



FILTERS

division	All
region	All
customer	All

P & L

By Market

All values are in USD

Note: 21 vs 20 is not part of pivot table

	Fiscal Years			
Market	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.9 M	10.7 M	21.0 M	96.2%
COGS	2.2 M	5.8 M	14.1 M	143.2%
Gross Margin	1.7 M	4.9 M	6.9 M	40.8%
GM %	42.57%	45.88%	32.92%	-28.2%
Austria				
Net Sales		0.1 M	2.8 M	2301.3%
COGS		0.1 M	2.0 M	2172.4%
Gross Margin		0.0 M	0.9 M	2665.4%
GM %		26.15%	30.11%	15.2%
Bangladesh				
Net Sales	0.5 M	2.3 M	7.0 M	207.7%
COGS	0.3 M	1.4 M	4.5 M	233.5%
Gross Margin	0.1 M	0.9 M	2.4 M	168.4%
GM %	28.73%	39.61%	34.54%	-12.8%
Canada				
Net Sales	4.8 M	12.2 M	35.1 M	188.1%
COGS	2.8 M	7.1 M	21.7 M	206.4%
Gross Margin	2.0 M	5.1 M	13.4 M	162.6%
GM %	41.67%	41.91%	38.21%	-8.8%
China				
Net Sales	1.4 M	5.4 M	22.9 M	322.0%
COGS	0.8 M	3.3 M	13.5 M	305.5%
Gross Margin	0.6 M	2.1 M	9.4 M	348.1%
GM %	44.94%	38.68%	41.07%	6.2%
France				
Net Sales	4.0 M	7.5 M	25.9 M	247.2%
COGS	2.3 M	4.3 M	14.7 M	246.4%
Gross Margin	1.8 M	3.2 M	11.2 M	248.3%
GM %	44.09%	43.11%	43.24%	0.3%
Germany				
Net Sales	2.6 M	4.7 M	12.0 M	156.2%
COGS	1.6 M	3.0 M	8.9 M	193.8%
Gross Margin	0.9 M	1.7 M	3.1 M	88.3%
GM %	36.97%	35.63%	26.18%	-26.5%

India

Net Sales	30.8 M	49.8 M	161.3 M	224.0%
COGS	17.8 M	33.7 M	109.7 M	225.0%
Gross Margin	13.1 M	16.0 M	51.6 M	222.0%
GM %	42.35%	32.21%	32.00%	-0.6%

Indonesia

Net Sales	2.5 M	6.2 M	18.4 M	196.7%
COGS	1.5 M	3.5 M	11.3 M	220.1%
Gross Margin	1.1 M	2.7 M	7.1 M	165.6%
GM %	42.03%	42.91%	38.41%	-10.5%

Italy

Net Sales	2.9 M	4.5 M	11.7 M	162.5%
COGS	1.6 M	3.1 M	8.2 M	164.6%
Gross Margin	1.3 M	1.4 M	3.5 M	157.8%
GM %	45.63%	30.68%	30.13%	-1.8%

Japan

Net Sales	1.9 M	7.9 M	321.1%
COGS	1.2 M	4.2 M	257.3%
Gross Margin	0.7 M	3.7 M	430.0%
GM %	36.96%	46.52%	25.9%

Netherlands

Net Sales	0.2 M	3.4 M	8.0 M	137.9%
COGS	0.1 M	1.8 M	4.6 M	164.2%
Gross Margin	0.1 M	1.6 M	3.4 M	109.2%
GM %	36.36%	47.79%	42.03%	-12.1%

Newzealand

Net Sales	2.0 M	11.4 M	474.3%
COGS	1.5 M	5.9 M	303.8%
Gross Margin	0.5 M	5.5 M	950.7%
GM %	26.36%	48.23%	83.0%

Norway

Net Sales	2.5 M	13.7 M	451.8%
COGS	1.5 M	9.6 M	525.0%
Gross Margin	0.9 M	4.0 M	331.0%
GM %	37.74%	29.48%	-21.9%

Pakistan

Net Sales	0.6 M	4.7 M	5.7 M	20.5%
COGS	0.4 M	2.7 M	3.6 M	34.3%
Gross Margin	0.2 M	2.0 M	2.0 M	2.0%
GM %	39.65%	42.75%	36.18%	-15.4%

Philippines

Net Sales	5.7 M	13.4 M	31.9 M	138.4%
COGS	3.4 M	7.3 M	19.4 M	164.6%
Gross Margin	2.3 M	6.0 M	12.5 M	106.5%
GM %	39.90%	45.13%	39.09%	-13.4%

Poland				
Net Sales	0.4 M	2.8 M	5.2 M	85.8%
COGS	0.3 M	1.7 M	3.0 M	78.5%
Gross Margin	0.2 M	1.1 M	2.2 M	96.7%
GM %	37.43%	40.20%	42.56%	5.9%
Portugal				
Net Sales	0.7 M	3.6 M	11.8 M	229.8%
COGS	0.5 M	2.3 M	6.8 M	198.9%
Gross Margin	0.3 M	1.3 M	5.0 M	284.5%
GM %	39.29%	36.13%	42.13%	16.6%
South Korea				
Net Sales	12.8 M	17.3 M	49.0 M	183.3%
COGS	6.7 M	12.1 M	31.4 M	158.7%
Gross Margin	6.1 M	5.2 M	17.6 M	241.3%
GM %	47.54%	29.82%	35.92%	20.5%
Spain				
Net Sales		1.8 M	12.6 M	611.4%
COGS		1.1 M	8.4 M	663.2%
Gross Margin		0.7 M	4.2 M	525.7%
GM %		37.67%	33.13%	-12.1%
Sweden				
Net Sales	0.1 M	0.2 M	1.8 M	681.9%
COGS	0.0 M	0.1 M	1.1 M	735.6%
Gross Margin	0.0 M	0.1 M	0.7 M	613.8%
GM %	38.28%	44.06%	40.22%	-8.7%
United Kingdom				
Net Sales	2.0 M	8.1 M	34.2 M	322.7%
COGS	1.3 M	5.3 M	18.7 M	252.1%
Gross Margin	0.7 M	2.8 M	15.4 M	459.0%
GM %	36.19%	34.13%	45.13%	32.2%
USA				
Net Sales	11.5 M	31.9 M	87.8 M	175.0%
COGS	7.7 M	19.5 M	55.3 M	183.9%
Gross Margin	3.8 M	12.4 M	32.5 M	161.0%
GM %	32.79%	38.97%	36.99%	-5.1%
Total Net Sales	87.5 M	196.7 M	598.9 M	204.5%
Total COGS	51.2 M	123.4 M	380.7 M	208.6%
Total Gross Margin	36.2 M	73.3 M	218.2 M	197.6%
Total GM %	41.43%	37.28%	36.43%	-2.3%



