

Filter

region	All
division	All
customer	All

Customer

Net Sales Performance

note-- 21 vs 20 is not part of pivot table

Row Labels	Column Labels			
	2019	2020	2021	21 Vs 20
Australia				
Sum of net_sales_amount	3.88M	10.70M	20.99M	96.22%
COGS	2.23M	5.79M	14.08M	143.20%
Gross Margin	1.65M	4.91M	6.91M	40.80%
GM%	42.57%	45.88%	32.92%	-28.24%
Austria				
Sum of net_sales_amount		0.12M	2.84M	2301.31%
COGS		0.09M	1.98M	2172.38%
Gross Margin		0.03M	0.86M	2665.44%
GM%		26.15%	30.11%	15.16%
Bangladesh				
Sum of net_sales_amount	0.48M	2.26M	6.95M	207.70%
COGS	0.34M	1.36M	4.55M	233.50%
Gross Margin	0.14M	0.89M	2.40M	168.36%
GM%	28.73%	39.61%	34.54%	-12.79%
Canada				
Sum of net_sales_amount	4.76M	12.17M	35.06M	188.06%
COGS	2.78M	7.07M	21.66M	206.43%
Gross Margin	1.99M	5.10M	13.39M	162.59%
GM%	41.67%	41.91%	38.21%	-8.84%
China				
Sum of net_sales_amount	1.43M	5.42M	22.89M	321.98%
COGS	0.78M	3.33M	13.49M	305.51%
Gross Margin	0.64M	2.10M	9.40M	348.09%
GM%	44.94%	38.68%	41.07%	6.19%
France				
Sum of net_sales_amount	4.04M	7.47M	25.94M	247.23%
COGS	2.26M	4.25M	14.73M	246.45%
Gross Margin	1.78M	3.22M	11.22M	248.26%
GM%	44.09%	43.11%	43.24%	0.30%
Germany				
Sum of net_sales_amount	2.56M	4.69M	12.01M	156.22%
COGS	1.62M	3.02M	8.86M	193.82%
Gross Margin	0.95M	1.67M	3.14M	88.28%
GM%	36.97%	35.63%	26.18%	-26.52%
India				
Sum of net_sales_amount	30.82M	49.77M	161.26M	224.02%
COGS	17.77M	33.74M	109.65M	224.99%

Gross Margin	13.05M	16.03M	51.61M	<div></div>	221.96%
GM%	42.35%	32.21%	32.00%		-0.63%
Indonesia					
Sum of net_sales_amount	2.52M	6.21M	18.41M	<div></div>	196.69%
COGS	1.46M	3.54M	11.34M	<div></div>	220.09%
Gross Margin	1.06M	2.66M	7.07M	<div></div>	165.56%
GM%	42.03%	42.91%	38.41%		-10.49%
Italy					
Sum of net_sales_amount	2.90M	4.46M	11.72M	<div></div>	162.53%
COGS	1.58M	3.09M	8.19M	<div></div>	164.61%
Gross Margin	1.33M	1.37M	3.53M	<div></div>	157.83%
GM%	45.63%	30.68%	30.13%		-1.79%
Japan					
Sum of net_sales_amount		1.88M	7.92M	<div></div>	321.11%
COGS		1.19M	4.24M	<div></div>	257.28%
Gross Margin		0.70M	3.69M	<div></div>	429.96%
GM%		36.96%	46.52%		25.85%
Netherlands					
Sum of net_sales_amount	0.23M	3.36M	7.98M	<div></div>	137.91%
COGS	0.14M	1.75M	4.63M	<div></div>	164.16%
Gross Margin	0.08M	1.60M	3.36M	<div></div>	109.23%
GM%	36.36%	47.79%	42.03%		-12.06%
Newzealand					
Sum of net_sales_amount		1.99M	11.40M	<div></div>	474.29%
COGS		1.46M	5.90M	<div></div>	303.76%
Gross Margin		0.52M	5.50M	<div></div>	950.71%
GM%		26.36%	48.23%		82.96%
Norway					
Sum of net_sales_amount		2.48M	13.68M	<div></div>	451.83%
COGS		1.54M	9.65M	<div></div>	525.04%
Gross Margin		0.94M	4.03M	<div></div>	331.04%
GM%		37.74%	29.48%		-21.89%
Pakistan					
Sum of net_sales_amount	0.62M	4.69M	5.66M		20.51%
COGS	0.38M	2.69M	3.61M		34.33%
Gross Margin	0.25M	2.01M	2.05M		2.00%
GM%	39.65%	42.75%	36.18%		-15.36%
Philiphines					
Sum of net_sales_amount	5.69M	13.37M	31.86M	<div></div>	138.36%
COGS	3.42M	7.33M	19.40M	<div></div>	164.59%
Gross Margin	2.27M	6.03M	12.45M	<div></div>	106.47%
GM%	39.90%	45.13%	39.09%		-13.38%
Poland					
Sum of net_sales_amount	0.41M	2.79M	5.19M	<div></div>	85.81%
COGS	0.26M	1.67M	2.98M	<div></div>	78.47%
Gross Margin	0.15M	1.12M	2.21M	<div></div>	96.73%
GM%	37.43%	40.20%	42.56%		5.88%

Portugal

Sum of net_sales_amount	0.75M	3.59M	11.83M	229.81%
COGS	0.45M	2.29M	6.85M	198.86%
Gross Margin	0.29M	1.30M	4.98M	284.53%
GM%	39.29%	36.13%	42.13%	16.59%

South Korea

Sum of net_sales_amount	12.80M	17.28M	48.97M	183.31%
COGS	6.72M	12.13M	31.38M	158.65%
Gross Margin	6.09M	5.15M	17.59M	241.34%
GM%	47.54%	29.82%	35.92%	20.48%

Spain

Sum of net_sales_amount	1.77M	12.62M	611.42%
COGS	1.11M	8.44M	663.24%
Gross Margin	0.67M	4.18M	525.68%
GM%	37.67%	33.13%	-12.05%

Sweden

Sum of net_sales_amount	0.05M	0.23M	1.77M	681.92%
COGS	0.03M	0.13M	1.06M	735.60%
Gross Margin	0.02M	0.10M	0.71M	613.77%
GM%	38.28%	44.06%	40.22%	-8.72%

United Kingdom

Sum of net_sales_amount	2.00M	8.08M	34.15M	322.73%
COGS	1.27M	5.32M	18.74M	252.12%
Gross Margin	0.72M	2.76M	15.41M	459.04%
GM%	36.19%	34.13%	45.13%	32.24%

USA

Sum of net_sales_amount	11.53M	31.92M	87.78M	174.99%
COGS	7.75M	19.48M	55.31M	183.94%
Gross Margin	3.78M	12.44M	32.47M	160.98%
GM%	32.79%	38.97%	36.99%	-5.10%

Total Sum of net_sales_amount	87.48M	196.69M	598.88M	204.48%
Total COGS	51.24M	123.37M	380.71M	208.59%
Total Gross Margin	36.24M	73.32M	218.16M	197.55%
Total GM%	41.43%	37.28%	36.43%	-2.27%