.8%
Portugal	0.7M	3.6M	11.8M	229.8%
South Korea	12.8M	17.3M	49.0M	183.3%
Spain		1.8M	12.6M	611.4%
Sweden	0.1M	0.2M	1.8M	681.9%
United Kingdom	2.0M	8.1M	34.2M	322.7%
USA	11.5M	31.9M	87.8M	175.0%
COGS				
Australia	2.2M	5.8M	14.1M	143.2%
Austria		0.1M	2.0M	2172.4%
Bangladesh	0.3M	1.4M	4.5M	233.5%
Canada	2.8M	7.1M	21.7M	206.4%
China	0.8M	3.3M	13.5M	305.5%
France	2.3M	4.3M	14.7M	246.4%
Germany	1.6M	3.0M	8.9M	193.8%
India	17.8M	33.7M	109.7M	225.0%
Indonesia	1.5M	3.5M	11.3M	220.1%
Italy	1.6M	3.1M	8.2M	164.6%
Japan		1.2M	4.2M	257.3%
Netherlands	0.1M	1.8M	4.6M	164.2%
Newzealand		1.5M	5.9M	303.8%
Norway		1.5M	9.6M	525.0%

Pakistan	0.4M	2.7M	3.6M	34.3%
Philippines	3.4M	7.3M	19.4M	164.6%
Poland	0.3M	1.7M	3.0M	78.5%
Portugal	0.5M	2.3M	6.8M	198.9%
South Korea	6.7M	12.1M	31.4M	158.7%
Spain		1.1M	8.4M	663.2%
Sweden	0.0M	0.1M	1.1M	735.6%
United Kingdom	1.3M	5.3M	18.7M	252.1%
USA	7.7M	19.5M	55.3M	183.9%
Gross Margin				
Australia	1.7M	4.9M	6.9M	40.8%
Austria		0.0M	0.9M	2665.4%
Bangladesh	0.1M	0.9M	2.4M	168.4%
Canada	2.0M	5.1M	13.4M	162.6%
China	0.6M	2.1M	9.4M	348.1%
France	1.8M	3.2M	11.2M	248.3%
Germany	0.9M	1.7M	3.1M	88.3%
India	13.1M	16.0M	51.6M	222.0%
Indonesia	1.1M	2.7M	7.1M	165.6%
Italy	1.3M	1.4M	3.5M	157.8%
Japan		0.7M	3.7M	430.0%
Netherlands	0.1M	1.6M	3.4M	109.2%
Newzealand		0.5M	5.5M	950.7%
Norway		0.9M	4.0M	331.0%
Pakistan	0.2M	2.0M	2.0M	2.0%
Philippines	2.3M	6.0M	12.5M	106.5%
Poland	0.2M	1.1M	2.2M	96.7%
Portugal	0.3M	1.3M	5.0M	284.5%
South Korea	6.1M	5.2M	17.6M	241.3%
Spain		0.7M	4.2M	525.7%
Sweden	0.0M	0.1M	0.7M	613.8%
United Kingdom	0.7M	2.8M	15.4M	459.0%
USA	3.8M	12.4M	32.5M	161.0%
GM %				
Australia	42.57%	45.88%	32.92%	-28.2%
Austria		26.15%	30.11%	15.2%
Bangladesh	28.73%	39.61%	34.54%	-12.8%
Canada	41.67%	41.91%	38.21%	-8.8%
China	44.94%	38.68%	41.07%	6.2%
France	44.09%	43.11%	43.24%	0.3%
Germany	36.97%	35.63%	26.18%	-26.5%
India	42.35%	32.21%	32.00%	-0.6%
Indonesia	42.03%	42.91%	38.41%	-10.5%
Italy	45.63%	30.68%	30.13%	-1.8%
Japan		36.96%	46.52%	25.9%
Netherlands	36.36%	47.79%	42.03%	-12.1%
Newzealand		26.36%	48.23%	83.0%

Norway		37.74%	29.48%	-21.9%
Pakistan	39.65%	42.75%	36.18%	-15.4%
Philippines	39.90%	45.13%	39.09%	-13.4%
Poland	37.43%	40.20%	42.56%	5.9%
Portugal	39.29%	36.13%	42.13%	16.6%
South Korea	47.54%	29.82%	35.92%	20.5%
Spain		37.67%	33.13%	-12.1%
Sweden	38.28%	44.06%	40.22%	-8.7%
United Kingdom	36.19%	34.13%	45.13%	32.2%
USA	32.79%	38.97%	36.99%	-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 Margin	36.2M	73.3M	218.2M	197.6%
Total GM %	41.43%	37.28%	36.43%	-2.3%