



Filters

region All
division All
customer All

P & L

By Fiscal Year

Note: 21 vs 20 is not part of Pivot Table
All values in USD

	Fiscal Years			
Customer	2019	2020	2021	21 vs 20
Australia				
net sales	3.9M	10.7M	21.0M	96.2%
cogs	2.2M	5.8M	14.1M	143.2%
Gross Mar	1.7M	4.9M	6.9M	40.8%
GM %	42.6%	45.9%	32.9%	-28.2%
Austria				
net sales		0.1M	2.8M	2301.3%
cogs		0.1M	2.0M	2172.4%
Gross Margin		0.0M	0.9M	2665.4%
GM %		26.1%	30.1%	15.2%
Bangladesh				
net sales	0.5M	2.3M	7.0M	207.7%
cogs	0.3M	1.4M	4.5M	233.5%
Gross Mar	0.1M	0.9M	2.4M	268%
GM %	28.7%	39.6%	34.5%	87%
Canada				
net sales	4.8M	12.2M	35.1M	288%
cogs	2.8M	7.1M	21.7M	306%
Gross Mar	2.0M	5.1M	13.4M	263%
GM %	41.7%	41.9%	38.2%	91%
China				
net sales	1.4M	5.4M	22.9M	422%
cogs	0.8M	3.3M	13.5M	406%
Gross Mar	0.6M	2.1M	9.4M	448%
GM %	44.9%	38.7%	41.1%	106%
France				
net sales	4.0M	7.5M	25.9M	347%
cogs	2.3M	4.3M	14.7M	346%
Gross Mar	1.8M	3.2M	11.2M	348%
GM %	44.1%	43.1%	43.2%	100%
Germany				
net sales	2.6M	4.7M	12.0M	256%
cogs	1.6M	3.0M	8.9M	294%
Gross Mar	0.9M	1.7M	3.1M	188%
GM %	37.0%	35.6%	26.2%	73%
India				
net sales	30.8M	49.8M	161.3M	324%



cogs	17.8M	33.7M	109.7M	325%
Gross Mar	13.1M	16.0M	51.6M	322%
GM %	42.4%	32.2%	32.0%	99%
Indonesia				
net sales	2.5M	6.2M	18.4M	297%
cogs	1.5M	3.5M	11.3M	320%
Gross Mar	1.1M	2.7M	7.1M	266%
GM %	42.0%	42.9%	38.4%	90%
Italy				
net sales	2.9M	4.5M	11.7M	263%
cogs	1.6M	3.1M	8.2M	265%
Gross Mar	1.3M	1.4M	3.5M	258%
GM %	45.6%	30.7%	30.1%	98%
Japan				
net sales		1.9M	7.9M	421%
cogs		1.2M	4.2M	357%
Gross Margin		0.7M	3.7M	530%
GM %		37.0%	46.5%	126%
Netherlands				
net sales	0.2M	3.4M	8.0M	238%
cogs	0.1M	1.8M	4.6M	264%
Gross Mar	0.1M	1.6M	3.4M	209%
GM %	36.4%	47.8%	42.0%	88%
Newzealand				
net sales		2.0M	11.4M	574%
cogs		1.5M	5.9M	404%
Gross Margin		0.5M	5.5M	1051%
GM %		26.4%	48.2%	183%
Norway				
net sales		2.5M	13.7M	552%
cogs		1.5M	9.6M	625%
Gross Margin		0.9M	4.0M	431%
GM %		37.7%	29.5%	78%
Pakistan				
net sales	0.6M	4.7M	5.7M	121%
cogs	0.4M	2.7M	3.6M	134%
Gross Mar	0.2M	2.0M	2.0M	102%
GM %	39.7%	42.8%	36.2%	85%
Philiphines				
net sales	5.7M	13.4M	31.9M	238%
cogs	3.4M	7.3M	19.4M	265%
Gross Mar	2.3M	6.0M	12.5M	206%
GM %	39.9%	45.1%	39.1%	87%
Poland				
net sales	0.4M	2.8M	5.2M	186%
cogs	0.3M	1.7M	3.0M	178%
Gross Mar	0.2M	1.1M	2.2M	197%



GM %	37.4%	40.2%	42.6%	106%
Portugal				
net sales	0.7M	3.6M	11.8M	330%
cogs	0.5M	2.3M	6.8M	299%
Gross Mar	0.3M	1.3M	5.0M	385%
GM %	39.3%	36.1%	42.1%	117%
South Korea				
net sales	12.8M	17.3M	49.0M	283%
cogs	6.7M	12.1M	31.4M	259%
Gross Mar	6.1M	5.2M	17.6M	341%
GM %	47.5%	29.8%	35.9%	120%
Spain				
net sales		1.8M	12.6M	711%
cogs		1.1M	8.4M	763%
Gross Margin		0.7M	4.2M	626%
GM %		37.7%	33.1%	88%
Sweden				
net sales	0.1M	0.2M	1.8M	782%
cogs	0.0M	0.1M	1.1M	836%
Gross Mar	0.0M	0.1M	0.7M	714%
GM %	38.3%	44.1%	40.2%	91%
United Kingdom				
net sales	2.0M	8.1M	34.2M	423%
cogs	1.3M	5.3M	18.7M	352%
Gross Mar	0.7M	2.8M	15.4M	559%
GM %	36.2%	34.1%	45.1%	132%
USA				
net sales	11.5M	31.9M	87.8M	275%
cogs	7.7M	19.5M	55.3M	284%
Gross Mar	3.8M	12.4M	32.5M	261%
GM %	32.8%	39.0%	37.0%	95%
Total net sales	87.5M	196.7M	598.9M	304%
Total cogs	51.2M	123.4M	380.7M	309%
Total Gross Mar	36.2M	73.3M	218.2M	298%
Total GM %	41.4%	37.3%	36.4%	98%