

P&L By Year & Market





All values are in USD

Note: Do not modify the pivot table





FILTERS	
region	All
customer	All
division	All

	Fiscal Year			
Market	2019	2020	2021	2021 vs 2020 (Growth)
Australia				
Net Sales	3.88M	10.70M	20.99M	96.22%
COGS	2.23M	5.79M	14.08M	143.20%
Gross_Margin	1.65M	4.91M	6.91M	40.80%
GM %	42.57%	45.88%	32.92%	-28.24%
Austria				
Net Sales		0.12M	2.84M	2301.31%
COGS		0.09M	1.98M	2172.38%
Gross_Margin		0.03M	0.86M	2665.44%
GM %		26.15%	30.11%	15.16%
Bangladesh				
Net Sales	0.48M	2.26M	6.95M	207.70%
COGS	0.34M	1.36M	4.55M	233.50%
Gross_Margin	0.14M	0.89M	2.40M	168.36%
GM %	28.73%	39.61%	34.54%	-12.79%
Canada				
Net Sales	4.76M	12.17M	35.06M	188.06%
COGS	2.78M	7.07M	21.66M	206.43%
Gross_Margin	1.99M	5.10M	13.39M	162.59%
GM %	41.67%	41.91%	38.21%	-8.84%
China				
Net Sales	1.43M	5.42M	22.89M	321.98%
COGS	0.78M	3.33M	13.49M	305.51%
Gross_Margin	0.64M	2.10M	9.40M	348.09%
GM %	44.94%	38.68%	41.07%	6.19%
France				
Net Sales	4.04M	7.47M	25.94M	247.23%
COGS	2.26M	4.25M	14.73M	246.45%
Gross_Margin	1.78M	3.22M	11.22M	248.26%
GM %	44.09%	43.11%	43.24%	0.30%





Germany

Net Sales	2.56M	4.69M	12.01M		156.22%
COGS	1.62M	3.02M	8.86M		193.82%
Gross_Margin	0.95M	1.67M	3.14M		88.28%
GM %	36.97%	35.63%	26.18%		-26.52%





India

Net Sales	30.82M	49.77M	161.26M		224.02%
COGS	17.77M	33.74M	109.65M		224.99%
Gross_Margin	13.05M	16.03M	51.61M		221.96%
GM %	42.35%	32.21%	32.00%		-0.63%





Indonesia

Net Sales	2.52M	6.21M	18.41M		196.69%
COGS	1.46M	3.54M	11.34M		220.09%
Gross_Margin	1.06M	2.66M	7.07M		165.56%
GM %	42.03%	42.91%	38.41%		-10.49%





Italy

Net Sales	2.90M	4.46M	11.72M		162.53%
COGS	1.58M	3.09M	8.19M		164.61%
Gross_Margin	1.33M	1.37M	3.53M		157.83%
GM %	45.63%	30.68%	30.13%		-1.79%





Japan

Net Sales		1.88M	7.92M		321.11%
COGS		1.19M	4.24M		257.28%
Gross_Margin		0.70M	3.69M		429.96%
GM %		36.96%	46.52%		25.85%





Netherlands

Net Sales	0.23M	3.36M	7.98M		137.91%
COGS	0.14M	1.75M	4.63M		164.16%
Gross_Margin	0.08M	1.60M	3.36M		109.23%
GM %	36.36%	47.79%	42.03%		-12.06%

Newzealand

Net Sales		1.99M	11.40M		474.29%
COGS		1.46M	5.90M		303.76%
Gross_Margin		0.52M	5.50M		950.71%
GM %		26.36%	48.23%		82.96%

Norway

Net Sales		2.48M	13.68M		451.83%
COGS		1.54M	9.65M		525.04%
Gross_Margin		0.94M	4.03M		331.04%
GM %		37.74%	29.48%		-21.89%

Pakistan

Net Sales	0.62M	4.69M	5.66M		20.51%
COGS	0.38M	2.69M	3.61M		34.33%
Gross_Margin	0.25M	2.01M	2.05M		2.00%
GM %	39.65%	42.75%	36.18%		-15.36%

Philippines

Net Sales	5.69M	13.37M	31.86M		138.36%
COGS	3.42M	7.33M	19.40M		164.59%
Gross_Margin	2.27M	6.03M	12.45M		106.47%
GM %	39.90%	45.13%	39.09%		-13.38%

Poland

Net Sales	0.41M	2.79M	5.19M		85.81%
COGS	0.26M	1.67M	2.98M		78.47%
Gross_Margin	0.15M	1.12M	2.21M		96.73%
GM %	37.43%	40.20%	42.56%		5.88%

Portugal

Net Sales	0.75M	3.59M	11.83M		229.81%
COGS	0.45M	2.29M	6.85M		198.86%
Gross_Margin	0.29M	1.30M	4.98M		284.53%
GM %	39.29%	36.13%	42.13%		16.59%

South Korea

Net Sales	12.80M	17.28M	48.97M		183.31%
COGS	6.72M	12.13M	31.38M		158.65%
Gross_Margin	6.09M	5.15M	17.59M		241.34%
GM %	47.54%	29.82%	35.92%		20.48%

Spain

Net Sales	1.77M	12.62M			611.42%
COGS	1.11M	8.44M			663.24%
Gross_Margin	0.67M	4.18M			525.68%
GM %	37.67%	33.13%			-12.05%

Sweden

Net Sales	0.05M	0.23M	1.77M		681.92%
COGS	0.03M	0.13M	1.06M		735.60%
Gross_Margin	0.02M	0.10M	0.71M		613.77%
GM %	38.28%	44.06%	40.22%		-8.72%

United Kingdom

Net Sales	2.00M	8.08M	34.15M		322.73%
COGS	1.27M	5.32M	18.74M		252.12%
Gross_Margin	0.72M	2.76M	15.41M		459.04%
GM %	36.19%	34.13%	45.13%		32.24%

USA

Net Sales	11.53M	31.92M	87.78M		174.99%
COGS	7.75M	19.48M	55.31M		183.94%
Gross_Margin	3.78M	12.44M	32.47M		160.98%
GM %	32.79%	38.97%	36.99%		-5.10%