



FILTERS

region All
division All
customer All

P & L

by FY Performance

note: 2021 vs 2020 not part of pivot

	Fiscal Years				
Customer	2019	2020	2021		2021 vs 2020
Australia					
NetSales	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					
NetSales		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					
NetSales	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					
NetSales	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					
NetSales	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					
NetSales	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					
NetSales	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

NetSales	30.82M	49.77M	161.26M		224.0%
COGS	17.77M	33.74M	109.65M		225.0%
Gross Margin	13.05M	16.03M	51.61M		222.0%
GM %	42.4%	32.2%	32.0%		-0.6%

Indonesia

NetSales	2.52M	6.21M	18.41M		196.7%
COGS	1.46M	3.54M	11.34M		220.1%
Gross Margin	1.06M	2.66M	7.07M		165.6%
GM %	42.0%	42.9%	38.4%		-10.5%

Italy

NetSales	2.90M	4.46M	11.72M		162.5%
COGS	1.58M	3.09M	8.19M		164.6%
Gross Margin	1.33M	1.37M	3.53M		157.8%
GM %	45.6%	30.7%	30.1%		-1.8%

Japan

NetSales		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

NetSales	0.23M	3.36M	7.98M		137.9%
COGS	0.14M	1.75M	4.63M		164.2%
Gross Margin	0.08M	1.60M	3.36M		109.2%
GM %	36.4%	47.8%	42.0%		-12.1%

Newzealand

NetSales		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

NetSales		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

NetSales	0.62M	4.69M	5.66M		20.5%
COGS	0.38M	2.69M	3.61M		34.3%
Gross Margin	0.25M	2.01M	2.05M		2.0%
GM %	39.7%	42.8%	36.2%		-15.4%

Philippines

NetSales	5.69M	13.37M	31.86M		138.4%
COGS	3.42M	7.33M	19.40M		164.6%
Gross Margin	2.27M	6.03M	12.45M		106.5%
GM %	39.9%	45.1%	39.1%		-13.4%

Poland

NetSales	0.41M	2.79M	5.19M		85.8%
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COGS	0.26M	1.67M	2.98M	78.5%
Gross Margin	0.15M	1.12M	2.21M	96.7%
GM %	37.4%	40.2%	42.6%	5.9%
Portugal				
NetSales	0.75M	3.59M	11.83M	229.8%
COGS	0.45M	2.29M	6.85M	198.9%
Gross Margin	0.29M	1.30M	4.98M	284.5%
GM %	39.3%	36.1%	42.1%	16.6%
South Korea				
NetSales	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				
NetSales		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				
NetSales	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				
NetSales	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				
NetSales	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 NetSales	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%

