



| Filters | | Market P&L Performance | | | | | | | | | | | |
|----------------|-----------|------------------------|--------------|--------|-----------|-------|--------------|--------|-----------|--------|--------------|--------|--|
| market | All | All values in USD | | | | | | | | | | | |
| division | All | | | | | | | | | | | | |
| region | All | | | | | | | | | | | | |
| Column Labels | | 2019 | | | | 2020 | | | | 2021 | | | |
| Customer | Net Sales | COGS | Gross Margin | GM% | Net Sales | COGS | Gross Margin | GM% | Net Sales | COGS | Gross Margin | GM% | |
| Australia | 3.9M | 2.2M | 1.7M | 42.57% | 10.7M | 5.8M | 4.9M | 45.88% | 21.0M | 14.1M | 6.9M | 32.92% | |
| Austria | | | | | 0.1M | 0.1M | 0.0M | 26.15% | 2.8M | 2.0M | 0.9M | 30.11% | |
| Bangladesh | 0.5M | 0.3M | 0.1M | 28.73% | 2.3M | 1.4M | 0.9M | 39.61% | 7.0M | 4.5M | 2.4M | 34.54% | |
| Canada | 4.8M | 2.8M | 2.0M | 41.67% | 12.2M | 7.1M | 5.1M | 41.91% | 35.1M | 21.7M | 13.4M | 38.21% | |
| China | 1.4M | 0.8M | 0.6M | 44.94% | 5.4M | 3.3M | 2.1M | 38.68% | 22.9M | 13.5M | 9.4M | 41.07% | |
| France | 4.0M | 2.3M | 1.8M | 44.09% | 7.5M | 4.3M | 3.2M | 43.11% | 25.9M | 14.7M | 11.2M | 43.24% | |
| Germany | 2.6M | 1.6M | 0.9M | 36.97% | 4.7M | 3.0M | 1.7M | 35.63% | 12.0M | 8.9M | 3.1M | 26.18% | |
| India | 30.8M | 17.8M | 13.1M | 42.35% | 49.8M | 33.7M | 16.0M | 32.21% | 161.3M | 109.7M | 51.6M | 32.00% | |
| Indonesia | 2.5M | 1.5M | 1.1M | 42.03% | 6.2M | 3.5M | 2.7M | 42.91% | 18.4M | 11.3M | 7.1M | 38.41% | |
| Italy | 2.9M | 1.6M | 1.3M | 45.63% | 4.5M | 3.1M | 1.4M | 30.68% | 11.7M | 8.2M | 3.5M | 30.13% | |
| Japan | | | | | 1.9M | 1.2M | 0.7M | 36.96% | 7.9M | 4.2M | 3.7M | 46.52% | |
| Netherlands | 0.2M | 0.1M | 0.1M | 36.36% | 3.4M | 1.8M | 1.6M | 47.79% | 8.0M | 4.6M | 3.4M | 42.03% | |
| Newzealand | | | | | 2.0M | 1.5M | 0.5M | 26.36% | 11.4M | 5.9M | 5.5M | 48.23% | |
| Norway | | | | | 2.5M | 1.5M | 0.9M | 37.74% | 13.7M | 9.6M | 4.0M | 29.48% | |
| Pakistan | 0.6M | 0.4M | 0.2M | 39.65% | 4.7M | 2.7M | 2.0M | 42.75% | 5.7M | 3.6M | 2.0M | 36.18% | |
| Philiphines | 5.7M | 3.4M | 2.3M | 39.90% | 13.4M | 7.3M | 6.0M | 45.13% | 31.9M | 19.4M | 12.5M | 39.09% | |
| Poland | 0.4M | 0.3M | 0.2M | 37.43% | 2.8M | 1.7M | 1.1M | 40.20% | 5.2M | 3.0M | 2.2M | 42.56% | |
| Portugal | 0.7M | 0.5M | 0.3M | 39.29% | 3.6M | 2.3M | 1.3M | 36.13% | 11.8M | 6.8M | 5.0M | 42.13% | |
| South Korea | 12.8M | 6.7M | 6.1M | 47.54% | 17.3M | 12.1M | 5.2M | 29.82% | 49.0M | 31.4M | 17.6M | 35.92% | |
| Spain | | | | | 1.8M | 1.1M | 0.7M | 37.67% | 12.6M | 8.4M | 4.2M | 33.13% | |
| Sweden | 0.1M | 0.0M | 0.0M | 38.28% | 0.2M | 0.1M | 0.1M | 44.06% | 1.8M | 1.1M | 0.7M | 40.22% | |
| United Kingdom | 2.0M | 1.3M | 0.7M | 36.19% | 8.1M | 5.3M | 2.8M | 34.13% | 34.2M | 18.7M | 15.4M | 45.13% | |
| USA | 11.5M | 7.7M | 3.8M | 32.79% | 31.9M | 19.5M | 12.4M | 38.97% | 87.8M | 55.3M | 32.5M | 36.99% | |