



FILTERS

region All
customer All
division All

P&L
By Fiscal Year

All values in USD

Note: 21 vs 20 is not part of pivot table

	Fiscal Years				
metrics	2019	2020	2021	21 vs 20	
Australia					
Net Sales	3.9M	10.7M	21.0M	<div><div></div></div> 96.2%	
COGS	2.2M	5.8M	14.1M	<div><div></div></div> 143.2%	
Gross Marg	1.7M	4.9M	6.9M	<div><div></div></div> 40.8%	
GM %	42.6%	45.9%	32.9%	72%	
Austria					
Net Sales		0.1M	2.8M	2401%	
COGS		0.1M	2.0M	2272%	
Gross Margin		0.0M	0.9M	2765%	
GM %		26.1%	30.1%	115%	
Bangladesh					
Net Sales	0.5M	2.3M	7.0M	308%	
COGS	0.3M	1.4M	4.5M	334%	
Gross Marg	0.1M	0.9M	2.4M	268%	
GM %	28.7%	39.6%	34.5%	87%	
Canada					
Net Sales	4.8M	12.2M	35.1M	288%	
COGS	2.8M	7.1M	21.7M	306%	
Gross Marg	2.0M	5.1M	13.4M	263%	
GM %	41.7%	41.9%	38.2%	91%	
China					
Net Sales	1.4M	5.4M	22.9M	422%	
COGS	0.8M	3.3M	13.5M	406%	
Gross Marg	0.6M	2.1M	9.4M	448%	
GM %	44.9%	38.7%	41.1%	106%	
France					
Net Sales	4.0M	7.5M	25.9M	347%	
COGS	2.3M	4.3M	14.7M	346%	
Gross Marg	1.8M	3.2M	11.2M	348%	
GM %	44.1%	43.1%	43.2%	100%	
Germany					
Net Sales	2.6M	4.7M	12.0M	256%	
COGS	1.6M	3.0M	8.9M	294%	
Gross Marg	0.9M	1.7M	3.1M	188%	
GM %	37.0%	35.6%	26.2%	73%	
India					
Net Sales	30.8M	49.8M	161.3M	324%	



COGS	17.8M	33.7M	109.7M	325%
Gross Marg	13.1M	16.0M	51.6M	322%
GM %	42.4%	32.2%	32.0%	99%
Indonesia				
Net Sales	2.5M	6.2M	18.4M	297%
COGS	1.5M	3.5M	11.3M	320%
Gross Marg	1.1M	2.7M	7.1M	266%
GM %	42.0%	42.9%	38.4%	90%
Italy				
Net Sales	2.9M	4.5M	11.7M	263%
COGS	1.6M	3.1M	8.2M	265%
Gross Marg	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 Marg	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 Marg	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 Marg	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 Marg	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 Marg	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 Marg	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 Marg	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 Marg	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 Marg	3.8M	12.4M	32.5M	261%
GM %	32.8%	39.0%	37.0%	95%
Total Net Sale:	87.5M	196.7M	598.9M	304%
Total COGS	51.2M	123.4M	380.7M	309%
Total Gross M:	36.2M	73.3M	218.2M	298%
Total GM %	41.4%	37.3%	36.4%	98%