



P&L by Fiscal Years

FILTERS

market	(Multiple Items)	
division	All	All values in USD
region	All	
customer	All	

Values	Column Labels			
	2019	2020	2021	21 vs 20
Net Sales	56.7M	56.7M	56.7M	100.0%
COGS	34.7M	34.7M	34.7M	100.0%
Gross Margin	22.0M	22.0M	22.0M	100.0%
GM%	38.8%	38.8%	38.8%	100.0%





Market Performance vs Target 2019-2021

FILTERS

All values in USD

region	All
division	All

Country	2019	2020	2021	Target 21	2021-Target	%
Australia	35.6M	35.6M	35.6M	23.2M	12.4M	34.8%
Austria	3.0M	3.0M	3.0M	3.2M	-0.2M	-7.3%
Bangladesh	9.7M	9.7M	9.7M	7.7M	2.0M	20.9%
Canada	52.0M	52.0M	52.0M	40.1M	11.9M	22.8%
China	29.7M	29.7M	29.7M	25.0M	4.8M	16.1%
France	37.5M	37.5M	37.5M	28.1M	9.3M	24.9%
Germany	19.3M	19.3M	19.3M	13.5M	5.7M	29.7%
India	241.9M	241.9M	241.9M	170.8M	71.0M	29.4%
Indonesia	27.1M	27.1M	27.1M	20.8M	6.3M	23.4%
Italy	19.1M	19.1M	19.1M	12.8M	6.3M	33.1%
Japan	9.8M	9.8M	9.8M	8.2M	1.6M	15.9%
Netherlands	11.6M	11.6M	11.6M	8.6M	2.9M	25.3%
Newzealand	13.4M	13.4M	13.4M	12.8M	0.6M	4.4%
Norway	16.2M	16.2M	16.2M	15.1M	1.0M	6.5%
Pakistan	11.0M	11.0M	11.0M	6.2M	4.8M	43.7%
Philippines	50.9M	50.9M	50.9M	34.4M	16.6M	32.5%
Poland	8.4M	8.4M	8.4M	6.1M	2.3M	26.9%
Portugal	16.2M	16.2M	16.2M	12.3M	3.8M	23.7%
South Korea	79.1M	79.1M	79.1M	53.3M	25.7M	32.5%
Spain	14.4M	14.4M	14.4M	14.4M	0.0M	-0.1%
Sweden	2.0M	2.0M	2.0M	2.0M	0.1M	4.1%
United Kingdom	44.2M	44.2M	44.2M	37.1M	7.1M	16.0%
USA	131.2M	131.2M	131.2M	98.0M	33.2M	25.3%
Grand Total	883.0M	883.0M	883.0M	653.8M	229.2M	26.0%