

## FILTERS

region	All
customer	All
division	All

## P &amp; L report

## By Fiscal Year

All units are in USD

Note: 21 vs 20 is not part of pivot table

	Fiscal Years			
Country	2019	2020	2021	21 Vs20
Australia				
net_sales	3.88M	10.70M	20.99M	96.2%
COGS	2.23M	5.79M	14.08M	143.2%
GrossMargin	1.65M	4.91M	6.91M	40.8%
GM%	42.57%	45.88%	32.92%	-28.2%
Austria				
net_sales		0.12M	2.84M	2301.3%
COGS		0.09M	1.98M	2172.4%
GrossMargin		0.03M	0.86M	2665.4%
GM%		26.15%	30.11%	15.2%
Bangladesh				
net_sales	0.48M	2.26M	6.95M	207.7%
COGS	0.34M	1.36M	4.55M	233.5%
GrossMargin	0.14M	0.89M	2.40M	168.4%
GM%	28.73%	39.61%	34.54%	-12.8%
Canada				
net_sales	4.76M	12.17M	35.06M	188.1%
COGS	2.78M	7.07M	21.66M	206.4%
GrossMargin	1.99M	5.10M	13.39M	162.6%
GM%	41.67%	41.91%	38.21%	-8.8%
China				
net_sales	1.43M	5.42M	22.89M	322.0%
COGS	0.78M	3.33M	13.49M	305.5%
GrossMargin	0.64M	2.10M	9.40M	348.1%
GM%	44.94%	38.68%	41.07%	6.2%
France				
net_sales	4.04M	7.47M	25.94M	247.2%
COGS	2.26M	4.25M	14.73M	246.4%
GrossMargin	1.78M	3.22M	11.22M	248.3%
GM%	44.09%	43.11%	43.24%	0.3%
Germany				
net_sales	2.56M	4.69M	12.01M	156.2%
COGS	1.62M	3.02M	8.86M	193.8%
GrossMargin	0.95M	1.67M	3.14M	88.3%
GM%	36.97%	35.63%	26.18%	-26.5%
India				
net_sales	30.82M	49.77M	161.26M	224.0%
COGS	17.77M	33.74M	109.65M	225.0%
GrossMargin	13.05M	16.03M	51.61M	222.0%
GM%	42.35%	32.21%	32.00%	-0.6%



Indonesia					
net_sales	2.52M	6.21M	18.41M	<div></div>	196.7%
COGS	1.46M	3.54M	11.34M	<div></div>	220.1%
GrossMargin	1.06M	2.66M	7.07M	<div></div>	165.6%
GM%	42.03%	42.91%	38.41%	<div></div>	-10.5%
Italy					
net_sales	2.90M	4.46M	11.72M	<div></div>	162.5%
COGS	1.58M	3.09M	8.19M	<div></div>	164.6%
GrossMargin	1.33M	1.37M	3.53M	<div></div>	157.8%
GM%	45.63%	30.68%	30.13%	<div></div>	-1.8%
Japan					
net_sales		1.88M	7.92M	<div></div>	321.1%
COGS		1.19M	4.24M	<div></div>	257.3%
GrossMargin		0.70M	3.69M	<div></div>	430.0%
GM%		36.96%	46.52%	<div></div>	25.9%
Netherlands					
net_sales	0.23M	3.36M	7.98M	<div></div>	137.9%
COGS	0.14M	1.75M	4.63M	<div></div>	164.2%
GrossMargin	0.08M	1.60M	3.36M	<div></div>	109.2%
GM%	36.36%	47.79%	42.03%	<div></div>	-12.1%
Newzealand					
net_sales		1.99M	11.40M	<div></div>	474.3%
COGS		1.46M	5.90M	<div></div>	303.8%
GrossMargin		0.52M	5.50M	<div></div>	950.7%
GM%		26.36%	48.23%	<div></div>	83.0%
Norway					
net_sales		2.48M	13.68M	<div></div>	451.8%
COGS		1.54M	9.65M	<div></div>	525.0%
GrossMargin		0.94M	4.03M	<div></div>	331.0%
GM%		37.74%	29.48%	<div></div>	-21.9%
Pakistan					
net_sales	0.62M	4.69M	5.66M	<div></div>	20.5%
COGS	0.38M	2.69M	3.61M	<div></div>	34.3%
GrossMargin	0.25M	2.01M	2.05M	<div></div>	2.0%
GM%	39.65%	42.75%	36.18%	<div></div>	-15.4%
Philiphines					
net_sales	5.69M	13.37M	31.86M	<div></div>	138.4%
COGS	3.42M	7.33M	19.40M	<div></div>	164.6%
GrossMargin	2.27M	6.03M	12.45M	<div></div>	106.5%
GM%	39.90%	45.13%	39.09%	<div></div>	-13.4%
Poland					
net_sales	0.41M	2.79M	5.19M	<div></div>	85.8%
COGS	0.26M	1.67M	2.98M	<div></div>	78.5%
GrossMargin	0.15M	1.12M	2.21M	<div></div>	96.7%
GM%	37.43%	40.20%	42.56%	<div></div>	5.9%
Portugal					
net_sales	0.75M	3.59M	11.83M	<div></div>	229.8%
COGS	0.45M	2.29M	6.85M	<div></div>	198.9%
GrossMargin	0.29M	1.30M	4.98M	<div></div>	284.5%
GM%	39.29%	36.13%	42.13%	<div></div>	16.6%



South Korea					
net_sales	12.80M	17.28M	48.97M	<div></div>	183.3%
COGS	6.72M	12.13M	31.38M	<div></div>	158.7%
GrossMargin	6.09M	5.15M	17.59M	<div></div>	241.3%
GM%	47.54%	29.82%	35.92%	<div></div>	20.5%
Spain					
net_sales		1.77M	12.62M	<div></div>	611.4%
COGS		1.11M	8.44M	<div></div>	663.2%
GrossMargin		0.67M	4.18M	<div></div>	525.7%
GM%		37.67%	33.13%	<div></div>	-12.1%
Sweden					
net_sales	0.05M	0.23M	1.77M	<div></div>	681.9%
COGS	0.03M	0.13M	1.06M	<div></div>	735.6%
GrossMargin	0.02M	0.10M	0.71M	<div></div>	613.8%
GM%	38.28%	44.06%	40.22%	<div></div>	-8.7%
United Kingdom					
net_sales	2.00M	8.08M	34.15M	<div></div>	322.7%
COGS	1.27M	5.32M	18.74M	<div></div>	252.1%
GrossMargin	0.72M	2.76M	15.41M	<div></div>	459.0%
GM%	36.19%	34.13%	45.13%	<div></div>	32.2%
USA					
net_sales	11.53M	31.92M	87.78M	<div></div>	175.0%
COGS	7.75M	19.48M	55.31M	<div></div>	183.9%
GrossMargin	3.78M	12.44M	32.47M	<div></div>	161.0%
GM%	32.79%	38.97%	36.99%	<div></div>	-5.1%
<b>Total net_sales</b>	<b>87.48M</b>	<b>196.69M</b>	<b>598.88M</b>	<div></div>	204.5%
<b>Total COGS</b>	<b>51.24M</b>	<b>123.37M</b>	<b>380.71M</b>	<div></div>	208.6%
<b>Total GrossMa</b>	<b>36.24M</b>	<b>73.32M</b>	<b>218.16M</b>	<div></div>	197.6%
<b>Total GM%</b>	<b>41.43%</b>	<b>37.28%</b>	<b>36.43%</b>	<div></div>	-2.3%