



## FILTERS

region  
division  
customer

All  
All  
All

Customer	Fiscal Year	
	2019	2020
Australia		
Net Sales	3.9M	10.7M
Cogs	2.2M	5.8M
Gross Margin	1.7M	4.9M
GM %	42.6%	45.9%
Austria		
Net Sales		0.1M
Cogs		0.1M
Gross Margin		0.0M
GM %		26.1%
Bangladesh		
Net Sales	0.5M	2.3M
Cogs	0.3M	1.4M
Gross Margin	0.1M	0.9M
GM %	28.7%	39.6%
Canada		
Net Sales	4.8M	12.2M
Cogs	2.8M	7.1M
Gross Margin	2.0M	5.1M
GM %	41.7%	41.9%
China		
Net Sales	1.4M	5.4M
Cogs	0.8M	3.3M
Gross Margin	0.6M	2.1M
GM %	44.9%	38.7%
France		
Net Sales	4.0M	7.5M
Cogs	2.3M	4.3M
Gross Margin	1.8M	3.2M
GM %	44.1%	43.1%
Germany		
Net Sales	2.6M	4.7M
Cogs	1.6M	3.0M
Gross Margin	0.9M	1.7M
GM %	37.0%	35.6%
India		
Net Sales	30.8M	49.8M
Cogs	17.8M	33.7M
Gross Margin	13.1M	16.0M

GM %	42.4%	32.2%
Indonesia		
Net Sales	2.5M	6.2M
Cogs	1.5M	3.5M
Gross Margin	1.1M	2.7M
GM %	42.0%	42.9%
Italy		
Net Sales	2.9M	4.5M
Cogs	1.6M	3.1M
Gross Margin	1.3M	1.4M
GM %	45.6%	30.7%
Japan		
Net Sales		1.9M
Cogs		1.2M
Gross Margin		0.7M
GM %		37.0%
Netherlands		
Net Sales	0.2M	3.4M
Cogs	0.1M	1.8M
Gross Margin	0.1M	1.6M
GM %	36.4%	47.8%
Newzealand		
Net Sales		2.0M
Cogs		1.5M
Gross Margin		0.5M
GM %		26.4%
Norway		
Net Sales		2.5M
Cogs		1.5M
Gross Margin		0.9M
GM %		37.7%
Pakistan		
Net Sales	0.6M	4.7M
Cogs	0.4M	2.7M
Gross Margin	0.2M	2.0M
GM %	39.7%	42.8%
Philiphines		
Net Sales	5.7M	13.4M
Cogs	3.4M	7.3M
Gross Margin	2.3M	6.0M
GM %	39.9%	45.1%
Poland		
Net Sales	0.4M	2.8M
Cogs	0.3M	1.7M
Gross Margin	0.2M	1.1M
GM %	37.4%	40.2%
Portugal		
Net Sales	0.7M	3.6M



Cogs	0.5M	2.3M
Gross Margin	0.3M	1.3M
GM %	39.3%	36.1%
South Korea		
Net Sales	12.8M	17.3M
Cogs	6.7M	12.1M
Gross Margin	6.1M	5.2M
GM %	47.5%	29.8%
Spain		
Net Sales		1.8M
Cogs		1.1M
Gross Margin		0.7M
GM %		37.7%
Sweden		
Net Sales	0.1M	0.2M
Cogs	0.0M	0.1M
Gross Margin	0.0M	0.1M
GM %	38.3%	44.1%
United Kingdom		
Net Sales	2.0M	8.1M
Cogs	1.3M	5.3M
Gross Margin	0.7M	2.8M
GM %	36.2%	34.1%
USA		
Net Sales	11.5M	31.9M
Cogs	7.7M	19.5M
Gross Margin	3.8M	12.4M
GM %	32.8%	39.0%
<b>Total Net Sales</b>	<b>87.5M</b>	<b>196.7M</b>
<b>Total Cogs</b>	<b>51.2M</b>	<b>123.4M</b>
<b>Total Gross Margin</b>	<b>36.2M</b>	<b>73.3M</b>
<b>Total GM %</b>	<b>41.4%</b>	<b>37.3%</b>

**P & L****By Fiscal Year**

All values in USD

Note: 21 vs 20 is not part of pivot table

2021	21 vs 20	
	21.0M	96.2%
	14.1M	143.2%
	6.9M	40.8%
	32.9%	-28.2%
	2.8M	2301.3%
	2.0M	2172.4%
	0.9M	2665.4%
	30.1%	15.2%
	7.0M	207.7%
	4.5M	233.5%
	2.4M	168.4%
	34.5%	-12.8%
	35.1M	188.1%
	21.7M	206.4%
	13.4M	162.6%
	38.2%	-8.8%
	22.9M	322.0%
	13.5M	305.5%
	9.4M	348.1%
	41.1%	6.2%
	25.9M	247.2%
	14.7M	246.4%
	11.2M	248.3%
	43.2%	100.3%
	12.0M	256.2%
	8.9M	293.8%
	3.1M	188.3%
	26.2%	73.5%
	161.3M	324.0%
	109.7M	325.0%
	51.6M	322.0%



