

**FILTERS**

market All  
customer All  
division All  
region All

**P & L****by Fiscal Year**

All values in USD

Note: 21vs20 is not part of pivot table

		Fiscal Years			
Customer		2019	2020	2021	21vs20
Australia					
Net Sales		3.9M	10.7M	21.0M	96.2%
COGS		2.2M	5.8M	14.1M	143.2%
Gross Marg		1.7M	4.9M	6.9M	40.8%
GM%		42.6%	45.9%	32.9%	-28.2%
Austria					
Net Sales			0.1M	2.8M	2301.3%
COGS			0.1M	2.0M	2172.4%
Gross Margin			0.0M	0.9M	2665.4%
GM%			26.1%	30.1%	15.2%
Bangladesh					
Net Sales		0.5M	2.3M	7.0M	207.7%
COGS		0.3M	1.4M	4.5M	233.5%
Gross Marg		0.1M	0.9M	2.4M	168.4%
GM%		28.7%	39.6%	34.5%	-12.8%
Canada					
Net Sales		4.8M	12.2M	35.1M	188.1%
COGS		2.8M	7.1M	21.7M	206.4%
Gross Marg		2.0M	5.1M	13.4M	162.6%
GM%		41.7%	41.9%	38.2%	-8.8%
China					
Net Sales		1.4M	5.4M	22.9M	322.0%
COGS		0.8M	3.3M	13.5M	305.5%
Gross Marg		0.6M	2.1M	9.4M	348.1%
GM%		44.9%	38.7%	41.1%	6.2%
France					
Net Sales		4.0M	7.5M	25.9M	247.2%
COGS		2.3M	4.3M	14.7M	246.4%
Gross Marg		1.8M	3.2M	11.2M	248.3%
GM%		44.1%	43.1%	43.2%	0.3%
Germany					
Net Sales		2.6M	4.7M	12.0M	
COGS		1.6M	3.0M	8.9M	
Gross Marg		0.9M	1.7M	3.1M	
GM%		37.0%	35.6%	26.2%	
India					
Net Sales		30.8M	49.8M	161.3M	
COGS		17.8M	33.7M	109.7M	
Gross Marg		13.1M	16.0M	51.6M	

GM%	42.4%	32.2%	32.0%
Indonesia			
Net Sales	2.5M	6.2M	18.4M
COGS	1.5M	3.5M	11.3M
Gross Marg	1.1M	2.7M	7.1M
GM%	42.0%	42.9%	38.4%
Italy			
Net Sales	2.9M	4.5M	11.7M
COGS	1.6M	3.1M	8.2M
Gross Marg	1.3M	1.4M	3.5M
GM%	45.6%	30.7%	30.1%
Japan			
Net Sales		1.9M	7.9M
COGS		1.2M	4.2M
Gross Margin		0.7M	3.7M
GM%		37.0%	46.5%
Netherlands			
Net Sales	0.2M	3.4M	8.0M
COGS	0.1M	1.8M	4.6M
Gross Marg	0.1M	1.6M	3.4M
GM%	36.4%	47.8%	42.0%
Newzealand			
Net Sales		2.0M	11.4M
COGS		1.5M	5.9M
Gross Margin		0.5M	5.5M
GM%		26.4%	48.2%
Norway			
Net Sales		2.5M	13.7M
COGS		1.5M	9.6M
Gross Margin		0.9M	4.0M
GM%		37.7%	29.5%
Pakistan			
Net Sales	0.6M	4.7M	5.7M
COGS	0.4M	2.7M	3.6M
Gross Marg	0.2M	2.0M	2.0M
GM%	39.7%	42.8%	36.2%
Philiphines			
Net Sales	5.7M	13.4M	31.9M
COGS	3.4M	7.3M	19.4M
Gross Marg	2.3M	6.0M	12.5M
GM%	39.9%	45.1%	39.1%
Poland			
Net Sales	0.4M	2.8M	5.2M
COGS	0.3M	1.7M	3.0M
Gross Marg	0.2M	1.1M	2.2M
GM%	37.4%	40.2%	42.6%
Portugal			



Net Sales	0.7M	3.6M	11.8M
COGS	0.5M	2.3M	6.8M
Gross Marg	0.3M	1.3M	5.0M
GM%	39.3%	36.1%	42.1%
South Korea			
Net Sales	12.8M	17.3M	49.0M
COGS	6.7M	12.1M	31.4M
Gross Marg	6.1M	5.2M	17.6M
GM%	47.5%	29.8%	35.9%
Spain			
Net Sales		1.8M	12.6M
COGS		1.1M	8.4M
Gross Margin		0.7M	4.2M
GM%		37.7%	33.1%
Sweden			
Net Sales	0.1M	0.2M	1.8M
COGS	0.0M	0.1M	1.1M
Gross Marg	0.0M	0.1M	0.7M
GM%	38.3%	44.1%	40.2%
United Kingdom			
Net Sales	2.0M	8.1M	34.2M
COGS	1.3M	5.3M	18.7M
Gross Marg	0.7M	2.8M	15.4M
GM%	36.2%	34.1%	45.1%
USA			
Net Sales	11.5M	31.9M	87.8M
COGS	7.7M	19.5M	55.3M
Gross Marg	3.8M	12.4M	32.5M
GM%	32.8%	39.0%	37.0%
Total Net Sales	87.5M	196.7M	598.9M
Total COGS	51.2M	123.4M	380.7M
Total Gross Ma	36.2M	73.3M	218.2M
Total GM%	41.4%	37.3%	36.4%