



FILTERS

division All
region All

P & L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not a part of pivot table

Customer	Fiscal Years				21 vs 20
	2019	2020	2021		
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	297%
COGS	1.5M	3.5M	11.3M	320%
Gross Margin	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 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%

Philippines

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%

Total Net Sales	87.5M	196.7M	598.9M	304%
Total COGS	51.2M	123.4M	380.7M	309%
Total Gross Margin	36.2M	73.3M	218.2M	298%
Total GM%	41.4%	37.3%	36.4%	98%