



FILTERS

region	All
customer	All
division	All

P&L

By Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of the pivot Table

Fiscal Years

Customers	2019	2020	2021	21 Vs 20	21 Vs 20 Gwth %
Australia					
Net Sales	3.9M	10.7M	21.0M	196.2%	96.2%
cogs	2.2M	5.8M	14.1M	243.2%	143.2%
Gross Margin	1.7M	4.9M	6.9M	140.8%	40.8%
GM %	42.57%	45.88%	32.92%	71.8%	-28.2%
Austria					
Net Sales		0.1M	2.8M	2401.3%	2301.3%
cogs		0.1M	2.0M	2272.4%	2172.4%
Gross Margin		0.0M	0.9M	2765.4%	2665.4%
GM %		26.15%	30.11%	115.2%	15.2%
Bangladesh					
Net Sales	0.5M	2.3M	7.0M	307.7%	207.7%
cogs	0.3M	1.4M	4.5M	333.5%	233.5%
Gross Margin	0.1M	0.9M	2.4M	268.4%	168.4%
GM %	28.73%	39.61%	34.54%	87.2%	-12.8%
Canada					
Net Sales	4.8M	12.2M	35.1M	288.1%	188.1%
cogs	2.8M	7.1M	21.7M	306.4%	206.4%
Gross Margin	2.0M	5.1M	13.4M	262.6%	162.6%
GM %	41.67%	41.91%	38.21%	91.2%	-8.8%
China					
Net Sales	1.4M	5.4M	22.9M	422.0%	322.0%
cogs	0.8M	3.3M	13.5M	405.5%	305.5%
Gross Margin	0.6M	2.1M	9.4M	448.1%	348.1%
GM %	44.94%	38.68%	41.07%	106.2%	6.2%
France					
Net Sales	4.0M	7.5M	25.9M	347.2%	247.2%
cogs	2.3M	4.3M	14.7M	346.4%	246.4%
Gross Margin	1.8M	3.2M	11.2M	348.3%	248.3%
GM %	44.09%	43.11%	43.24%	100.3%	0.3%
Germany					
Net Sales	2.6M	4.7M	12.0M	256.2%	156.2%
cogs	1.6M	3.0M	8.9M	293.8%	193.8%
Gross Margin	0.9M	1.7M	3.1M	188.3%	88.3%
GM %	36.97%	35.63%	26.18%	73.5%	-26.5%

**India**

Net Sales	30.8M	49.8M	161.3M	324.0%	224.0%
cogs	17.8M	33.7M	109.7M	325.0%	225.0%
Gross Margin	13.1M	16.0M	51.6M	322.0%	222.0%
GM %	42.35%	32.21%	32.00%	99.4%	-0.6%

Indonesia

Net Sales	2.5M	6.2M	18.4M	296.7%	196.7%
cogs	1.5M	3.5M	11.3M	320.1%	220.1%
Gross Margin	1.1M	2.7M	7.1M	265.6%	165.6%
GM %	42.03%	42.91%	38.41%	89.5%	-10.5%

Italy

Net Sales	2.9M	4.5M	11.7M	262.5%	162.5%
cogs	1.6M	3.1M	8.2M	264.6%	164.6%
Gross Margin	1.3M	1.4M	3.5M	257.8%	157.8%
GM %	45.63%	30.68%	30.13%	98.2%	-1.8%

Japan

Net Sales	1.9M	7.9M	321.1%	321.1%
cogs	1.2M	4.2M	357.3%	257.3%
Gross Margin	0.7M	3.7M	530.0%	430.0%
GM %	36.96%	46.52%	125.9%	25.9%

Netherlands

Net Sales	0.2M	3.4M	8.0M	237.9%	137.9%
cogs	0.1M	1.8M	4.6M	264.2%	164.2%
Gross Margin	0.1M	1.6M	3.4M	209.2%	109.2%
GM %	36.36%	47.79%	42.03%	87.9%	-12.1%

Newzealand

Net Sales	2.0M	11.4M	574.3%	474.3%
cogs	1.5M	5.9M	403.8%	303.8%
Gross Margin	0.5M	5.5M	1050.7%	950.7%
GM %	26.36%	48.23%	183.0%	83.0%

Norway

Net Sales	2.5M	13.7M	551.8%	451.8%
cogs	1.5M	9.6M	625.0%	525.0%
Gross Margin	0.9M	4.0M	431.0%	331.0%
GM %	37.74%	29.48%	78.1%	-21.9%

Pakistan

Net Sales	0.6M	4.7M	5.7M	120.5%	20.5%
cogs	0.4M	2.7M	3.6M	134.3%	34.3%
Gross Margin	0.2M	2.0M	2.0M	102.0%	2.0%
GM %	39.65%	42.75%	36.18%	84.6%	-15.4%

Philippines

Net Sales	5.7M	13.4M	31.9M	238.4%	138.4%
cogs	3.4M	7.3M	19.4M	264.6%	164.6%
Gross Margin	2.3M	6.0M	12.5M	206.5%	106.5%
GM %	39.90%	45.13%	39.09%	86.6%	-13.4%

Poland

Net Sales	0.4M	2.8M	5.2M	185.8%	85.8%
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cogs	0.3M	1.7M	3.0M	178.5%	78.5%
Gross Margin	0.2M	1.1M	2.2M	196.7%	96.7%
GM %	37.43%	40.20%	42.56%	105.9%	5.9%
Portugal					
Net Sales	0.7M	3.6M	11.8M	329.8%	229.8%
cogs	0.5M	2.3M	6.8M	298.9%	198.9%
Gross Margin	0.3M	1.3M	5.0M	384.5%	284.5%
GM %	39.29%	36.13%	42.13%	116.6%	16.6%
South Korea					
Net Sales	12.8M	17.3M	49.0M	283.3%	183.3%
cogs	6.7M	12.1M	31.4M	258.7%	158.7%
Gross Margin	6.1M	5.2M	17.6M	341.3%	241.3%
GM %	47.54%	29.82%	35.92%	120.5%	20.5%
Spain					
Net Sales		1.8M	12.6M	711.4%	611.4%
cogs		1.1M	8.4M	763.2%	663.2%
Gross Margin		0.7M	4.2M	625.7%	525.7%
GM %		37.67%	33.13%	87.9%	-12.1%
Sweden					
Net Sales	0.1M	0.2M	1.8M	781.9%	681.9%
cogs	0.0M	0.1M	1.1M	835.6%	735.6%
Gross Margin	0.0M	0.1M	0.7M	713.8%	613.8%
GM %	38.28%	44.06%	40.22%	91.3%	-8.7%
United Kingdom					
Net Sales	2.0M	8.1M	34.2M	422.7%	322.7%
cogs	1.3M	5.3M	18.7M	352.1%	252.1%
Gross Margin	0.7M	2.8M	15.4M	559.0%	459.0%
GM %	36.19%	34.13%	45.13%	132.2%	32.2%
USA					
Net Sales	11.5M	31.9M	87.8M	275.0%	175.0%
cogs	7.7M	19.5M	55.3M	283.9%	183.9%
Gross Margin	3.8M	12.4M	32.5M	261.0%	161.0%
GM %	32.79%	38.97%	36.99%	94.9%	-5.1%