



























P & L by Fiscal Year

































All value in USD

Note: 21 vs 20 is not part of pivot table

region All
division All
customer All

Fiscal Year				
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 Margin	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 Margin	0.1M	0.9M	2.4M	168.4%
GM %	28.7%	39.6%	34.5%	-12.8%
Canada				
Net Sales	4.8M	12.2M	35.1M	188.1%
COGS	2.8M	7.1M	21.7M	206.4%
Gross Margin	2.0M	5.1M	13.4M	162.6%
GM %	41.7%	41.9%	38.2%	-8.8%
China				
Net Sales	1.4M	5.4M	22.9M	322.0%
COGS	0.8M	3.3M	13.5M	305.5%
Gross Margin	0.6M	2.1M	9.4M	348.1%
GM %	44.9%	38.7%	41.1%	6.2%
France				
Net Sales	4.0M	7.5M	25.9M	247.2%
COGS	2.3M	4.3M	14.7M	246.4%
Gross Margin	1.8M	3.2M	11.2M	248.3%
GM %	44.1%	43.1%	43.2%	0.3%
Germany				
Net Sales	2.6M	4.7M	12.0M	156.2%
COGS	1.6M	3.0M	8.9M	193.8%
Gross Margin	0.9M	1.7M	3.1M	88.3%

GM %	37.0%	35.6%	26.2%		-26.5%
India					
Net Sales	30.8M	49.8M	161.3M		224.0%
COGS	17.8M	33.7M	109.7M		225.0%
Gross Margin	13.1M	16.0M	51.6M		222.0%
GM %	42.4%	32.2%	32.0%		-0.6%
Indonesia					
Net Sales	2.5M	6.2M	18.4M		196.7%
COGS	1.5M	3.5M	11.3M		220.1%
Gross Margin	1.1M	2.7M	7.1M		165.6%
GM %	42.0%	42.9%	38.4%		-10.5%
Italy					
Net Sales	2.9M	4.5M	11.7M		162.5%
COGS	1.6M	3.1M	8.2M		164.6%
Gross Margin	1.3M	1.4M	3.5M		157.8%
GM %	45.6%	30.7%	30.1%		-1.8%
Japan					
Net Sales		1.9M	7.9M		321.1%
COGS		1.2M	4.2M		257.3%
Gross Margin		0.7M	3.7M		430.0%
GM %		37.0%	46.5%		25.9%
Netherlands					
Net Sales	0.2M	3.4M	8.0M		137.9%
COGS	0.1M	1.8M	4.6M		164.2%
Gross Margin	0.1M	1.6M	3.4M		109.2%
GM %	36.4%	47.8%	42.0%		-12.1%
Newzealand					
Net Sales		2.0M	11.4M		474.3%
COGS		1.5M	5.9M		303.8%
Gross Margin		0.5M	5.5M		950.7%
GM %		26.4%	48.2%		83.0%
Norway					
Net Sales		2.5M	13.7M		451.8%
COGS		1.5M	9.6M		525.0%
Gross Margin		0.9M	4.0M		331.0%
GM %		37.7%	29.5%		-21.9%
Pakistan					
Net Sales	0.6M	4.7M	5.7M		20.5%
COGS	0.4M	2.7M	3.6M		34.3%
Gross Margin	0.2M	2.0M	2.0M		2.0%
GM %	39.7%	42.8%	36.2%		-15.4%
Philiphines					
Net Sales	5.7M	13.4M	31.9M		138.4%
COGS	3.4M	7.3M	19.4M		164.6%
Gross Margin	2.3M	6.0M	12.5M		106.5%
GM %	39.9%	45.1%	39.1%		-13.4%
Poland					

Net Sales	0.4M	2.8M	5.2M		85.8%
COGS	0.3M	1.7M	3.0M		78.5%
Gross Margin	0.2M	1.1M	2.2M		96.7%
GM %	37.4%	40.2%	42.6%		5.9%
Portugal					
Net Sales	0.7M	3.6M	11.8M		229.8%
COGS	0.5M	2.3M	6.8M		198.9%
Gross Margin	0.3M	1.3M	5.0M		284.5%
GM %	39.3%	36.1%	42.1%		16.6%
South Korea					
Net Sales	12.8M	17.3M	49.0M		183.3%
COGS	6.7M	12.1M	31.4M		158.7%
Gross Margin	6.1M	5.2M	17.6M		241.3%
GM %	47.5%	29.8%	35.9%		20.5%
Spain					
Net Sales		1.8M	12.6M		611.4%
COGS		1.1M	8.4M		663.2%
Gross Margin		0.7M	4.2M		525.7%
GM %		37.7%	33.1%		-12.1%
Sweden					
Net Sales	0.1M	0.2M	1.8M		681.9%
COGS	0.0M	0.1M	1.1M		735.6%
Gross Margin	0.0M	0.1M	0.7M		613.8%
GM %	38.3%	44.1%	40.2%		-8.7%
United Kingdom					
Net Sales	2.0M	8.1M	34.2M		322.7%
COGS	1.3M	5.3M	18.7M		252.1%
Gross Margin	0.7M	2.8M	15.4M		459.0%
GM %	36.2%	34.1%	45.1%		32.2%
USA					
Net Sales	11.5M	31.9M	87.8M		175.0%
COGS	7.7M	19.5M	55.3M		183.9%
Gross Margin	3.8M	12.4M	32.5M		161.0%
GM %	32.8%	39.0%	37.0%		-5.1%
Total Net Sales	87.5M	196.7M	598.9M		204.5%
Total COGS	51.2M	123.4M	380.7M		208.6%
Total Gross Ma	36.2M	73.3M	218.2M		197.6%
Total GM %	41.4%	37.3%	36.4%		-2.3%

