



## Filters

division All  
region All  
customer All

## P & L

by Fiscal year

All values are in USD

Note: 21 vs 20 is not a part of pivot table

	Fiscal Year				
Customer	2019	2020	2021		21 vs 20
Australia					
Net_Sales	3.88M	10.70M	20.99M	<div></div>	96.2%
COGS	2.23M	5.79M	14.08M	<div></div>	143.2%
Gross Margi	1.65M	4.91M	6.91M	<div></div>	40.8%
GM %	42.6%	45.9%	32.9%	<div></div>	-28.2%
Austria					
Net_Sales		0.12M	2.84M	<div></div>	2301.3%
COGS		0.09M	1.98M	<div></div>	2172.4%
Gross Margin		0.03M	0.86M	<div></div>	2665.4%
GM %		26.1%	30.1%	<div></div>	15.2%
Bangladesh					
Net_Sales	0.48M	2.26M	6.95M	<div></div>	207.7%
COGS	0.34M	1.36M	4.55M	<div></div>	233.5%
Gross Margi	0.14M	0.89M	2.40M	<div></div>	168.4%
GM %	28.7%	39.6%	34.5%	<div></div>	-12.8%
Canada					
Net_Sales	4.76M	12.17M	35.06M	<div></div>	188.1%
COGS	2.78M	7.07M	21.66M	<div></div>	206.4%
Gross Margi	1.99M	5.10M	13.39M	<div></div>	162.6%
GM %	41.7%	41.9%	38.2%	<div></div>	-8.8%
China					
Net_Sales	1.43M	5.42M	22.89M	<div></div>	322.0%
COGS	0.78M	3.33M	13.49M	<div></div>	305.5%
Gross Margi	0.64M	2.10M	9.40M	<div></div>	348.1%
GM %	44.9%	38.7%	41.1%	<div></div>	6.2%
France					
Net_Sales	4.04M	7.47M	25.94M	<div></div>	247.2%
COGS	2.26M	4.25M	14.73M	<div></div>	246.4%
Gross Margi	1.78M	3.22M	11.22M	<div></div>	248.3%
GM %	44.1%	43.1%	43.2%	<div></div>	0.3%
Germany					
Net_Sales	2.56M	4.69M	12.01M	<div></div>	156.2%
COGS	1.62M	3.02M	8.86M	<div></div>	193.8%
Gross Margi	0.95M	1.67M	3.14M	<div></div>	88.3%
GM %	37.0%	35.6%	26.2%	<div></div>	-26.5%
India					
Net_Sales	30.82M	49.77M	161.26M	<div></div>	224.0%
COGS	17.77M	33.74M	109.65M	<div></div>	225.0%
Gross Margi	13.05M	16.03M	51.61M	<div></div>	222.0%
GM %	42.4%	32.2%	32.0%	<div></div>	-0.6%
Indonesia					



Net_Sales	2.52M	6.21M	18.41M	196.7%
COGS	1.46M	3.54M	11.34M	220.1%
Gross Margi	1.06M	2.66M	7.07M	165.6%
GM %	42.0%	42.9%	38.4%	-10.5%
Italy				
Net_Sales	2.90M	4.46M	11.72M	162.5%
COGS	1.58M	3.09M	8.19M	164.6%
Gross Margi	1.33M	1.37M	3.53M	157.8%
GM %	45.6%	30.7%	30.1%	-1.8%
Japan				
Net_Sales		1.88M	7.92M	321.1%
COGS		1.19M	4.24M	257.3%
Gross Margin		0.70M	3.69M	430.0%
GM %		37.0%	46.5%	25.9%
Netherlands				
Net_Sales	0.23M	3.36M	7.98M	137.9%
COGS	0.14M	1.75M	4.63M	164.2%
Gross Margi	0.08M	1.60M	3.36M	109.2%
GM %	36.4%	47.8%	42.0%	-12.1%
Newzealand				
Net_Sales		1.99M	11.40M	474.3%
COGS		1.46M	5.90M	303.8%
Gross Margin		0.52M	5.50M	950.7%
GM %		26.4%	48.2%	83.0%
Norway				
Net_Sales		2.48M	13.68M	451.8%
COGS		1.54M	9.65M	525.0%
Gross Margin		0.94M	4.03M	331.0%
GM %		37.7%	29.5%	-21.9%
Pakistan				
Net_Sales	0.62M	4.69M	5.66M	20.5%
COGS	0.38M	2.69M	3.61M	34.3%
Gross Margi	0.25M	2.01M	2.05M	2.0%
GM %	39.7%	42.8%	36.2%	-15.4%
Philiphines				
Net_Sales	5.69M	13.37M	31.86M	138.4%
COGS	3.42M	7.33M	19.40M	164.6%
Gross Margi	2.27M	6.03M	12.45M	106.5%
GM %	39.9%	45.1%	39.1%	-13.4%
Poland				
Net_Sales	0.41M	2.79M	5.19M	85.8%
COGS	0.26M	1.67M	2.98M	78.5%
Gross Margi	0.15M	1.12M	2.21M	96.7%
GM %	37.4%	40.2%	42.6%	5.9%
Portugal				
Net_Sales	0.75M	3.59M	11.83M	229.8%
COGS	0.45M	2.29M	6.85M	198.9%
Gross Margi	0.29M	1.30M	4.98M	284.5%
GM %	39.3%	36.1%	42.1%	16.6%
South Korea				



Net_Sales	12.80M	17.28M	48.97M		183.3%
COGS	6.72M	12.13M	31.38M		158.7%
Gross Margin	6.09M	5.15M	17.59M		241.3%
GM %	47.5%	29.8%	35.9%		20.5%
Spain					
Net_Sales		1.77M	12.62M		611.4%
COGS		1.11M	8.44M		663.2%
Gross Margin		0.67M	4.18M		525.7%
GM %		37.7%	33.1%		-12.1%
Sweden					
Net_Sales	0.05M	0.23M	1.77M		681.9%
COGS	0.03M	0.13M	1.06M		735.6%
Gross Margin	0.02M	0.10M	0.71M		613.8%
GM %	38.3%	44.1%	40.2%		-8.7%
United Kingdom					
Net_Sales	2.00M	8.08M	34.15M		322.7%
COGS	1.27M	5.32M	18.74M		252.1%
Gross Margin	0.72M	2.76M	15.41M		459.0%
GM %	36.2%	34.1%	45.1%		32.2%
USA					
Net_Sales	11.53M	31.92M	87.78M		175.0%
COGS	7.75M	19.48M	55.31M		183.9%
Gross Margin	3.78M	12.44M	32.47M		161.0%
GM %	32.8%	39.0%	37.0%		-5.1%
Total Net_Sale	87.48M	196.69M	598.88M		204.5%
Total COGS	51.24M	123.37M	380.71M		208.6%
Total Gross Ma	36.24M	73.32M	218.16M		197.6%
Total GM %	41.4%	37.3%	36.4%		-2.3%