

FILTERS

region
division
customer

P&L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Customer	Fiscal Years		2021	21 vs 20
	2019	2020		
Australia				
Net Sales	3.9M	10.7M	21.0M	196%
COGS	2.2M	5.8M	14.1M	243%
Gross Margin	1.7M	4.9M	6.9M	141%
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	2769%
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 Margin	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 Margin	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 Margin	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 Margin	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 Margin	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 Margin	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 Margin	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 Margin	1.3M	1.4M	3.5M	258%
GM %	46.63%	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 Margin	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 Margin	0.2M	2.0M	2.0M	102%
GM %	39.65%	42.75%	36.18%	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 %	39.90%	45.13%	39.09%	87%
Poland				
Net Sales	0.4M	2.8M	5.2M	186%
COGS	0.3M	1.7M	3.0M	178%
Gross Margin	0.2M	1.1M	2.2M	197%
GM %	37.43%	40.20%	42.56%	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 %	39.29%	36.13%	42.13%	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 %	47.54%	29.82%	35.92%	120%
Spain				
Net Sales		1.8M	12.6M	711%
COGS		1.1M	8.4M	763%
Gross Margin		0.7M	4.2M	626%
GM %		37.67%	33.13%	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 %	38.28%	44.06%	40.22%	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 %	36.19%	34.13%	45.13%	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 %	32.79%	38.97%	36.99%	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 %	41.43%	37.28%	36.43%	98%