



## FILTERS

division All  
region All  
customer All

**P&L**  
**By Fiscal Years**

Note: 21 vs 20 is not part of Pivot Table

	Fiscal Years				
Customer	2019	2020	2021		21 vs 20
Australia					
Net Sales	3.9 M	10.7 M	21.0 M	<div></div>	96.2%
COGS	2.2 M	5.8 M	14.1 M	<div></div>	143.2%
Gross Margin	1.7 M	4.9 M	6.9 M	<div></div>	40.8%
GM%	42.6%	45.9%	32.9%	<div></div>	-28.2%
Austria					
Net Sales		0.1 M	2.8 M	<div></div>	2301.3%
COGS		0.1 M	2.0 M	<div></div>	2172.4%
Gross Margin		0.0 M	0.9 M	<div></div>	2665.4%
GM%		26.1%	30.1%	<div></div>	15.2%
Bangladesh					
Net Sales	0.5 M	2.3 M	7.0 M	<div></div>	207.7%
COGS	0.3 M	1.4 M	4.5 M	<div></div>	233.5%
Gross Margin	0.1 M	0.9 M	2.4 M	<div></div>	168.4%
GM%	28.7%	39.6%	34.5%	<div></div>	-12.8%
Canada					
Net Sales	4.8 M	12.2 M	35.1 M	<div></div>	188.1%
COGS	2.8 M	7.1 M	21.7 M	<div></div>	206.4%
Gross Margin	2.0 M	5.1 M	13.4 M	<div></div>	162.6%
GM%	41.7%	41.9%	38.2%	<div></div>	-8.8%
China					
Net Sales	1.4 M	5.4 M	22.9 M	<div></div>	322.0%
COGS	0.8 M	3.3 M	13.5 M	<div></div>	305.5%
Gross Margin	0.6 M	2.1 M	9.4 M	<div></div>	348.1%
GM%	44.9%	38.7%	41.1%	<div></div>	6.2%
France					
Net Sales	4.0 M	7.5 M	25.9 M	<div></div>	247.2%
COGS	2.3 M	4.3 M	14.7 M	<div></div>	246.4%
Gross Margin	1.8 M	3.2 M	11.2 M	<div></div>	248.3%
GM%	44.1%	43.1%	43.2%	<div></div>	0.3%
Germany					
Net Sales	2.6 M	4.7 M	12.0 M	<div></div>	156.2%
COGS	1.6 M	3.0 M	8.9 M	<div></div>	193.8%
Gross Margin	0.9 M	1.7 M	3.1 M	<div></div>	88.3%
GM%	37.0%	35.6%	26.2%	<div></div>	-26.5%
India					
Net Sales	30.8 M	49.8 M	161.3 M	<div></div>	224.0%
COGS	17.8 M	33.7 M	109.7 M	<div></div>	225.0%
Gross Margin	13.1 M	16.0 M	51.6 M	<div></div>	222.0%



GM%	42.4%	32.2%	32.0%	-0.6%
<b>Indonesia</b>				
Net Sales	2.5 M	6.2 M	18.4 M	196.7%
COGS	1.5 M	3.5 M	11.3 M	220.1%
Gross Margin	1.1 M	2.7 M	7.1 M	165.6%
GM%	42.0%	42.9%	38.4%	-10.5%
<b>Italy</b>				
Net Sales	2.9 M	4.5 M	11.7 M	162.5%
COGS	1.6 M	3.1 M	8.2 M	164.6%
Gross Margin	1.3 M	1.4 M	3.5 M	157.8%
GM%	45.6%	30.7%	30.1%	-1.8%
<b>Japan</b>				
Net Sales		1.9 M	7.9 M	321.1%
COGS		1.2 M	4.2 M	257.3%
Gross Margin		0.7 M	3.7 M	430.0%
GM%		37.0%	46.5%	25.9%
<b>Netherlands</b>				
Net Sales	0.2 M	3.4 M	8.0 M	137.9%
COGS	0.1 M	1.8 M	4.6 M	164.2%
Gross Margin	0.1 M	1.6 M	3.4 M	109.2%
GM%	36.4%	47.8%	42.0%	-12.1%
<b>Newzealand</b>				
Net Sales		2.0 M	11.4 M	474.3%
COGS		1.5 M	5.9 M	303.8%
Gross Margin		0.5 M	5.5 M	950.7%
GM%		26.4%	48.2%	83.0%
<b>Norway</b>				
Net Sales		2.5 M	13.7 M	451.8%
COGS		1.5 M	9.6 M	525.0%
Gross Margin		0.9 M	4.0 M	331.0%
GM%		37.7%	29.5%	-21.9%
<b>Pakistan</b>				
Net Sales	0.6 M	4.7 M	5.7 M	20.5%
COGS	0.4 M	2.7 M	3.6 M	34.3%
Gross Margin	0.2 M	2.0 M	2.0 M	2.0%
GM%	39.7%	42.8%	36.2%	-15.4%
<b>Philippines</b>				
Net Sales	5.7 M	13.4 M	31.9 M	138.4%
COGS	3.4 M	7.3 M	19.4 M	164.6%
Gross Margin	2.3 M	6.0 M	12.5 M	106.5%
GM%	39.9%	45.1%	39.1%	-13.4%
<b>Poland</b>				
Net Sales	0.4 M	2.8 M	5.2 M	85.8%
COGS	0.3 M	1.7 M	3.0 M	78.5%
Gross Margin	0.2 M	1.1 M	2.2 M	96.7%
GM%	37.4%	40.2%	42.6%	5.9%
<b>Portugal</b>				



Net Sales	0.7 M	3.6 M	11.8 M		229.8%
COGS	0.5 M	2.3 M	6.8 M		198.9%
Gross Margin	0.3 M	1.3 M	5.0 M		284.5%
GM%	39.3%	36.1%	42.1%		16.6%
South Korea					
Net Sales	12.8 M	17.3 M	49.0 M		183.3%
COGS	6.7 M	12.1 M	31.4 M		158.7%
Gross Margin	6.1 M	5.2 M	17.6 M		241.3%
GM%	47.5%	29.8%	35.9%		20.5%
Spain					
Net Sales		1.8 M	12.6 M		611.4%
COGS		1.1 M	8.4 M		663.2%
Gross Margin		0.7 M	4.2 M		525.7%
GM%		37.7%	33.1%		-12.1%
Sweden					
Net Sales	0.1 M	0.2 M	1.8 M		681.9%
COGS	0.0 M	0.1 M	1.1 M		735.6%
Gross Margin	0.0 M	0.1 M	0.7 M		613.8%
GM%	38.3%	44.1%	40.2%		-8.7%
United Kingdom					
Net Sales	2.0 M	8.1 M	34.2 M		322.7%
COGS	1.3 M	5.3 M	18.7 M		252.1%
Gross Margin	0.7 M	2.8 M	15.4 M		459.0%
GM%	36.2%	34.1%	45.1%		32.2%
USA					
Net Sales	11.5 M	31.9 M	87.8 M		175.0%
COGS	7.7 M	19.5 M	55.3 M		183.9%
Gross Margin	3.8 M	12.4 M	32.5 M		161.0%
GM%	32.8%	39.0%	37.0%		-5.1%
Total Net Sales	87.5 M	196.7 M	598.9 M		204.5%
Total COGS	51.2 M	123.4 M	380.7 M		208.6%
Total Gross Margin	36.2 M	73.3 M	218.2 M		197.6%
Total GM%	41.4%	37.3%	36.4%		-2.3%