



## Profit & Loss Report By Fiscal Year

### FILTERS

division	All
region	All

Note: All values are in USD

Note: 21 vs 20 not a part of pivot

Customer	Fiscal Year				
	2019	2020	2021	21 vs 20	
Australia					
Net_Sales	3.9M	10.7M	21.0M	<div></div>	196%
COGS	2.2M	5.8M	14.1M	<div></div>	243%
Gross Margin	1.7M	4.9M	6.9M	<div></div>	141%
GM %	42.6%	45.9%	32.9%	<div></div>	72%
Austria					
Net_Sales		0.1M	2.8M	<div></div>	2401%
COGS		0.1M	2.0M	<div></div>	2272%
Gross Margin		0.0M	0.9M	<div></div>	2765%
GM %		26.1%	30.1%	<div></div>	115%
Bangladesh					
Net_Sales	0.5M	2.3M	7.0M	<div></div>	308%
COGS	0.3M	1.4M	4.5M	<div></div>	334%
Gross Margin	0.1M	0.9M	2.4M	<div></div>	268%
GM %	28.7%	39.6%	34.5%	<div></div>	87%
Canada					
Net_Sales	4.8M	12.2M	35.1M	<div></div>	288%
COGS	2.8M	7.1M	21.7M	<div></div>	306%
Gross Margin	2.0M	5.1M	13.4M	<div></div>	263%
GM %	41.7%	41.9%	38.2%	<div></div>	91%
China					
Net_Sales	1.4M	5.4M	22.9M	<div></div>	422%
COGS	0.8M	3.3M	13.5M	<div></div>	406%
Gross Margin	0.6M	2.1M	9.4M	<div></div>	448%
GM %	44.9%	38.7%	41.1%	<div></div>	106%
France					
Net_Sales	4.0M	7.5M	25.9M	<div></div>	347%
COGS	2.3M	4.3M	14.7M	<div></div>	346%
Gross Margin	1.8M	3.2M	11.2M	<div></div>	348%
GM %	44.1%	43.1%	43.2%	<div></div>	100%
Germany					
Net_Sales	2.6M	4.7M	12.0M	<div></div>	256%
COGS	1.6M	3.0M	8.9M	<div></div>	294%
Gross Margin	0.9M	1.7M	3.1M	<div></div>	188%
GM %	37.0%	35.6%	26.2%	<div></div>	73%
India					
Net_Sales	30.8M	49.8M	161.3M	<div></div>	324%
COGS	17.8M	33.7M	109.7M	<div></div>	325%
Gross Margin	13.1M	16.0M	51.6M	<div></div>	322%
GM %	42.4%	32.2%	32.0%	<div></div>	99%
Indonesia					
Net_Sales	2.5M	6.2M	18.4M	<div></div>	297%
COGS	1.5M	3.5M	11.3M	<div></div>	320%
Gross Margin	1.1M	2.7M	7.1M	<div></div>	266%
GM %	42.0%	42.9%	38.4%	<div></div>	90%
Italy					
Net_Sales	2.9M	4.5M	11.7M	<div></div>	263%
COGS	1.6M	3.1M	8.2M	<div></div>	265%



Gross Margin	1.3M	1.4M	3.5M		258%
GM %	45.6%	30.7%	30.1%		98%
Japan					
Net_Sales		1.9M	7.9M		421%
COGS		1.2M	4.2M		357%
Gross Margin		0.7M	3.7M		530%
GM %		37.0%	46.5%		126%
Netherlands					
Net_Sales	0.2M	3.4M	8.0M		238%
COGS	0.1M	1.8M	4.6M		264%
Gross Margin	0.1M	1.6M	3.4M		209%
GM %	36.4%	47.8%	42.0%		88%
Newzealand					
Net_Sales		2.0M	11.4M		574%
COGS		1.5M	5.9M		404%
Gross Margin		0.5M	5.5M		1051%
GM %		26.4%	48.2%		183%
Norway					
Net_Sales		2.5M	13.7M		552%
COGS		1.5M	9.6M		625%
Gross Margin		0.9M	4.0M		431%
GM %		37.7%	29.5%		78%
Pakistan					
Net_Sales	0.6M	4.7M	5.7M		121%
COGS	0.4M	2.7M	3.6M		134%
Gross Margin	0.2M	2.0M	2.0M		102%
GM %	39.7%	42.8%	36.2%		85%
Philiphines					
Net_Sales	5.7M	13.4M	31.9M		238%
COGS	3.4M	7.3M	19.4M		265%
Gross Margin	2.3M	6.0M	12.5M		206%
GM %	39.9%	45.1%	39.1%		87%
Poland					
Net_Sales	0.4M	2.8M	5.2M		186%
COGS	0.3M	1.7M	3.0M		178%
Gross Margin	0.2M	1.1M	2.2M		197%
GM %	37.4%	40.2%	42.6%		106%
Portugal					
Net_Sales	0.7M	3.6M	11.8M		330%
COGS	0.5M	2.3M	6.8M		299%
Gross Margin	0.3M	1.3M	5.0M		385%
GM %	39.3%	36.1%	42.1%		117%
South Korea					
Net_Sales	12.8M	17.3M	49.0M		283%
COGS	6.7M	12.1M	31.4M		259%
Gross Margin	6.1M	5.2M	17.6M		341%
GM %	47.5%	29.8%	35.9%		120%
Spain					
Net_Sales		1.8M	12.6M		711%
COGS		1.1M	8.4M		763%
Gross Margin		0.7M	4.2M		626%
GM %		37.7%	33.1%		88%
Sweden					
Net_Sales	0.1M	0.2M	1.8M		782%
COGS	0.0M	0.1M	1.1M		836%
Gross Margin	0.0M	0.1M	0.7M		714%
GM %	38.3%	44.1%	40.2%		91%
United Kingdom					
Net_Sales	2.0M	8.1M	34.2M		423%



COGS	1.3M	5.3M	18.7M		352%
Gross Margin	0.7M	2.8M	15.4M		559%
GM %	36.2%	34.1%	45.1%		132%
USA					
Net_Sales	11.5M	31.9M	87.8M		275%
COGS	7.7M	19.5M	55.3M		284%
Gross Margin	3.8M	12.4M	32.5M		261%
GM %	32.8%	39.0%	37.0%		95%





