



FILTERS

region All
division All
customer All

P & L

BY Fiscal Years

All value in USD

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

Customers	Fiscal Year			21 vs 20
	2019	2020	2021	
Australia				
NetSales	3.9M	10.7M	21.0M	96.2%
COGS	2.2M	5.8M	14.1M	143.2%
Gross margin	1.7M	4.9M	6.9M	40.8%
GM%	42.57%	45.88%	32.92%	-28.2%
Austria				
NetSales		0.1M	2.8M	2301.3%
COGS		0.1M	2.0M	2172.4%
Gross margin		0.0M	0.9M	2665.4%
GM%		26.15%	30.11%	15.2%
Bangladesh				
NetSales	0.5M	2.3M	7.0M	207.7%
COGS	0.3M	1.4M	4.5M	233.5%
Gross margin	0.1M	0.9M	2.4M	168.4%
GM%	28.73%	39.61%	34.54%	-12.8%
Canada				
NetSales	4.8M	12.2M	35.1M	188.1%
COGS	2.8M	7.1M	21.7M	206.4%
Gross margin	2.0M	5.1M	13.4M	162.6%
GM%	41.67%	41.91%	38.21%	-8.8%
China				
NetSales	1.4M	5.4M	22.9M	322.0%
COGS	0.8M	3.3M	13.5M	305.5%
Gross margin	0.6M	2.1M	9.4M	348.1%
GM%	44.94%	38.68%	41.07%	6.2%
France				
NetSales	4.0M	7.5M	25.9M	247.2%
COGS	2.3M	4.3M	14.7M	246.4%
Gross margin	1.8M	3.2M	11.2M	248.3%
GM%	44.09%	43.11%	43.24%	0.3%
Germany				
NetSales	2.6M	4.7M	12.0M	156.2%
COGS	1.6M	3.0M	8.9M	193.8%
Gross margin	0.9M	1.7M	3.1M	88.3%
GM%	36.97%	35.63%	26.18%	-26.5%
India				
NetSales	30.8M	49.8M	161.3M	224.0%
COGS	17.8M	33.7M	109.7M	225.0%
Gross margin	13.1M	16.0M	51.6M	222.0%
GM%	42.35%	32.21%	32.00%	-0.6%



Indonesia					
NetSales	2.5M	6.2M	18.4M		196.7%
COGS	1.5M	3.5M	11.3M		220.1%
Gross margin	1.1M	2.7M	7.1M		165.6%
GM%	42.03%	42.91%	38.41%		-10.5%
Italy					
NetSales	2.9M	4.5M	11.7M		162.5%
COGS	1.6M	3.1M	8.2M		164.6%
Gross margin	1.3M	1.4M	3.5M		157.8%
GM%	45.63%	30.68%	30.13%		-1.8%
Japan					
NetSales		1.9M	7.9M		321.1%
COGS		1.2M	4.2M		257.3%
Gross margin		0.7M	3.7M		430.0%
GM%		36.96%	46.52%		25.9%
Netherlands					
NetSales	0.2M	3.4M	8.0M		137.9%
COGS	0.1M	1.8M	4.6M		164.2%
Gross margin	0.1M	1.6M	3.4M		109.2%
GM%	36.36%	47.79%	42.03%		-12.1%
Newzealand					
NetSales		2.0M	11.4M		474.3%
COGS		1.5M	5.9M		303.8%
Gross margin		0.5M	5.5M		950.7%
GM%		26.36%	48.23%		83.0%
Norway					
NetSales		2.5M	13.7M		451.8%
COGS		1.5M	9.6M		525.0%
Gross margin		0.9M	4.0M		331.0%
GM%		37.74%	29.48%		-21.9%
Pakistan					
NetSales	0.6M	4.7M	5.7M		20.5%
COGS	0.4M	2.7M	3.6M		34.3%
Gross margin	0.2M	2.0M	2.0M		2.0%
GM%	39.65%	42.75%	36.18%		-15.4%
Philiphines					
NetSales	5.7M	13.4M	31.9M		138.4%
COGS	3.4M	7.3M	19.4M		164.6%
Gross margin	2.3M	6.0M	12.5M		106.5%
GM%	39.90%	45.13%	39.09%		-13.4%
Poland					
NetSales	0.4M	2.8M	5.2M		85.8%
COGS	0.3M	1.7M	3.0M		78.5%
Gross margin	0.2M	1.1M	2.2M		96.7%
GM%	37.43%	40.20%	42.56%		5.9%
Portugal					
NetSales	0.7M	3.6M	11.8M		229.8%
COGS	0.5M	2.3M	6.8M		198.9%
Gross margin	0.3M	1.3M	5.0M		284.5%
GM%	39.29%	36.13%	42.13%		16.6%



South Korea					
NetSales	12.8M	17.3M	49.0M		183.3%
COGS	6.7M	12.1M	31.4M		158.7%
Gross margin	6.1M	5.2M	17.6M		241.3%
GM%	47.54%	29.82%	35.92%		20.5%
Spain					
NetSales		1.8M	12.6M		611.4%
COGS		1.1M	8.4M		663.2%
Gross margin		0.7M	4.2M		525.7%
GM%		37.67%	33.13%		-12.1%
Sweden					
NetSales	0.1M	0.2M	1.8M		681.9%
COGS	0.0M	0.1M	1.1M		735.6%
Gross margin	0.0M	0.1M	0.7M		613.8%
GM%	38.28%	44.06%	40.22%		-8.7%
United Kingdom					
NetSales	2.0M	8.1M	34.2M		322.7%
COGS	1.3M	5.3M	18.7M		252.1%
Gross margin	0.7M	2.8M	15.4M		459.0%
GM%	36.19%	34.13%	45.13%		32.2%
USA					
NetSales	11.5M	31.9M	87.8M		175.0%
COGS	7.7M	19.5M	55.3M		183.9%
Gross margin	3.8M	12.4M	32.5M		161.0%
GM%	32.79%	38.97%	36.99%		-5.1%
Total NetSales	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%