

## filter

customer	All
region	All
division	All

## P&amp;L by fiscal year

All values are in USD

Note: 2021 vs 2020 not part of pivot table

Fiscal Years				
Customer	2019	2020	2021	21 vs 20
Australia				
netsales	3.9M	10.7M	21.0M	96.2%
COGS	2.2M	5.8M	14.1M	143.2%
Gross Margi	1.7M	4.9M	6.9M	40.8%
GM%	42.6%	45.9%	32.9%	-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%		26.1%	30.1%	15.2%
Bangladesh				
netsales	0.5M	2.3M	7.0M	207.7%
COGS	0.3M	1.4M	4.5M	233.5%
Gross Margi	0.1M	0.9M	2.4M	168.4%
GM%	28.7%	39.6%	34.5%	-12.8%
Canada				
netsales	4.8M	12.2M	35.1M	188.1%
COGS	2.8M	7.1M	21.7M	206.4%
Gross Margi	2.0M	5.1M	13.4M	162.6%
GM%	41.7%	41.9%	38.2%	-8.8%
China				
netsales	1.4M	5.4M	22.9M	322.0%
COGS	0.8M	3.3M	13.5M	305.5%
Gross Margi	0.6M	2.1M	9.4M	348.1%
GM%	44.9%	38.7%	41.1%	6.2%
France				
netsales	4.0M	7.5M	25.9M	247.2%
COGS	2.3M	4.3M	14.7M	246.4%
Gross Margi	1.8M	3.2M	11.2M	248.3%
GM%	44.1%	43.1%	43.2%	0.3%
Germany				
netsales	2.6M	4.7M	12.0M	156.2%
COGS	1.6M	3.0M	8.9M	193.8%
Gross Margi	0.9M	1.7M	3.1M	88.3%
GM%	37.0%	35.6%	26.2%	-26.5%
India				

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netsales	30.8M	49.8M	161.3M	224.0%
COGS	17.8M	33.7M	109.7M	225.0%
Gross Margi	13.1M	16.0M	51.6M	222.0%
GM%	42.4%	32.2%	32.0%	-0.6%
<b>Indonesia</b>				
netsales	2.5M	6.2M	18.4M	196.7%
COGS	1.5M	3.5M	11.3M	220.1%
Gross Margi	1.1M	2.7M	7.1M	165.6%
GM%	42.0%	42.9%	38.4%	-10.5%
<b>Italy</b>				
netsales	2.9M	4.5M	11.7M	162.5%
COGS	1.6M	3.1M	8.2M	164.6%
Gross Margi	1.3M	1.4M	3.5M	157.8%
GM%	45.6%	30.7%	30.1%	-1.8%
<b>Japan</b>				
netsales		1.9M	7.9M	321.1%
COGS		1.2M	4.2M	257.3%
Gross Margin		0.7M	3.7M	430.0%
GM%		37.0%	46.5%	25.9%
<b>Netherlands</b>				
netsales	0.2M	3.4M	8.0M	137.9%
COGS	0.1M	1.8M	4.6M	164.2%
Gross Margi	0.1M	1.6M	3.4M	109.2%
GM%	36.4%	47.8%	42.0%	-12.1%
<b>Newzealand</b>				
netsales		2.0M	11.4M	474.3%
COGS		1.5M	5.9M	303.8%
Gross Margin		0.5M	5.5M	950.7%
GM%		26.4%	48.2%	83.0%
<b>Norway</b>				
netsales		2.5M	13.7M	451.8%
COGS		1.5M	9.6M	525.0%
Gross Margin		0.9M	4.0M	331.0%
GM%		37.7%	29.5%	-21.9%
<b>Pakistan</b>				
netsales	0.6M	4.7M	5.7M	20.5%
COGS	0.4M	2.7M	3.6M	34.3%
Gross Margi	0.2M	2.0M	2.0M	2.0%
GM%	39.7%	42.8%	36.2%	-15.4%
<b>Philippines</b>				
netsales	5.7M	13.4M	31.9M	138.4%
COGS	3.4M	7.3M	19.4M	164.6%
Gross Margi	2.3M	6.0M	12.5M	106.5%
GM%	39.9%	45.1%	39.1%	-13.4%
<b>Poland</b>				
netsales	0.4M	2.8M	5.2M	85.8%
COGS	0.3M	1.7M	3.0M	78.5%

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Gross Margi	0.2M	1.1M	2.2M		96.7%
GM%	37.4%	40.2%	42.6%		5.9%
<b>Portugal</b>					
netsales	0.7M	3.6M	11.8M		229.8%
COGS	0.5M	2.3M	6.8M		198.9%
Gross Margi	0.3M	1.3M	5.0M		284.5%
GM%	39.3%	36.1%	42.1%		16.6%
<b>South Korea</b>					
netsales	12.8M	17.3M	49.0M		183.3%
COGS	6.7M	12.1M	31.4M		158.7%
Gross Margi	6.1M	5.2M	17.6M		241.3%
GM%	47.5%	29.8%	35.9%		20.5%
<b>Spain</b>					
netsales		1.8M	12.6M		611.4%
COGS		1.1M	8.4M		663.2%
Gross Margin		0.7M	4.2M		525.7%
GM%		37.7%	33.1%		-12.1%
<b>Sweden</b>					
netsales	0.1M	0.2M	1.8M		681.9%
COGS	0.0M	0.1M	1.1M		735.6%
Gross Margi	0.0M	0.1M	0.7M		613.8%
GM%	38.3%	44.1%	40.2%		-8.7%
<b>United Kingdom</b>					
netsales	2.0M	8.1M	34.2M		322.7%
COGS	1.3M	5.3M	18.7M		252.1%
Gross Margi	0.7M	2.8M	15.4M		459.0%
GM%	36.2%	34.1%	45.1%		32.2%
<b>USA</b>					
netsales	11.5M	31.9M	87.8M		175.0%
COGS	7.7M	19.5M	55.3M		183.9%
Gross Margi	3.8M	12.4M	32.5M		161.0%
GM%	32.8%	39.0%	37.0%		-5.1%
<b>Total netsales</b>	<b>87.5M</b>	<b>196.7M</b>	<b>598.9M</b>		204.5%
<b>Total COGS</b>	<b>51.2M</b>	<b>123.4M</b>	<b>380.7M</b>		208.6%
<b>Total Gross M</b>	<b>36.2M</b>	<b>73.3M</b>	<b>218.2M</b>		197.6%
<b>Total GM%</b>	<b>41.4%</b>	<b>37.3%</b>	<b>36.4%</b>		-2.3%