



market All  
region All  
division All  
customer All

## Profit and Loss By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Country	Fiscal Year		
	2019	2020	2021
Australia			
Net Sales	3.9M	10.7M	21.0M
COGS	2.2M	5.8M	14.1M
Gross Margin	1.7M	4.9M	6.9M
GM %	42.57%	45.88%	32.92%
Austria			
Net Sales		0.1M	2.8M
COGS		0.1M	2.0M
Gross Margin		0.0M	0.9M
GM %		26.15%	30.11%
Bangladesh			
Net Sales	0.5M	2.3M	7.0M
COGS	0.3M	1.4M	4.5M
Gross Margin	0.1M	0.9M	2.4M
GM %	28.73%	39.61%	34.54%
Canada			
Net Sales	4.8M	12.2M	35.1M
COGS	2.8M	7.1M	21.7M
Gross Margin	2.0M	5.1M	13.4M
GM %	41.67%	41.91%	38.21%
China			
Net Sales	1.4M	5.4M	22.9M
COGS	0.8M	3.3M	13.5M
Gross Margin	0.6M	2.1M	9.4M
GM %	44.94%	38.68%	41.07%
France			
Net Sales	4.0M	7.5M	25.9M
COGS	2.3M	4.3M	14.7M
Gross Margin	1.8M	3.2M	11.2M
GM %	44.09%	43.11%	43.24%
Germany			
Net Sales	2.6M	4.7M	12.0M
COGS	1.6M	3.0M	8.9M
Gross Margin	0.9M	1.7M	3.1M
GM %	36.97%	35.63%	26.18%
India			
Net Sales	30.8M	49.8M	161.3M
COGS	17.8M	33.7M	109.7M
Gross Margin	13.1M	16.0M	51.6M
GM %	42.35%	32.21%	32.00%


**Indonesia**

Net Sales	2.5M	6.2M	18.4M
COGS	1.5M	3.5M	11.3M
Gross Margin	1.1M	2.7M	7.1M
GM %	42.03%	42.91%	38.41%

**Italy**

Net Sales	2.9M	4.5M	11.7M
COGS	1.6M	3.1M	8.2M
Gross Margin	1.3M	1.4M	3.5M
GM %	45.63%	30.68%	30.13%

**Japan**

Net Sales	1.9M	7.9M
COGS	1.2M	4.2M
Gross Margin	0.7M	3.7M
GM %	36.96%	46.52%

**Netherlands**

Net Sales	0.2M	3.4M	8.0M
COGS	0.1M	1.8M	4.6M
Gross Margin	0.1M	1.6M	3.4M
GM %	36.36%	47.79%	42.03%

**Newzealand**

Net Sales	2.0M	11.4M
COGS	1.5M	5.9M
Gross Margin	0.5M	5.5M
GM %	26.36%	48.23%

**Norway**

Net Sales	2.5M	13.7M
COGS	1.5M	9.6M
Gross Margin	0.9M	4.0M
GM %	37.74%	29.48%

**Pakistan**

Net Sales	0.6M	4.7M	5.7M
COGS	0.4M	2.7M	3.6M
Gross Margin	0.2M	2.0M	2.0M
GM %	39.65%	42.75%	36.18%

**Philippines**

Net Sales	5.7M	13.4M	31.9M
COGS	3.4M	7.3M	19.4M
Gross Margin	2.3M	6.0M	12.5M
GM %	39.90%	45.13%	39.09%

**Poland**

Net Sales	0.4M	2.8M	5.2M
COGS	0.3M	1.7M	3.0M
Gross Margin	0.2M	1.1M	2.2M
GM %	37.43%	40.20%	42.56%

**Portugal**

Net Sales	0.7M	3.6M	11.8M
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COGS	0.5M	2.3M	6.8M
Gross Margin	0.3M	1.3M	5.0M
GM %	39.29%	36.13%	42.13%
South Korea			
Net Sales	12.8M	17.3M	49.0M
COGS	6.7M	12.1M	31.4M
Gross Margin	6.1M	5.2M	17.6M
GM %	47.54%	29.82%	35.92%
Spain			
Net Sales		1.8M	12.6M
COGS		1.1M	8.4M
Gross Margin		0.7M	4.2M
GM %		37.67%	33.13%
Sweden			
Net Sales	0.1M	0.2M	1.8M
COGS	0.0M	0.1M	1.1M
Gross Margin	0.0M	0.1M	0.7M
GM %	38.28%	44.06%	40.22%
United Kingdom			
Net Sales	2.0M	8.1M	34.2M
COGS	1.3M	5.3M	18.7M
Gross Margin	0.7M	2.8M	15.4M
GM %	36.19%	34.13%	45.13%
USA			
Net Sales	11.5M	31.9M	87.8M
COGS	7.7M	19.5M	55.3M
Gross Margin	3.8M	12.4M	32.5M
GM %	32.79%	38.97%	36.99%

































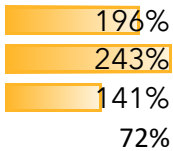








**21 vs 20**



2401%  
2272%  
2765%  
115%

308%  
334%  
268%  
87%

288%  
306%  
263%  
91%

422%  
406%  
448%  
106%

347%  
346%  
348%  
100%

256%  
294%  
188%  
73%

324%  
325%  
322%  
99%



297%  
320%  
266%  
90%

263%  
265%  
258%  
98%

421%  
357%  
530%  
126%

238%  
264%  
209%  
88%

574%  
404%  
1051%  
183%

552%  
625%  
431%  
78%

121%  
134%  
102%  
85%

238%  
265%  
206%  
87%

186%  
178%  
197%  
106%

330%



299%  
385%  
117%

283%  
259%  
341%  
120%

711%  
763%  
626%  
88%

782%  
836%  
714%  
91%

423%  
352%  
559%  
132%

275%  
284%  
261%  
95%





































