

## **FILTERS**

region	All
division	All
customer	All

′ear

	Fiscal Year	
Customer	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



CM 9/	40 40/	22.20/
GM %	42.4%	32.2%
Indonesia	O 514	/ 014
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
-		



Coas	0.5M	2.3M
Cogs Gross Margin	0.5W	1.3M
GM %	39.3%	36.1%
South Korea	37.3/0	30.1%
Net Sales	12.8M	17.3M
	6.7M	17.3W
Cogs  Cross Marsin	6.1M	5.2M
Gross Margin	47.5%	
GM %	47.5%	29.8%
Spain		1 014
Net Sales		1.8M
Cogs		1.1M
Gross Margin		0.7M
GM %		37.7%
Sweden	0.114	0.014
Net Sales	0.1M	0.2M
Cogs	0.0M	0.1M
Gross Margin	0.0M	0.1M
GM %	38.3%	44.1%
United Kingdom	0.014	0.414
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%
Total Net Sales	87.5M	
Total Cogs	51.2M	
<b>Total Gross Margin</b>	36.2M	73.3M
Total GM %	41.4%	37.3%



P & L By Fiscal Year

All values in USD

Note: 21 vs 20 is not part of pivot table

2021	21 vs 20	)
	<b>21.0M</b> 96.2	
	14.1M 143.2	2%
	6.9M 40.8	3%
	32.9% -28.2	2%
	2.8M 2301.3	3%
	2.0M 2172.4	<mark>1</mark> %
	0.9M 2665.4	1%
	30.1% 15.2	2%
	7.0M 207.7	7%
	4.5M 233.5	5%
	2.4M 168.4	1%
	<b>34.5%</b> -12.8	3%
	35.1M 188. <sup>-</sup>	1%
	21.7M 206.4	1%
	13.4M 162.6	5%
	38.2%	3%
	22.9M 322.0	0%
	13.5M 305.5	5%
	9.4M 348.	
		2%
	<b>25.9M</b> 247.2	2%
	14.7M 246.4	
	11.2M 248.3	
	43.2% 100.3	
	12.0M 256.2	2%
	8.9M 293.8	
	3.1M 188.3	
	26.2% 73.5	
	161.3M 324.0	<b>1</b> 0/
	<b>51.6M</b> 322.0	J%



39.1% 5.2M	86.6%
39.1%	86.6%
12.5M	206.5%
19.4M	264.6%
31.9M	238.4%
36.2%	84.6%
2.0M	102.0%
3.6M	134.3%
5.7M	120.5%
F 754	100 50/
29.5%	78.1%
4.0M	431.0%
9.6M	625.0%
13.7M	<u>55</u> 1.8%
48.2%	183.0%
5.5M	1050.7%
5.9M	403.8%
11.4M	<u>57</u> 4.3%
42.0%	U/.7/0
3.4M 42.0%	209.2%
4.6M	264.2%
8.0M	237.9%
46.5%	125.9%
3.7M	530.0%
4.2M	357.3%
7.9M	<b>4</b> 21.1%
30.1%	□ 70.∠%
3.5M	257.8% 98.2%
8.2M	264.6%
11.7M	262.5%
44.714	0.40 504
38.4%	89.5%
7.1M	265.6%
11.3M	320.1%
18.4M	296.7%
	99.4%



6.8M	298.9%
5.0M	384.5%
42.1%	116.6%
49.0M	283.3%
31.4M	258.7%
17.6M	341.3%
35.9%	120.5%
12.6M	711.4%
8.4M	763.2%
4.2M	625.7%
33.1%	87.9%
1.8M	781.9%
1.1M	835.6%
0.7M	713.8%
40.2%	91.3%
34.2M	422.7%
18.7M	352.1%
15.4M	<u>55</u> 9.0%
45.1%	132.2%
87.8M	275.0%
55.3M	283.9%
32.5M	261.0%
37.0%	94.9%
598.9M	304.5%
380.7M	308.6%
218.2M	297.6%
36.4%	97.7%