

P & L by Year

(21vs20 is not part of pivot table)

Filters

region	All
division	All
customer	All

Country	Values	Year		
		2019	2020	2021
Australia	Net Sales	3.877M	10.698M	20.991M
	COGS	2.227M	5.790M	14.081M
	Gross Margin	1.650M	4.908M	6.911M
	Gross Margin %	42.57%	45.88%	32.92%
Austria	Net Sales		0.118M	2.840M
	COGS		0.087M	1.985M
	Gross Margin		0.031M	0.855M
	Gross Margin %		26.15%	30.11%
Bangladesh	Net Sales	0.480M	2.259M	6.950M
	COGS	0.342M	1.364M	4.550M
	Gross Margin	0.138M	0.895M	2.401M
	Gross Margin %	28.73%	39.61%	34.54%
Canada	Net Sales	4.764M	12.171M	35.059M
	COGS	2.779M	7.070M	21.664M
	Gross Margin	1.985M	5.101M	13.395M
	Gross Margin %	41.67%	41.91%	38.21%
China	Net Sales	1.426M	5.424M	22.886M
	COGS	0.785M	3.326M	13.486M
	Gross Margin	0.641M	2.098M	9.400M
	Gross Margin %	44.94%	38.68%	41.07%
France	Net Sales	4.036M	7.472M	25.944M
	COGS	2.257M	4.251M	14.726M
	Gross Margin	1.780M	3.221M	11.218M
	Gross Margin %	44.09%	43.11%	43.24%
Germany	Net Sales	2.563M	4.686M	12.006M
	COGS	1.616M	3.016M	8.863M
	Gross Margin	0.947M	1.669M	3.143M
	Gross Margin %	36.97%	35.63%	26.18%
India	Net Sales	30.819M	49.770M	161.263M
	COGS	17.766M	33.740M	109.653M
	Gross Margin	13.052M	16.030M	51.610M
	Gross Margin %	42.35%	32.21%	32.00%
Indonesia	Net Sales	2.524M	6.207M	18.415M
	COGS	1.463M	3.543M	11.342M
	Gross Margin	1.061M	2.663M	7.073M
	Gross Margin %	42.03%	42.91%	38.41%
Italy	Net Sales	2.904M	4.463M	11.718M
	COGS	1.579M	3.094M	8.187M
	Gross Margin	1.325M	1.369M	3.531M
	Gross Margin %	45.63%	30.68%	30.13%
Japan	Net Sales		1.881M	7.922M
	COGS		1.186M	4.237M
	Gross Margin		0.695M	3.685M
	Gross Margin %		36.96%	46.52%

Netherlands	Net Sales	0.225M	3.356M	7.984M
	COGS	0.143M	1.752M	4.628M
	Gross Margin	0.082M	1.604M	3.356M
	Gross Margin %	36.36%	47.79%	42.03%
Newzealand	Net Sales		1.985M	11.402M
	COGS		1.462M	5.903M
	Gross Margin		0.523M	5.499M
	Gross Margin %		26.36%	48.23%
Norway	Net Sales		2.479M	13.678M
	COGS		1.543M	9.645M
	Gross Margin		0.935M	4.032M
	Gross Margin %		37.74%	29.48%
Pakistan	Net Sales	0.625M	4.694M	5.657M
	COGS	0.377M	2.687M	3.610M
	Gross Margin	0.248M	2.007M	2.047M
	Gross Margin %	39.65%	42.75%	36.18%
Philiphines	Net Sales	5.694M	13.365M	31.857M
	COGS	3.422M	7.333M	19.404M
	Gross Margin	2.272M	6.032M	12.454M
	Gross Margin %	39.90%	45.13%	39.09%
Poland	Net Sales	0.409M	2.793M	5.189M
	COGS	0.256M	1.670M	2.981M
	Gross Margin	0.153M	1.123M	2.209M
	Gross Margin %	37.43%	40.20%	42.56%
Portugal	Net Sales	0.748M	3.587M	11.830M
	COGS	0.454M	2.291M	6.846M
	Gross Margin	0.294M	1.296M	4.983M
	Gross Margin %	39.29%	36.13%	42.13%
South Korea	Net Sales	12.805M	17.284M	48.965M
	COGS	6.718M	12.130M	31.376M
	Gross Margin	6.087M	5.153M	17.590M
	Gross Margin %	47.54%	29.82%	35.92%
Spain	Net Sales		1.774M	12.619M
	COGS		1.106M	8.438M
	Gross Margin		0.668M	4.181M
	Gross Margin %		37.67%	33.13%
Sweden	Net Sales	0.053M	0.226M	1.768M
	COGS	0.033M	0.126M	1.057M
	Gross Margin	0.020M	0.100M	0.711M
	Gross Margin %	38.28%	44.06%	40.22%
United Kingdom	Net Sales	1.998M	8.079M	34.152M
	COGS	1.275M	5.322M	18.739M
	Gross Margin	0.723M	2.757M	15.413M
	Gross Margin %	36.19%	34.13%	45.13%
USA	Net Sales	11.528M	31.921M	87.781M
	COGS	7.747M	19.480M	55.313M
	Gross Margin	3.780M	12.441M	32.468M
	Gross Margin %	32.79%	38.97%	36.99%
Total Net Sales		87.478M	196.691M	598.877M
Total COGS		51.239M	123.371M	380.714M
Total Gross Margin		36.240M	73.319M	218.163M
Total Gross Margin %		41.43%	37.28%	36.43%