



## Filters

region All  
division All  
customer All

## P &amp; L

## By Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of pivot table

Customers	Fiscal Year			21 vs 20
	2019	2020	2021	
Australia				
NetSales	3.9M	10.7M	21.0M	96.2%
COGS	2.2M	5.8M	14.1M	143.2%
Gross-Margin	1.7M	4.9M	6.9M	40.8%
G-M %	42.57%	45.88%	32.92%	-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%
G-M %		26.15%	30.11%	15.2%
Bangladesh				
NetSales	0.5M	2.3M	7.0M	207.7%
COGS	0.3M	1.4M	4.5M	233.5%
Gross-Margin	0.1M	0.9M	2.4M	168.4%
G-M %	28.73%	39.61%	34.54%	-12.8%
Canada				
NetSales	4.8M	12.2M	35.1M	188.1%
COGS	2.8M	7.1M	21.7M	206.4%
Gross-Margin	2.0M	5.1M	13.4M	162.6%
G-M %	41.67%	41.91%	38.21%	-8.8%
China				
NetSales	1.4M	5.4M	22.9M	322.0%
COGS	0.8M	3.3M	13.5M	305.5%
Gross-Margin	0.6M	2.1M	9.4M	348.1%
G-M %	44.94%	38.68%	41.07%	6.2%
France				
NetSales	4.0M	7.5M	25.9M	247.2%
COGS	2.3M	4.3M	14.7M	246.4%
Gross-Margin	1.8M	3.2M	11.2M	248.3%
G-M %	44.09%	43.11%	43.24%	0.3%
Germany				
NetSales	2.6M	4.7M	12.0M	156.2%
COGS	1.6M	3.0M	8.9M	193.8%
Gross-Margin	0.9M	1.7M	3.1M	88.3%
G-M %	36.97%	35.63%	26.18%	-26.5%
India				
NetSales	30.8M	49.8M	161.3M	224.0%
COGS	17.8M	33.7M	109.7M	225.0%
Gross-Margin	13.1M	16.0M	51.6M	222.0%
G-M %	42.35%	32.21%	32.00%	-0.6%
Indonesia				



NetSales	2.5M	6.2M	18.4M	196.7%
COGS	1.5M	3.5M	11.3M	220.1%
Gross-Margin	1.1M	2.7M	7.1M	165.6%
G-M %	42.03%	42.91%	38.41%	-10.5%
Italy				
NetSales	2.9M	4.5M	11.7M	162.5%
COGS	1.6M	3.1M	8.2M	164.6%
Gross-Margin	1.3M	1.4M	3.5M	157.8%
G-M %	45.63%	30.68%	30.13%	-1.8%
Japan				
NetSales		1.9M	7.9M	321.1%
COGS		1.2M	4.2M	257.3%
Gross-Margin		0.7M	3.7M	430.0%
G-M %		36.96%	46.52%	25.9%
Netherlands				
NetSales	0.2M	3.4M	8.0M	137.9%
COGS	0.1M	1.8M	4.6M	164.2%
Gross-Margin	0.1M	1.6M	3.4M	109.2%
G-M %	36.36%	47.79%	42.03%	-12.1%
Newzealand				
NetSales		2.0M	11.4M	474.3%
COGS		1.5M	5.9M	303.8%
Gross-Margin		0.5M	5.5M	950.7%
G-M %		26.36%	48.23%	83.0%
Norway				
NetSales		2.5M	13.7M	451.8%
COGS		1.5M	9.6M	525.0%
Gross-Margin		0.9M	4.0M	331.0%
G-M %		37.74%	29.48%	-21.9%
Pakistan				
NetSales	0.6M	4.7M	5.7M	20.5%
COGS	0.4M	2.7M	3.6M	34.3%
Gross-Margin	0.2M	2.0M	2.0M	2.0%
G-M %	39.65%	42.75%	36.18%	-15.4%
Philiphines				
NetSales	5.7M	13.4M	31.9M	138.4%
COGS	3.4M	7.3M	19.4M	164.6%
Gross-Margin	2.3M	6.0M	12.5M	106.5%
G-M %	39.90%	45.13%	39.09%	-13.4%
Poland				
NetSales	0.4M	2.8M	5.2M	85.8%
COGS	0.3M	1.7M	3.0M	78.5%
Gross-Margin	0.2M	1.1M	2.2M	96.7%
G-M %	37.43%	40.20%	42.56%	5.9%
Portugal				
NetSales	0.7M	3.6M	11.8M	229.8%
COGS	0.5M	2.3M	6.8M	198.9%
Gross-Margin	0.3M	1.3M	5.0M	284.5%
G-M %	39.29%	36.13%	42.13%	16.6%
South Korea				



NetSales	12.8M	17.3M	49.0M	183.3%
COGS	6.7M	12.1M	31.4M	158.7%
Gross-Margin	6.1M	5.2M	17.6M	241.3%
G-M %	47.54%	29.82%	35.92%	20.5%
Spain				
NetSales		1.8M	12.6M	611.4%
COGS		1.1M	8.4M	663.2%
Gross-Margin		0.7M	4.2M	525.7%
G-M %		37.67%	33.13%	-12.1%
Sweden				
NetSales	0.1M	0.2M	1.8M	681.9%
COGS	0.0M	0.1M	1.1M	735.6%
Gross-Margin	0.0M	0.1M	0.7M	613.8%
G-M %	38.28%	44.06%	40.22%	-8.7%
United Kingdom				
NetSales	2.0M	8.1M	34.2M	322.7%
COGS	1.3M	5.3M	18.7M	252.1%
Gross-Margin	0.7M	2.8M	15.4M	459.0%
G-M %	36.19%	34.13%	45.13%	32.2%
USA				
NetSales	11.5M	31.9M	87.8M	175.0%
COGS	7.7M	19.5M	55.3M	183.9%
Gross-Margin	3.8M	12.4M	32.5M	161.0%
G-M %	32.79%	38.97%	36.99%	-5.1%
Total NetSales	87.5M	196.7M	598.9M	204.5%
Total COGS	51.2M	123.4M	380.7M	208.6%
Total Gross-Mar	36.2M	73.3M	218.2M	197.6%
Total G-M %	41.43%	37.28%	36.43%	-2.3%

















































