



## FILTERS

region All  
division All  
customer All

## P &amp; L

## By Fiscal Years

All values are in USD

21 vs 20 is not part of pivot table

Customers	Fiscal Years			
	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.88M	10.70M	20.99M	96.2%
COGS	2.23M	5.79M	14.08M	143.2%
Gross margin	1.65M	4.91M	6.91M	40.8%
GM%	42.6%	45.9%	32.9%	-28.2%
Austria				
Net Sales		0.12M	2.84M	2301.3%
COGS		0.09M	1.98M	2172.4%
Gross margin		0.03M	0.86M	2665.4%
GM%		26.1%	30.1%	15.2%
Bangladesh				
Net Sales	0.48M	2.26M	6.95M	207.7%
COGS	0.34M	1.36M	4.55M	233.5%
Gross margin	0.14M	0.89M	2.40M	168.4%
GM%	28.7%	39.6%	34.5%	-12.8%
Canada				
Net Sales	4.76M	12.17M	35.06M	188.1%
COGS	2.78M	7.07M	21.66M	206.4%
Gross margin	1.99M	5.10M	13.39M	162.6%
GM%	41.7%	41.9%	38.2%	-8.8%
China				
Net Sales	1.43M	5.42M	22.89M	322.0%
COGS	0.78M	3.33M	13.49M	305.5%
Gross margin	0.64M	2.10M	9.40M	348.1%
GM%	44.9%	38.7%	41.1%	6.2%
France				
Net Sales	4.04M	7.47M	25.94M	247.2%
COGS	2.26M	4.25M	14.73M	246.4%
Gross margin	1.78M	3.22M	11.22M	248.3%
GM%	44.1%	43.1%	43.2%	0.3%
Germany				
Net Sales	2.56M	4.69M	12.01M	156.2%
COGS	1.62M	3.02M	8.86M	193.8%
Gross margin	0.95M	1.67M	3.14M	88.3%
GM%	37.0%	35.6%	26.2%	-26.5%
India				
Net Sales	30.82M	49.77M	161.26M	224.0%
COGS	17.77M	33.74M	109.65M	225.0%
Gross margin	13.05M	16.03M	51.61M	222.0%
GM%	42.4%	32.2%	32.0%	-0.6%
Indonesia				



Net Sales	2.52M	6.21M	18.41M	196.7%
COGS	1.46M	3.54M	11.34M	220.1%
Gross margin	1.06M	2.66M	7.07M	165.6%
GM%	42.0%	42.9%	38.4%	-10.5%
Italy				
Net Sales	2.90M	4.46M	11.72M	162.5%
COGS	1.58M	3.09M	8.19M	164.6%
Gross margin	1.33M	1.37M	3.53M	157.8%
GM%	45.6%	30.7%	30.1%	-1.8%
Japan				
Net Sales		1.88M	7.92M	321.1%
COGS		1.19M	4.24M	257.3%
Gross margin		0.70M	3.69M	430.0%
GM%		37.0%	46.5%	25.9%
Netherlands				
Net Sales	0.23M	3.36M	7.98M	137.9%
COGS	0.14M	1.75M	4.63M	164.2%
Gross margin	0.08M	1.60M	3.36M	109.2%
GM%	36.4%	47.8%	42.0%	-12.1%
Newzealand				
Net Sales		1.99M	11.40M	474.3%
COGS		1.46M	5.90M	303.8%
Gross margin		0.52M	5.50M	950.7%
GM%		26.4%	48.2%	83.0%
Norway				
Net Sales		2.48M	13.68M	451.8%
COGS		1.54M	9.65M	525.0%
Gross margin		0.94M	4.03M	331.0%
GM%		37.7%	29.5%	-21.9%
Pakistan				
Net Sales	0.62M	4.69M	5.66M	20.5%
COGS	0.38M	2.69M	3.61M	34.3%
Gross margin	0.25M	2.01M	2.05M	2.0%
GM%	39.7%	42.8%	36.2%	-15.4%
Philippines				
Net Sales	5.69M	13.37M	31.86M	138.4%
COGS	3.42M	7.33M	19.40M	164.6%
Gross margin	2.27M	6.03M	12.45M	106.5%
GM%	39.9%	45.1%	39.1%	-13.4%
Poland				
Net Sales	0.41M	2.79M	5.19M	85.8%
COGS	0.26M	1.67M	2.98M	78.5%
Gross margin	0.15M	1.12M	2.21M	96.7%
GM%	37.4%	40.2%	42.6%	5.9%
Portugal				
Net Sales	0.75M	3.59M	11.83M	229.8%
COGS	0.45M	2.29M	6.85M	198.9%
Gross margin	0.29M	1.30M	4.98M	284.5%
GM%	39.3%	36.1%	42.1%	16.6%
South Korea				



Net Sales	12.80M	17.28M	48.97M	<div><div></div></div>	183.3%
COGS	6.72M	12.13M	31.38M	<div><div></div></div>	158.7%
Gross margin	6.09M	5.15M	17.59M	<div><div></div></div>	241.3%
GM%	47.5%	29.8%	35.9%	<div><div></div></div>	20.5%
Spain					
Net Sales		1.77M	12.62M	<div><div></div></div>	611.4%
COGS		1.11M	8.44M	<div><div></div></div>	663.2%
Gross margin		0.67M	4.18M	<div><div></div></div>	525.7%
GM%		37.7%	33.1%	<div><div></div></div>	-12.1%
Sweden					
Net Sales	0.05M	0.23M	1.77M	<div><div></div></div>	681.9%
COGS	0.03M	0.13M	1.06M	<div><div></div></div>	735.6%
Gross margin	0.02M	0.10M	0.71M	<div><div></div></div>	613.8%
GM%	38.3%	44.1%	40.2%	<div><div></div></div>	-8.7%
United Kingdom					
Net Sales	2.00M	8.08M	34.15M	<div><div></div></div>	322.7%
COGS	1.27M	5.32M	18.74M	<div><div></div></div>	252.1%
Gross margin	0.72M	2.76M	15.41M	<div><div></div></div>	459.0%
GM%	36.2%	34.1%	45.1%	<div><div></div></div>	32.2%
USA					
Net Sales	11.53M	31.92M	87.78M	<div><div></div></div>	175.0%
COGS	7.75M	19.48M	55.31M	<div><div></div></div>	183.9%
Gross margin	3.78M	12.44M	32.47M	<div><div></div></div>	161.0%
GM%	32.8%	39.0%	37.0%	<div><div></div></div>	-5.1%
Total Net Sales	87.48M	196.69M	598.88M	<div><div></div></div>	204.5%
Total COGS	51.24M	123.37M	380.71M	<div><div></div></div>	208.6%
Total Gross margin	36.24M	73.32M	218.16M	<div><div></div></div>	197.6%
Total GM%	41.4%	37.3%	36.4%	<div><div></div></div>	-2.3%