

P&L
































By Fiscal Years

region All

division All

All Values are in USD

Note: 21 vs 20 is not part of pivot table

		Column Labels			
Customer		2019	2020	2021	2021 vs 2020
Australia					
Net Sales		3.9M	10.7M	21.0M	 196.2%
COGS		2.2M	5.8M	14.1M	 243.2%
Gross Margi		1.7M	4.9M	6.9M	 140.8%
GM%		42.57%	45.88%	32.92%	 72%
Austria					
Net Sales			0.1M	2.8M	 2401%
COGS			0.1M	2.0M	 2272%
Gross Margin			0.0M	0.9M	 2765%
GM%			26.15%	30.11%	 115%
Bangladesh					
Net Sales		0.5M	2.3M	7.0M	 308%
COGS		0.3M	1.4M	4.5M	 334%
Gross Margi		0.1M	0.9M	2.4M	 268%
GM%		28.73%	39.61%	34.54%	 87%
Canada					
Net Sales		4.8M	12.2M	35.1M	 288%
COGS		2.8M	7.1M	21.7M	 306%
Gross Margi		2.0M	5.1M	13.4M	 263%
GM%		41.67%	41.91%	38.21%	 91%
China					
Net Sales		1.4M	5.4M	22.9M	 422%
COGS		0.8M	3.3M	13.5M	 406%
Gross Margi		0.6M	2.1M	9.4M	 448%
GM%		44.94%	38.68%	41.07%	 106%
France					
Net Sales		4.0M	7.5M	25.9M	 347%
COGS		2.3M	4.3M	14.7M	 346%
Gross Margi		1.8M	3.2M	11.2M	 348%
GM%		44.09%	43.11%	43.24%	 100%
Germany					
Net Sales		2.6M	4.7M	12.0M	 256%
COGS		1.6M	3.0M	8.9M	 294%
Gross Margi		0.9M	1.7M	3.1M	 188%
GM%		36.97%	35.63%	26.18%	 73%
India					
Net Sales		30.8M	49.8M	161.3M	 324%
COGS		17.8M	33.7M	109.7M	 325%
Gross Margi		13.1M	16.0M	51.6M	 322%

GM%	42.35%	32.21%	32.00%	99%
Indonesia				
Net Sales	2.5M	6.2M	18.4M	297%
COGS	1.5M	3.5M	11.3M	320%
Gross Margi	1.1M	2.7M	7.1M	266%
GM%	42.03%	42.91%	38.41%	90%
Italy				
Net Sales	2.9M	4.5M	11.7M	263%
COGS	1.6M	3.1M	8.2M	265%
Gross Margi	1.3M	1.4M	3.5M	258%
GM%	45.63%	30.68%	30.13%	98%
Japan				
Net Sales	1.9M	7.9M		421%
COGS	1.2M	4.2M		357%
Gross Margin	0.7M	3.7M		530%
GM%	36.96%	46.52%		126%
Netherlands				
Net Sales	0.2M	3.4M	8.0M	238%
COGS	0.1M	1.8M	4.6M	264%
Gross Margi	0.1M	1.6M	3.4M	209%
GM%	36.36%	47.79%	42.03%	88%
Newzealand				
Net Sales	2.0M	11.4M		574%
COGS	1.5M	5.9M		404%
Gross Margin	0.5M	5.5M		1051%
GM%	26.36%	48.23%		183%
Norway				
Net Sales	2.5M	13.7M		552%
COGS	1.5M	9.6M		625%
Gross Margin	0.9M	4.0M		431%
GM%	37.74%	29.48%		78%
Pakistan				
Net Sales	0.6M	4.7M	5.7M	121%
COGS	0.4M	2.7M	3.6M	134%
Gross Margi	0.2M	2.0M	2.0M	102%
GM%	39.65%	42.75%	36.18%	85%
Philiphines				
Net Sales	5.7M	13.4M	31.9M	238%
COGS	3.4M	7.3M	19.4M	265%
Gross Margi	2.3M	6.0M	12.5M	206%
GM%	39.90%	45.13%	39.09%	87%
Poland				
Net Sales	0.4M	2.8M	5.2M	186%
COGS	0.3M	1.7M	3.0M	178%
Gross Margi	0.2M	1.1M	2.2M	197%
GM%	37.43%	40.20%	42.56%	106%
Portugal				

Net Sales	0.7M	3.6M	11.8M	<div></div>	330%
COGS	0.5M	2.3M	6.8M	<div></div>	299%
Gross Margi	0.3M	1.3M	5.0M	<div></div>	385%
GM%	39.29%	36.13%	42.13%	<div></div>	117%
South Korea					
Net Sales	12.8M	17.3M	49.0M	<div></div>	283%
COGS	6.7M	12.1M	31.4M	<div></div>	259%
Gross Margi	6.1M	5.2M	17.6M	<div></div>	341%
GM%	47.54%	29.82%	35.92%	<div></div>	120%
Spain					
Net Sales		1.8M	12.6M	<div></div>	711%
COGS		1.1M	8.4M	<div></div>	763%
Gross Margin		0.7M	4.2M	<div></div>	626%
GM%		37.67%	33.13%	<div></div>	88%
Sweden					
Net Sales	0.1M	0.2M	1.8M	<div></div>	782%
COGS	0.0M	0.1M	1.1M	<div></div>	836%
Gross Margi	0.0M	0.1M	0.7M	<div></div>	714%
GM%	38.28%	44.06%	40.22%	<div></div>	91%
United Kingdom					
Net Sales	2.0M	8.1M	34.2M	<div></div>	423%
COGS	1.3M	5.3M	18.7M	<div></div>	352%
Gross Margi	0.7M	2.8M	15.4M	<div></div>	559%
GM%	36.19%	34.13%	45.13%	<div></div>	132%
USA					
Net Sales	11.5M	31.9M	87.8M	<div></div>	275%
COGS	7.7M	19.5M	55.3M	<div></div>	284%
Gross Margi	3.8M	12.4M	32.5M	<div></div>	261%
GM%	32.79%	38.97%	36.99%	<div></div>	95%
Total Net Sales	87.5M	196.7M	598.9M	<div></div>	304%
Total COGS	51.2M	123.4M	380.7M	<div></div>	309%
Total Gross M	36.2M	73.3M	218.2M	<div></div>	298%
Total GM%	41.43%	37.28%	36.43%	<div></div>	98%