



## FILTERS

region All  
division All  
customer All

## P &amp; L

## By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot tab

		Fiscal Year			
Customer		2019	2020	2021	21 vs 20
Australia					
Net Sales		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%
GM %		42.6%	45.9%	32.9%	-28%
Austria					
Net Sales			0.1M	2.8M	2301%
COGS			0.1M	2.0M	2172%
Gross Margin			0.0M	0.9M	2665%
GM %			26.1%	30.1%	15%
Bangladesh					
Net Sales		0.5M	2.3M	7.0M	208%
COGS		0.3M	1.4M	4.5M	234%
Gross Margin		0.1M	0.9M	2.4M	168%
GM %		28.7%	39.6%	34.5%	-13%
Canada					
Net Sales		4.8M	12.2M	35.1M	188%
COGS		2.8M	7.1M	21.7M	206%
Gross Margin		2.0M	5.1M	13.4M	163%
GM %		41.7%	41.9%	38.2%	-9%
China					
Net Sales		1.4M	5.4M	22.9M	322%
COGS		0.8M	3.3M	13.5M	306%
Gross Margin		0.6M	2.1M	9.4M	348%
GM %		44.9%	38.7%	41.1%	6%
France					
Net Sales		4.0M	7.5M	25.9M	247%
COGS		2.3M	4.3M	14.7M	246%
Gross Margin		1.8M	3.2M	11.2M	248%
GM %		44.1%	43.1%	43.2%	0%
Germany					
Net Sales		2.6M	4.7M	12.0M	156%
COGS		1.6M	3.0M	8.9M	194%
Gross Margin		0.9M	1.7M	3.1M	88%
GM %		37.0%	35.6%	26.2%	-27%
India					
Net Sales		30.8M	49.8M	161.3M	224%



COGS	17.8M	33.7M	109.7M	225%
Gross Margin	13.1M	16.0M	51.6M	222%
GM %	42.4%	32.2%	32.0%	-1%
Indonesia				
Net Sales	2.5M	6.2M	18.4M	197%
COGS	1.5M	3.5M	11.3M	220%
Gross Margin	1.1M	2.7M	7.1M	166%
GM %	42.0%	42.9%	38.4%	-10%
Italy				
Net Sales	2.9M	4.5M	11.7M	163%
COGS	1.6M	3.1M	8.2M	165%
Gross Margin	1.3M	1.4M	3.5M	158%
GM %	45.6%	30.7%	30.1%	-2%
Japan				
Net Sales		1.9M	7.9M	321%
COGS		1.2M	4.2M	257%
Gross Margin		0.7M	3.7M	430%
GM %		37.0%	46.5%	26%
Netherlands				
Net Sales	0.2M	3.4M	8.0M	138%
COGS	0.1M	1.8M	4.6M	164%
Gross Margin	0.1M	1.6M	3.4M	109%
GM %	36.4%	47.8%	42.0%	-12%
Newzealand				
Net Sales		2.0M	11.4M	474%
COGS		1.5M	5.9M	304%
Gross Margin		0.5M	5.5M	951%
GM %		26.4%	48.2%	83%
Norway				
Net Sales		2.5M	13.7M	452%
COGS		1.5M	9.6M	525%
Gross Margin		0.9M	4.0M	331%
GM %		37.7%	29.5%	-22%
Pakistan				
Net Sales	0.6M	4.7M	5.7M	21%
COGS	0.4M	2.7M	3.6M	34%
Gross Margin	0.2M	2.0M	2.0M	2%
GM %	39.7%	42.8%	36.2%	-15%
Philippines				
Net Sales	5.7M	13.4M	31.9M	138%
COGS	3.4M	7.3M	19.4M	165%
Gross Margin	2.3M	6.0M	12.5M	106%
GM %	39.9%	45.1%	39.1%	-13%
Poland				
Net Sales	0.4M	2.8M	5.2M	86%
COGS	0.3M	1.7M	3.0M	78%
Gross Margin	0.2M	1.1M	2.2M	97%



GM %	37.4%	40.2%	42.6%	6%
Portugal				
Net Sales	0.7M	3.6M	11.8M	230%
COGS	0.5M	2.3M	6.8M	199%
Gross Margin	0.3M	1.3M	5.0M	285%
GM %	39.3%	36.1%	42.1%	17%
South Korea				
Net Sales	12.8M	17.3M	49.0M	183%
COGS	6.7M	12.1M	31.4M	159%
Gross Margin	6.1M	5.2M	17.6M	241%
GM %	47.5%	29.8%	35.9%	20%
Spain				
Net Sales		1.8M	12.6M	611%
COGS		1.1M	8.4M	663%
Gross Margin		0.7M	4.2M	526%
GM %		37.7%	33.1%	-12%
Sweden				
Net Sales	0.1M	0.2M	1.8M	682%
COGS	0.0M	0.1M	1.1M	736%
Gross Margin	0.0M	0.1M	0.7M	614%
GM %	38.3%	44.1%	40.2%	-9%
United Kingdom				
Net Sales	2.0M	8.1M	34.2M	323%
COGS	1.3M	5.3M	18.7M	252%
Gross Margin	0.7M	2.8M	15.4M	459%
GM %	36.2%	34.1%	45.1%	32%
USA				
Net Sales	11.5M	31.9M	87.8M	175%
COGS	7.7M	19.5M	55.3M	184%
Gross Margin	3.8M	12.4M	32.5M	161%
GM %	32.8%	39.0%	37.0%	-5%
<b>Total Net Sale</b>	<b>87.5M</b>	<b>196.7M</b>	<b>598.9M</b>	204%
<b>Total COGS</b>	<b>51.2M</b>	<b>123.4M</b>	<b>380.7M</b>	209%
<b>Total Gross M</b>	<b>36.2M</b>	<b>73.3M</b>	<b>218.2M</b>	198%
<b>Total GM %</b>	<b>41.4%</b>	<b>37.3%</b>	<b>36.4%</b>	-2%





























































































































































































































































































































































































































































































































































































































































































































































































































































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