



Filters

region | All
division | All
customer | All

P & L

By Fiscal Years

All values are in USD

Note : 21 vs 20 is not part of pivot table

Fiscal Years				
Customers	2019	2020	2021	21 vs 20
Australia				
net sales	3.9 M	10.7 M	21.0 M	96.2%
COGS	2.2 M	5.8 M	14.1 M	143.2%
gross margin	1.7 M	4.9 M	6.9 M	40.8%
GM %	42.6%	45.9%	32.9%	71.76%
Austria				
net sales		0.1 M	2.8 M	2401.3%
COGS		0.1 M	2.0 M	2272.4%
gross margin		0.0 M	0.9 M	2765.4%
GM %		26.1%	30.1%	115.2%
Bangladesh				
net sales	0.5 M	2.3 M	7.0 M	307.7%
COGS	0.3 M	1.4 M	4.5 M	333.5%
gross margin	0.1 M	0.9 M	2.4 M	268.4%
GM %	28.7%	39.6%	34.5%	87.2%
Canada				
net sales	4.8 M	12.2 M	35.1 M	288.1%
COGS	2.8 M	7.1 M	21.7 M	306.4%
gross margin	2.0 M	5.1 M	13.4 M	262.6%
GM %	41.7%	41.9%	38.2%	91.2%
China				
net sales	1.4 M	5.4 M	22.9 M	422.0%
COGS	0.8 M	3.3 M	13.5 M	405.5%
gross margin	0.6 M	2.1 M	9.4 M	448.1%
GM %	44.9%	38.7%	41.1%	106.2%
France				
net sales	4.0 M	7.5 M	25.9 M	347.2%
COGS	2.3 M	4.3 M	14.7 M	346.4%
gross margin	1.8 M	3.2 M	11.2 M	348.3%
GM %	44.1%	43.1%	43.2%	100.3%
Germany				
net sales	2.6 M	4.7 M	12.0 M	256.2%
COGS	1.6 M	3.0 M	8.9 M	293.8%
gross margin	0.9 M	1.7 M	3.1 M	188.3%
GM %	37.0%	35.6%	26.2%	73.5%
India				
net sales	30.8 M	49.8 M	161.3 M	324.0%



COGS	17.8 M	33.7 M	109.7 M		325.0%
gross margi	13.1 M	16.0 M	51.6 M		322.0%
GM %	42.4%	32.2%	32.0%		99.4%
Indonesia					
net sales	2.5 M	6.2 M	18.4 M		296.7%
COGS	1.5 M	3.5 M	11.3 M		320.1%
gross margi	1.1 M	2.7 M	7.1 M		265.6%
GM %	42.0%	42.9%	38.4%		89.5%
Italy					
net sales	2.9 M	4.5 M	11.7 M		262.5%
COGS	1.6 M	3.1 M	8.2 M		264.6%
gross margi	1.3 M	1.4 M	3.5 M		257.8%
GM %	45.6%	30.7%	30.1%		98.2%
Japan					
net sales		1.9 M	7.9 M		421.1%
COGS		1.2 M	4.2 M		357.3%
gross margin		0.7 M	3.7 M		530.0%
GM %		37.0%	46.5%		125.9%
Netherlands					
net sales	0.2 M	3.4 M	8.0 M		237.9%
COGS	0.1 M	1.8 M	4.6 M		264.2%
gross margi	0.1 M	1.6 M	3.4 M		209.2%
GM %	36.4%	47.8%	42.0%		87.9%
Newzealand					
net sales		2.0 M	11.4 M		574.3%
COGS		1.5 M	5.9 M		403.8%
gross margin		0.5 M	5.5 M		1050.7%
GM %		26.4%	48.2%		183.0%
Norway					
net sales		2.5 M	13.7 M		551.8%
COGS		1.5 M	9.6 M		625.0%
gross margin		0.9 M	4.0 M		431.0%
GM %		37.7%	29.5%		78.1%
Pakistan					
net sales	0.6 M	4.7 M	5.7 M		120.5%
COGS	0.4 M	2.7 M	3.6 M		134.3%
gross margi	0.2 M	2.0 M	2.0 M		102.0%
GM %	39.7%	42.8%	36.2%		84.6%
Philiphines					
net sales	5.7 M	13.4 M	31.9 M		238.4%
COGS	3.4 M	7.3 M	19.4 M		264.6%
gross margi	2.3 M	6.0 M	12.5 M		206.5%
GM %	39.9%	45.1%	39.1%		86.6%
Poland					
net sales	0.4 M	2.8 M	5.2 M		185.8%
COGS	0.3 M	1.7 M	3.0 M		178.5%



gross margin	0.2 M	1.1 M	2.2 M	<div></div>	196.7%
GM %	37.4%	40.2%	42.6%	<div></div>	105.9%
Portugal					
net sales	0.7 M	3.6 M	11.8 M	<div></div>	329.8%
COGS	0.5 M	2.3 M	6.8 M	<div></div>	298.9%
gross margin	0.3 M	1.3 M	5.0 M	<div></div>	384.5%
GM %	39.3%	36.1%	42.1%	<div></div>	116.6%
South Korea					
net sales	12.8 M	17.3 M	49.0 M	<div></div>	283.3%
COGS	6.7 M	12.1 M	31.4 M	<div></div>	258.7%
gross margin	6.1 M	5.2 M	17.6 M	<div></div>	341.3%
GM %	47.5%	29.8%	35.9%	<div></div>	120.5%
Spain					
net sales		1.8 M	12.6 M	<div></div>	711.4%
COGS		1.1 M	8.4 M	<div></div>	763.2%
gross margin		0.7 M	4.2 M	<div></div>	625.7%
GM %		37.7%	33.1%	<div></div>	87.9%
Sweden					
net sales	0.1 M	0.2 M	1.8 M	<div></div>	781.9%
COGS	0.0 M	0.1 M	1.1 M	<div></div>	835.6%
gross margin	0.0 M	0.1 M	0.7 M	<div></div>	713.8%
GM %	38.3%	44.1%	40.2%	<div></div>	91.3%
United Kingdom					
net sales	2.0 M	8.1 M	34.2 M	<div></div>	422.7%
COGS	1.3 M	5.3 M	18.7 M	<div></div>	352.1%
gross margin	0.7 M	2.8 M	15.4 M	<div></div>	559.0%
GM %	36.2%	34.1%	45.1%	<div></div>	132.2%
USA					
net sales	11.5 M	31.9 M	87.8 M	<div></div>	275.0%
COGS	7.7 M	19.5 M	55.3 M	<div></div>	283.9%
gross margin	3.8 M	12.4 M	32.5 M	<div></div>	261.0%
GM %	32.8%	39.0%	37.0%	<div></div>	94.9%
Total net sales	87.5 M	196.7 M	598.9 M	<div></div>	304.5%
Total COGS	51.2 M	123.4 M	380.7 M	<div></div>	308.6%
Total gross margin	36.2 M	73.3 M	218.2 M	<div></div>	297.6%
Total GM %	41.4%	37.3%	36.4%	<div></div>	97.7%