

## FILTERS

region All  
customer All  
division All

## P &amp; 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	42.6%	45.9%	32.9%		-28.2%
Austria		26.1%	30.1%		15.2%
Bangladesh	28.7%	39.6%	34.5%		-12.8%
Canada	41.7%	41.9%	38.2%		-8.8%
China	44.9%	38.7%	41.1%		6.2%
France	44.1%	43.1%	43.2%		0.3%
Germany	37.0%	35.6%	26.2%		-26.5%
India	42.4%	32.2%	32.0%		-0.6%
Indonesia	42.0%	42.9%	38.4%		-10.5%
Italy	45.6%	30.7%	30.1%		-1.8%
Japan		37.0%	46.5%		25.9%
Netherlands	36.4%	47.8%	42.0%		-12.1%



Newzealand		26.4%	48.2%	83.0%
Norway		37.7%	29.5%	-21.9%
Pakistan	39.7%	42.8%	36.2%	-15.4%
Philippines	39.9%	45.1%	39.1%	-13.4%
Poland	37.4%	40.2%	42.6%	5.9%
Portugal	39.3%	36.1%	42.1%	16.6%
South Korea	47.5%	29.8%	35.9%	20.5%
Spain		37.7%	33.1%	-12.1%
Sweden	38.3%	44.1%	40.2%	-8.7%
United Kingdom	36.2%	34.1%	45.1%	32.2%
USA	32.8%	39.0%	37.0%	-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 Mar	36.2M	73.3M	218.2M	197.6%
Total GM %	41.4%	37.3%	36.4%	-2.3%





































