

## Filters

customer All  
region All  
division All

## P & L

### By Fiscal Years

All Values In USD

21 vs 20 is not part of pivot table

Customer	Fiscal Years				21vs 20
	2019	2020	2021		
Australia					
Net Sales	04m	11m	21m		96.2%
cogs	02m	06m	14m		143.2%
gross_margin	02m	05m	07m		40.8%
gm%	42.6%	45.9%	32.9%		-28.2%
Austria					
Net Sales		00m	03m		2301.3%
cogs		00m	02m		2172.4%
gross_margin		00m	01m		2665.4%
gm%		26.1%	30.1%		15.2%
Bangladesh					
Net Sales	00m	02m	07m		207.7%
cogs	00m	01m	05m		233.5%
gross_margin	00m	01m	02m		168.4%
gm%	28.7%	39.6%	34.5%		-12.8%
Canada					
Net Sales	05m	12m	35m		188.1%
cogs	03m	07m	22m		206.4%
gross_margin	02m	05m	13m		162.6%
gm%	41.7%	41.9%	38.2%		-8.8%
China					
Net Sales	01m	05m	23m		322.0%
cogs	01m	03m	13m		305.5%
gross_margin	01m	02m	09m		348.1%
gm%	44.9%	38.7%	41.1%		6.2%
France					
Net Sales	04m	07m	26m		247.2%
cogs	02m	04m	15m		246.4%
gross_margin	02m	03m	11m		248.3%
gm%	44.1%	43.1%	43.2%		0.3%
Germany					
Net Sales	03m	05m	12m		156.2%
cogs	02m	03m	09m		193.8%
gross_margin	01m	02m	03m		88.3%
gm%	37.0%	35.6%	26.2%		-26.5%
India					
Net Sales	31m	50m	161m		224.0%
cogs	18m	34m	110m		225.0%
gross_margin	13m	16m	52m		222.0%
gm%	42.4%	32.2%	32.0%		-0.6%
Indonesia					
Net Sales	03m	06m	18m		196.7%

cogs	01m	04m	11m	220.1%
gross_margin	01m	03m	07m	165.6%
gm%	42.0%	42.9%	38.4%	-10.5%
Italy				
Net Sales	03m	04m	12m	162.5%
cogs	02m	03m	08m	164.6%
gross_margin	01m	01m	04m	157.8%
gm%	45.6%	30.7%	30.1%	-1.8%
Japan				
Net Sales		02m	08m	321.1%
cogs		01m	04m	257.3%
gross_margin		01m	04m	430.0%
gm%		37.0%	46.5%	25.9%
Netherlands				
Net Sales	00m	03m	08m	137.9%
cogs	00m	02m	05m	164.2%
gross_margin	00m	02m	03m	109.2%
gm%	36.4%	47.8%	42.0%	-12.1%
Newzealand				
Net Sales		02m	11m	474.3%
cogs		01m	06m	303.8%
gross_margin		01m	05m	950.7%
gm%		26.4%	48.2%	83.0%
Norway				
Net Sales		02m	14m	451.8%
cogs		02m	10m	525.0%
gross_margin		01m	04m	331.0%
gm%		37.7%	29.5%	-21.9%
Pakistan				
Net Sales	01m	05m	06m	20.5%
cogs	00m	03m	04m	34.3%
gross_margin	00m	02m	02m	2.0%
gm%	39.7%	42.8%	36.2%	-15.4%
Philiphines				
Net Sales	06m	13m	32m	138.4%
cogs	03m	07m	19m	164.6%
gross_margin	02m	06m	12m	106.5%
gm%	39.9%	45.1%	39.1%	-13.4%
Poland				
Net Sales	00m	03m	05m	85.8%
cogs	00m	02m	03m	78.5%
gross_margin	00m	01m	02m	96.7%
gm%	37.4%	40.2%	42.6%	5.9%
Portugal				
Net Sales	01m	04m	12m	229.8%
cogs	00m	02m	07m	198.9%
gross_margin	00m	01m	05m	284.5%
gm%	39.3%	36.1%	42.1%	16.6%
South Korea				
Net Sales	13m	17m	49m	183.3%

cogs	07m	12m	31m	158.7%
gross_margin	06m	05m	18m	241.3%
gm%	47.5%	29.8%	35.9%	20.5%
Spain				
Net Sales		02m	13m	611.4%
cogs		01m	08m	663.2%
gross_margin		01m	04m	525.7%
gm%		37.7%	33.1%	-12.1%
Sweden				
Net Sales	00m	00m	02m	681.9%
cogs	00m	00m	01m	735.6%
gross_margin	00m	00m	01m	613.8%
gm%	38.3%	44.1%	40.2%	-8.7%
United Kingdom				
Net Sales	02m	08m	34m	322.7%
cogs	01m	05m	19m	252.1%
gross_margin	01m	03m	15m	459.0%
gm%	36.2%	34.1%	45.1%	32.2%
USA				
Net Sales	12m	32m	88m	175.0%
cogs	08m	19m	55m	183.9%
gross_margin	04m	12m	32m	161.0%
gm%	32.8%	39.0%	37.0%	-5.1%
<b>Total Net Sales</b>	<b>87m</b>	<b>197m</b>	<b>599m</b>	204.5%
<b>Total cogs</b>	<b>51m</b>	<b>123m</b>	<b>381m</b>	208.6%
<b>Total gross_margin</b>	<b>36m</b>	<b>73m</b>	<b>218m</b>	197.6%
<b>Total gm%</b>	<b>41.4%</b>	<b>37.3%</b>	<b>36.4%</b>	-2.3%