

### **Filters**

region All P & L
division All By Fiscal Year
customer All All Values in USD

Note: 21 VS 20 is not part of pivot ta

Country	2019	2020	2021	21 VS 20
Australia	2017	2020	2021	21 43 20
Net_Sales	3.9M	10.7M	21.0M	96.2%
COGS	2.2M	5.8M	14.1M	_
Gross_Margi		4.9M	6.9M	_
GM%	42.6%	45.9%	32.9%	-28%
Austria	42.070	75.770	32.770	-2076
Net_Sales		0.1M	2.8M	2301%
COGS		0.1M	2.0M	2172%
Gross_Margi	n	0.1W	0.9M	2665%
GM%	11	26.1%	30.1%	15%
Bangladesh		20.170	30.170	1376
Net_Sales	0.5M	2.3M	7.0M	208%
COGS	0.3M	1.4M	4.5M	234%
Gross_Margi		0.9M	2.4M	
GM%	28.7%	39.6%	34.5%	-13%
Canada	20.770	37.070	J+.570	-13/6
Net_Sales	4.8M	12.2M	35.1M	188%
COGS	2.8M	7.1M	21.7M	_
Gross_Margi		5.1M	13.4M	
GM%	41.7%	41.9%	38.2%	-9%
China	71.770	41.770	30.270	- 7 70
Net_Sales	1.4M	5.4M	22.9M	322%
COGS	0.8M	3.3M	13.5M	
Gross_Margi		2.1M	9.4M	348%
GM%	44.9%	38.7%	41.1%	
France	77.770	30.7 70	41.170	070
Net_Sales	4.0M	7.5M	25.9M	247%
COGS	2.3M	4.3M	14.7M	
Gross_Margi		3.2M	11.2M	248%
GM%	44.1%	43.1%	43.2%	
Germany	11.170	10.170	10.270	070
Net_Sales	2.6M	4.7M	12.0M	156%
COGS	1.6M	3.0M	8.9M	
Gross_Margi		1.7M	3.1M	_
GM%	37.0%	35.6%	26.2%	-27%
J,5	37.370	30.070	20.270	2,70



India				
Net_Sales	30.8M	49.8M	161.3M	224%
COGS	17.8M	33.7M	109.7M	225%
Gross_Margi	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_Margi	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_Margi	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_Margir	า	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_Margi	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_Margir	า	0.5M	5.5M	<del>9</del> 51%
GM%		26.4%	48.2%	83%
Norway				-
Net_Sales		2.5M	13.7M	452%
COGS		1.5M	9.6M	525%
Gross_Margir	า	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_Margi	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_Margi	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%



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Gross_Margi 0.2M 1.1M 2.2M	///
GM% 37.4% 40.2% 42.6%	6%
Portugal	
Net_Sales 0.7M 3.6M 11.8M	230%
COGS 0.5M 2.3M 6.8M	199%
Gross_Margi 0.3M 1.3M 5.0M	285%
GM% 39.3% 36.1% 42.1%	17%
South Korea	
Net_Sales 12.8M 17.3M 49.0M	183%
COGS 6.7M 12.1M 31.4M	159%
Gross_Margi 6.1M 5.2M 17.6M	241%
GM% 47.5% 29.8% 35.9%	20%
Spain	
Net_Sales 1.8M 12.6M	611%
COGS 1.1M 8.4M	663%
Gross_Margin 0.7M 4.2M	526%
GM% 37.7% 33.1%	-12%
Sweden	
Net_Sales 0.1M 0.2M 1.8M	682%
COGS 0.0M 0.1M 1.1M	736%
Gross_Margi 0.0M 0.1M 0.7M	614%
GM% 38.3% 44.1% 40.2%	-9%
United Kingdom	
Net_Sales 2.0M 8.1M 34.2M	323%
COGS 1.3M 5.3M 18.7M	252%
Gross_Margi 0.7M 2.8M 15.4M	459%
GM% 36.2% 34.1% 45.1%	32%
USA	
Net_Sales 11.5M 31.9M 87.8M	175%
COGS 7.7M 19.5M 55.3M	184%
Gross_Margi 3.8M 12.4M 32.5M	161%
GM% 32.8% 39.0% 37.0%	-5%
Total Net_Sale 87.5M 196.7M 598.9M	204%
Total COGS 51.2M 123.4M 380.7M	209%
Total Gross_M 36.2M 73.3M 218.2M	198%
Total GM% 41.4% 37.3% 36.4%	-2%















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