



## FILTERS

region	All
customer	All
division	All

(All values are USD)

## P&amp;L By Fiscal Year

Note:2021 vs 2020 is not a part of pivot table

		Fiscal Year			
Country		2019	2020	2021	21 vs 20
Australia					
Net Sales		3.9M	10.7M	21.0M	96%
COGS		2.2M	5.8M	14.1M	143%
Gross Margin		1.7M	4.9M	6.9M	41%
GM%		42.6 %	45.9 %	32.9 %	-28%
Austria					
Net Sales			0.1M	2.8M	2301%
COGS			0.1M	2.0M	2172%
Gross Margin			0.0M	0.9M	2665%
GM%			26.1 %	30.1 %	15%
Bangladesh					
Net Sales		0.5M	2.3M	7.0M	208%
COGS		0.3M	1.4M	4.5M	234%
Gross Margin		0.1M	0.9M	2.4M	168%
GM%		28.7 %	39.6 %	34.5 %	-13%
Canada					
Net Sales		4.8M	12.2M	35.1M	188%
COGS		2.8M	7.1M	21.7M	206%
Gross Margin		2.0M	5.1M	13.4M	163%
GM%		41.7 %	41.9 %	38.2 %	-9%
China					
Net Sales		1.4M	5.4M	22.9M	322%
COGS		0.8M	3.3M	13.5M	306%
Gross Margin		0.6M	2.1M	9.4M	348%
GM%		44.9 %	38.7 %	41.1 %	6%
France					
Net Sales		4.0M	7.5M	25.9M	247%
COGS		2.3M	4.3M	14.7M	246%
Gross Margin		1.8M	3.2M	11.2M	248%
GM%		44.1 %	43.1 %	43.2 %	0%
Germany					
Net Sales		2.6M	4.7M	12.0M	156%
COGS		1.6M	3.0M	8.9M	194%
Gross Margin		0.9M	1.7M	3.1M	88%
GM%		37.0 %	35.6 %	26.2 %	-27%
India					

Net Sales	30.8M	49.8M	161.3M	224%
COGS	17.8M	33.7M	109.7M	225%
Gross Margin	13.1M	16.0M	51.6M	222%
GM%	42.4 %	32.2 %	32.0 %	-1%
Indonesia				
Net Sales	2.5M	6.2M	18.4M	197%
COGS	1.5M	3.5M	11.3M	220%
Gross Margin	1.1M	2.7M	7.1M	166%
GM%	42.0 %	42.9 %	38.4 %	-10%
Italy				
Net Sales	2.9M	4.5M	11.7M	163%
COGS	1.6M	3.1M	8.2M	165%
Gross Margin	1.3M	1.4M	3.5M	158%
GM%	45.6 %	30.7 %	30.1 %	-2%
Japan				
Net Sales		1.9M	7.9M	321%
COGS		1.2M	4.2M	257%
Gross Margin		0.7M	3.7M	430%
GM%		37.0 %	46.5 %	26%
Netherlands				
Net Sales	0.2M	3.4M	8.0M	138%
COGS	0.1M	1.8M	4.6M	164%
Gross Margin	0.1M	1.6M	3.4M	109%
GM%	36.4 %	47.8 %	42.0 %	-12%
Newzealand				
Net Sales		2.0M	11.4M	474%
COGS		1.5M	5.9M	304%
Gross Margin		0.5M	5.5M	951%
GM%		26.4 %	48.2 %	83%
Norway				
Net Sales		2.5M	13.7M	452%
COGS		1.5M	9.6M	525%
Gross Margin		0.9M	4.0M	331%
GM%		37.7 %	29.5 %	-22%
Pakistan				
Net Sales	0.6M	4.7M	5.7M	21%
COGS	0.4M	2.7M	3.6M	34%
Gross Margin	0.2M	2.0M	2.0M	2%
GM%	39.7 %	42.8 %	36.2 %	-15%
Philiphines				
Net Sales	5.7M	13.4M	31.9M	138%
COGS	3.4M	7.3M	19.4M	165%
Gross Margin	2.3M	6.0M	12.5M	106%
GM%	39.9 %	45.1 %	39.1 %	-13%



Poland					
Net Sales	0.4M	2.8M	5.2M		86%
COGS	0.3M	1.7M	3.0M		78%
Gross Margin	0.2M	1.1M	2.2M		97%
GM%	37.4 %	40.2 %	42.6 %		106%
Portugal					
Net Sales	0.7M	3.6M	11.8M		330%
COGS	0.5M	2.3M	6.8M		299%
Gross Margin	0.3M	1.3M	5.0M		385%
GM%	39.3 %	36.1 %	42.1 %		117%
South Korea					
Net Sales	12.8M	17.3M	49.0M		283%
COGS	6.7M	12.1M	31.4M		259%
Gross Margin	6.1M	5.2M	17.6M		341%
GM%	47.5 %	29.8 %	35.9 %		120%
Spain					
Net Sales		1.8M	12.6M		711%
COGS		1.1M	8.4M		763%
Gross Margin		0.7M	4.2M		626%
GM%		37.7 %	33.1 %		88%
Sweden					
Net Sales	0.1M	0.2M	1.8M		782%
COGS	0.0M	0.1M	1.1M		836%
Gross Margin	0.0M	0.1M	0.7M		714%
GM%	38.3 %	44.1 %	40.2 %		91%
United Kingdom					
Net Sales	2.0M	8.1M	34.2M		423%
COGS	1.3M	5.3M	18.7M		352%
Gross Margin	0.7M	2.8M	15.4M		559%
GM%	36.2 %	34.1 %	45.1 %		132%
USA					
Net Sales	11.5M	31.9M	87.8M		275%
COGS	7.7M	19.5M	55.3M		284%
Gross Margin	3.8M	12.4M	32.5M		261%
GM%	32.8 %	39.0 %	37.0 %		95%
Total Net Sales	87.5M	196.7M	598.9M		304%
Total COGS	51.2M	123.4M	380.7M		309%
Total Gross Ma	36.2M	73.3M	218.2M		298%
Total GM%	41.4 %	37.3 %	36.4 %		98%