



FILTERS

region All
customer All
division All

P&L

By Fiscal Year

All values are in USD

Note: 21 VS 20 is not part of Pivot Table

	Fiscal Year			
Customer	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.9M	10.7M	21.0M	96.2%
Total COGS	2M	6M	14M	143.2%
Gross Margin	1.7M	5M	7M	40.8%
GM%	42.6%	45.9%	32.9%	-28.2%
Austria				
Net Sales		0.1M	2.8M	2301.3%
Total COGS		0M	2M	2172.4%
Gross Margin		0M	1M	2665.4%
GM%		26.1%	30.1%	15.2%
Bangladesh				
Net Sales	0.5M	2.3M	7.0M	207.7%
Total COGS	0M	1M	5M	233.5%
Gross Margin	0.1M	1M	2M	168.4%
GM%	28.7%	39.6%	34.5%	-12.8%
Canada				
Net Sales	4.8M	12.2M	35.1M	188.1%
Total COGS	3M	7M	22M	206.4%
Gross Margin	2.0M	5M	13M	162.6%
GM%	41.7%	41.9%	38.2%	-8.8%
China				
Net Sales	1.4M	5.4M	22.9M	322.0%
Total COGS	1M	3M	13M	305.5%
Gross Margin	0.6M	2M	9M	348.1%
GM%	44.9%	38.7%	41.1%	6.2%
France				
Net Sales	4.0M	7.5M	25.9M	247.2%
Total COGS	2M	4M	15M	246.4%
Gross Margin	1.8M	3M	11M	248.3%
GM%	44.1%	43.1%	43.2%	0.3%
Germany				
Net Sales	2.6M	4.7M	12.0M	156.2%
Total COGS	2M	3M	9M	193.8%
Gross Margin	0.9M	2M	3M	88.3%
GM%	37.0%	35.6%	26.2%	-26.5%
India				
Net Sales	30.8M	49.8M	161.3M	224.0%
Total COGS	18M	34M	110M	225.0%



Gross Margin	13.1M	16M	52M	222.0%
GM%	42.4%	32.2%	32.0%	-0.6%
Indonesia				
Net Sales	2.5M	6.2M	18.4M	196.7%
Total COGS	1M	4M	11M	220.1%
Gross Margin	1.1M	3M	7M	165.6%
GM%	42.0%	42.9%	38.4%	-10.5%
Italy				
Net Sales	2.9M	4.5M	11.7M	162.5%
Total COGS	2M	3M	8M	164.6%
Gross Margin	1.3M	1M	4M	157.8%
GM%	45.6%	30.7%	30.1%	-1.8%
Japan				
Net Sales	1.9M	7.9M		321.1%
Total COGS	1M	4M		257.3%
Gross Margin	1M	4M		430.0%
GM%	37.0%	46.5%		25.9%
Netherlands				
Net Sales	0.2M	3.4M	8.0M	137.9%
Total COGS	0M	2M	5M	164.2%
Gross Margin	0.1M	2M	3M	109.2%
GM%	36.4%	47.8%	42.0%	-12.1%
Newzealand				
Net Sales	2.0M	11.4M		474.3%
Total COGS	1M	6M		303.8%
Gross Margin	1M	5M		950.7%
GM%	26.4%	48.2%		83.0%
Norway				
Net Sales	2.5M	13.7M		451.8%
Total COGS	2M	10M		525.0%
Gross Margin	1M	4M		331.0%
GM%	37.7%	29.5%		-21.9%
Pakistan				
Net Sales	0.6M	4.7M	5.7M	20.5%
Total COGS	0M	3M	4M	34.3%
Gross Margin	0.2M	2M	2M	2.0%
GM%	39.7%	42.8%	36.2%	-15.4%
Philippines				
Net Sales	5.7M	13.4M	31.9M	138.4%
Total COGS	3M	7M	19M	164.6%
Gross Margin	2.3M	6M	12M	106.5%
GM%	39.9%	45.1%	39.1%	-13.4%
Poland				
Net Sales	0.4M	2.8M	5.2M	85.8%
Total COGS	0M	2M	3M	78.5%
Gross Margin	0.2M	1M	2M	96.7%
GM%	37.4%	40.2%	42.6%	5.9%
Portugal				
Net Sales	0.7M	3.6M	11.8M	229.8%
Total COGS	0M	2M	7M	198.9%



Gross Margin	0.3M	1M	5M	284.5%
GM%	39.3%	36.1%	42.1%	16.6%
South Korea				
Net Sales	12.8M	17.3M	49.0M	183.3%
Total COGS	7M	12M	31M	158.7%
Gross Margin	6.1M	5M	18M	241.3%
GM%	47.5%	29.8%	35.9%	20.5%
Spain				
Net Sales		1.8M	12.6M	611.4%
Total COGS		1M	8M	663.2%
Gross Margin		1M	4M	525.7%
GM%		37.7%	33.1%	-12.1%
Sweden				
Net Sales	0.1M	0.2M	1.8M	681.9%
Total COGS	0M	0M	1M	735.6%
Gross Margin	0.0M	0M	1M	613.8%
GM%	38.3%	44.1%	40.2%	-8.7%
United Kingdom				
Net Sales	2.0M	8.1M	34.2M	322.7%
Total COGS	1M	5M	19M	252.1%
Gross Margin	0.7M	3M	15M	459.0%
GM%	36.2%	34.1%	45.1%	32.2%
USA				
Net Sales	11.5M	31.9M	87.8M	175.0%
Total COGS	8M	19M	55M	183.9%
Gross Margin	3.8M	12M	32M	161.0%
GM%	32.8%	39.0%	37.0%	-5.1%
Total Net Sales	87.5M	196.7M	598.9M	204.5%
Total Total COGS	51M	123M	381M	208.6%
Total Gross Margin	36.2M	73M	218M	197.6%
Total GM%	41.4%	37.3%	36.4%	-2.3%