



customer All
division All
region All

P & L

By fiscal year

All value in USD

Note: 21 vs 20 isnt a
part of pivot table

	Fiscal Year			
customer	2019	2020	2021	21 vs 20
Australia				
net sales	3.9M	10.7M	21.0M	96%
COGS	2.2M	5.8M	14.1M	143%
Gross Margin	1.7M	4.9M	6.9M	41%
GM%	42.6%	45.9%	32.9%	-28%
Austria				
net sales		0.1M	2.8M	2301%
COGS		0.1M	2.0M	2172%
Gross Margin		0.0M	0.9M	2665%
GM%		26.1%	30.1%	15%
Bangladesh				
net sales	0.5M	2.3M	7.0M	208%
COGS	0.3M	1.4M	4.5M	234%
Gross Margin	0.1M	0.9M	2.4M	168%
GM%	28.7%	39.6%	34.5%	-13%
Canada				
net sales	4.8M	12.2M	35.1M	188%
COGS	2.8M	7.1M	21.7M	206%
Gross Margin	2.0M	5.1M	13.4M	163%
GM%	41.7%	41.9%	38.2%	-9%
China				
net sales	1.4M	5.4M	22.9M	322%
COGS	0.8M	3.3M	13.5M	306%
Gross Margin	0.6M	2.1M	9.4M	348%
GM%	44.9%	38.7%	41.1%	6%
France				
net sales	4.0M	7.5M	25.9M	247%
COGS	2.3M	4.3M	14.7M	246%
Gross Margin	1.8M	3.2M	11.2M	248%
GM%	44.1%	43.1%	43.2%	0%
Germany				
net sales	2.6M	4.7M	12.0M	156%
COGS	1.6M	3.0M	8.9M	194%
Gross Margin	0.9M	1.7M	3.1M	88%
GM%	37.0%	35.6%	26.2%	-27%
India				
net sales	30.8M	49.8M	161.3M	224%
COGS	17.8M	33.7M	109.7M	225%
Gross Margin	13.1M	16.0M	51.6M	222%



GM%	42.4%	32.2%	32.0%	-1%
Indonesia				
net sales	2.5M	6.2M	18.4M	197%
COGS	1.5M	3.5M	11.3M	220%
Gross Margin	1.1M	2.7M	7.1M	166%
GM%	42.0%	42.9%	38.4%	-10%
Italy				
net sales	2.9M	4.5M	11.7M	163%
COGS	1.6M	3.1M	8.2M	165%
Gross Margin	1.3M	1.4M	3.5M	158%
GM%	45.6%	30.7%	30.1%	-2%
Japan				
net sales	1.9M	7.9M		321%
COGS	1.2M	4.2M		257%
Gross Margin	0.7M	3.7M		430%
GM%	37.0%	46.5%		26%
Netherlands				
net sales	0.2M	3.4M	8.0M	138%
COGS	0.1M	1.8M	4.6M	164%
Gross Margin	0.1M	1.6M	3.4M	109%
GM%	36.4%	47.8%	42.0%	-12%
Newzealand				
net sales	2.0M	11.4M		474%
COGS	1.5M	5.9M		304%
Gross Margin	0.5M	5.5M		951%
GM%	26.4%	48.2%		83%
Norway				
net sales	2.5M	13.7M		452%
COGS	1.5M	9.6M		525%
Gross Margin	0.9M	4.0M		331%
GM%	37.7%	29.5%		-22%
Pakistan				
net sales	0.6M	4.7M	5.7M	21%
COGS	0.4M	2.7M	3.6M	34%
Gross Margin	0.2M	2.0M	2.0M	2%
GM%	39.7%	42.8%	36.2%	-15%
Philiphines				
net sales	5.7M	13.4M	31.9M	138%
COGS	3.4M	7.3M	19.4M	165%
Gross Margin	2.3M	6.0M	12.5M	106%
GM%	39.9%	45.1%	39.1%	-13%
Poland				
net sales	0.4M	2.8M	5.2M	86%
COGS	0.3M	1.7M	3.0M	78%
Gross Margin	0.2M	1.1M	2.2M	97%
GM%	37.4%	40.2%	42.6%	6%
Portugal				



net sales	0.7M	3.6M	11.8M	<div><div></div></div>	230%
COGS	0.5M	2.3M	6.8M	<div><div></div></div>	199%
Gross Margin	0.3M	1.3M	5.0M	<div><div></div></div>	285%
GM%	39.3%	36.1%	42.1%	<div><div></div></div>	17%
South Korea					
net sales	12.8M	17.3M	49.0M	<div><div></div></div>	183%
COGS	6.7M	12.1M	31.4M	<div><div></div></div>	159%
Gross Margin	6.1M	5.2M	17.6M	<div><div></div></div>	241%
GM%	47.5%	29.8%	35.9%	<div><div></div></div>	20%
Spain					
net sales		1.8M	12.6M	<div><div></div></div>	611%
COGS		1.1M	8.4M	<div><div></div></div>	663%
Gross Margin		0.7M	4.2M	<div><div></div></div>	526%
GM%		37.7%	33.1%	<div><div></div></div>	-12%
Sweden					
net sales	0.1M	0.2M	1.8M	<div><div></div></div>	682%
COGS	0.0M	0.1M	1.1M	<div><div></div></div>	736%
Gross Margin	0.0M	0.1M	0.7M	<div><div></div></div>	614%
GM%	38.3%	44.1%	40.2%	<div><div></div></div>	-9%
United Kingdom					
net sales	2.0M	8.1M	34.2M	<div><div></div></div>	323%
COGS	1.3M	5.3M	18.7M	<div><div></div></div>	252%
Gross Margin	0.7M	2.8M	15.4M	<div><div></div></div>	459%
GM%	36.2%	34.1%	45.1%	<div><div></div></div>	32%
USA					
net sales	11.5M	31.9M	87.8M	<div><div></div></div>	175%
COGS	7.7M	19.5M	55.3M	<div><div></div></div>	184%
Gross Margin	3.8M	12.4M	32.5M	<div><div></div></div>	161%
GM%	32.8%	39.0%	37.0%	<div><div></div></div>	-5%
Total net sales	87.5M	196.7M	598.9M	<div><div></div></div>	204%
Total COGS	51.2M	123.4M	380.7M	<div><div></div></div>	209%
Total Gross Mar	36.2M	73.3M	218.2M	<div><div></div></div>	198%
Total GM%	41.4%	37.3%	36.4%	<div><div></div></div>	-2%



