

P&L By Fiscal year

region All

customer All

division All

Net Sales Performance

All Values are in USD

Note: 21 vs 20 is not the part of Pivot table

Column Labels				
Market	2019	2020	2021	21 vs 20
Australia				
Net_Sales	3.88M	10.70M	20.99M	196.2%
cogs	2.23M	5.79M	14.08M	243.2%
gross_margir	1.65M	4.91M	6.91M	140.8%
GM%	42.57%	45.88%	32.92%	71.8%
Austria				
Net_Sales		0.12M	2.84M	2401.3%
cogs		0.09M	1.98M	2272.4%
gross_margin		0.03M	0.86M	2765.4%
GM%		26.15%	30.11%	115.2%
Bangladesh				
Net_Sales	0.48M	2.26M	6.95M	307.7%
cogs	0.34M	1.36M	4.55M	333.5%
gross_margir	0.14M	0.89M	2.40M	268.4%
GM%	28.73%	39.61%	34.54%	87.2%
Canada				
Net_Sales	4.76M	12.17M	35.06M	288.1%
cogs	2.78M	7.07M	21.66M	306.4%
gross_margir	1.99M	5.10M	13.39M	262.6%
GM%	41.67%	41.91%	38.21%	91.2%
China				
Net_Sales	1.43M	5.42M	22.89M	422.0%
cogs	0.78M	3.33M	13.49M	405.5%
gross_margir	0.64M	2.10M	9.40M	448.1%
GM%	44.94%	38.68%	41.07%	106.2%
France				
Net_Sales	4.04M	7.47M	25.94M	347.2%
cogs	2.26M	4.25M	14.73M	346.4%
gross_margir	1.78M	3.22M	11.22M	348.3%
GM%	44.09%	43.11%	43.24%	100.3%
Germany				
Net_Sales	2.56M	4.69M	12.01M	256.2%



cogs	1.62M	3.02M	8.86M	293.8%
gross_margir	0.95M	1.67M	3.14M	188.3%
GM%	36.97%	35.63%	26.18%	73.5%
India				
Net_Sales	30.82M	49.77M	161.26M	324.0%
cogs	17.77M	33.74M	109.65M	325.0%
gross_margir	13.05M	16.03M	51.61M	322.0%
GM%	42.35%	32.21%	32.00%	99.4%
Indonesia				
Net_Sales	2.52M	6.21M	18.41M	296.7%
cogs	1.46M	3.54M	11.34M	320.1%
gross_margir	1.06M	2.66M	7.07M	265.6%
GM%	42.03%	42.91%	38.41%	89.5%
Italy				
Net_Sales	2.90M	4.46M	11.72M	262.5%
cogs	1.58M	3.09M	8.19M	264.6%
gross_margir	1.33M	1.37M	3.53M	257.8%
GM%	45.63%	30.68%	30.13%	98.2%
Japan				
Net_Sales		1.88M	7.92M	421.1%
cogs		1.19M	4.24M	357.3%
gross_margin		0.70M	3.69M	530.0%
GM%		36.96%	46.52%	125.9%
Netherlands				
Net_Sales	0.23M	3.36M	7.98M	237.9%
cogs	0.14M	1.75M	4.63M	264.2%
gross_margir	0.08M	1.60M	3.36M	209.2%
GM%	36.36%	47.79%	42.03%	87.9%
Newzealand				
Net_Sales		1.99M	11.40M	574.3%
cogs		1.46M	5.90M	403.8%
gross_margin		0.52M	5.50M	1050.7%
GM%		26.36%	48.23%	183.0%
Norway				
Net_Sales		2.48M	13.68M	551.8%
cogs		1.54M	9.65M	625.0%
gross_margin		0.94M	4.03M	431.0%
GM%		37.74%	29.48%	78.1%
Pakistan				
Net_Sales	0.62M	4.69M	5.66M	120.5%
cogs	0.38M	2.69M	3.61M	134.3%



gross_margir	0.25M	2.01M	2.05M	102.0%
GM%	39.65%	42.75%	36.18%	84.6%
Philippines				
Net_Sales	5.69M	13.37M	31.86M	238.4%
cogs	3.42M	7.33M	19.40M	264.6%
gross_margir	2.27M	6.03M	12.45M	206.5%
GM%	39.90%	45.13%	39.09%	86.6%
Poland				
Net_Sales	0.41M	2.79M	5.19M	185.8%
cogs	0.26M	1.67M	2.98M	178.5%
gross_margir	0.15M	1.12M	2.21M	196.7%
GM%	37.43%	40.20%	42.56%	105.9%
Portugal				
Net_Sales	0.75M	3.59M	11.83M	329.8%
cogs	0.45M	2.29M	6.85M	298.9%
gross_margir	0.29M	1.30M	4.98M	384.5%
GM%	39.29%	36.13%	42.13%	116.6%
South Korea				
Net_Sales	12.80M	17.28M	48.97M	283.3%
cogs	6.72M	12.13M	31.38M	258.7%
gross_margir	6.09M	5.15M	17.59M	341.3%
GM%	47.54%	29.82%	35.92%	120.5%
Spain				
Net_Sales		1.77M	12.62M	711.4%
cogs		1.11M	8.44M	763.2%
gross_margin		0.67M	4.18M	625.7%
GM%		37.67%	33.13%	87.9%
Sweden				
Net_Sales	0.05M	0.23M	1.77M	781.9%
cogs	0.03M	0.13M	1.06M	835.6%
gross_margir	0.02M	0.10M	0.71M	713.8%
GM%	38.28%	44.06%	40.22%	91.3%
United Kingdom				
Net_Sales	2.00M	8.08M	34.15M	422.7%
cogs	1.27M	5.32M	18.74M	352.1%
gross_margir	0.72M	2.76M	15.41M	559.0%
GM%	36.19%	34.13%	45.13%	132.2%
USA				
Net_Sales	11.53M	31.92M	87.78M	275.0%
cogs	7.75M	19.48M	55.31M	283.9%
gross_margir	3.78M	12.44M	32.47M	261.0%



GM%	32.79%	38.97%	36.99%	94.9%
Total Net_Sales	87.48M	196.69M	598.88M	304.5%
Total cogs	51.24M	123.37M	380.71M	308.6%
Total gross_m	36.24M	73.32M	218.16M	297.6%
Total GM%	41.43%	37.28%	36.43%	97.7%