

Customers Net Sales Performances

FILTERS

region	All
customer	All
division	All



ALL Values In USD

21 vs 20 not part of pivot table

		Fiscal year				
Customers	2019	2020	2021	21 vs 20		
Australia						
net_sales	3.9M	10.7M	21.0M	<div><div></div></div>	196%	
cogs	2.2M	5.8M	14.1M	<div><div></div></div>	243%	
gross margin	1.7M	4.9M	6.9M	<div><div></div></div>	141%	
GM %	42.57%	45.88%	32.92%	<div><div></div></div>	72%	
Austria						
net_sales		0.1M	2.8M	<div><div></div></div>	2401%	
cogs		0.1M	2.0M	<div><div></div></div>	2272%	
gross margin		0.0M	0.9M	<div><div></div></div>	2765%	
GM %		26.15%	30.11%	<div><div></div></div>	115%	
Bangladesh						
net_sales	0.5M	2.3M	7.0M	<div><div></div></div>	308%	
cogs	0.3M	1.4M	4.5M	<div><div></div></div>	334%	
gross margin	0.1M	0.9M	2.4M	<div><div></div></div>	268%	
GM %	28.73%	39.61%	34.54%	<div><div></div></div>	87%	
Canada						
net_sales	4.8M	12.2M	35.1M	<div><div></div></div>	288%	
cogs	2.8M	7.1M	21.7M	<div><div></div></div>	306%	
gross margin	2.0M	5.1M	13.4M	<div><div></div></div>	263%	
GM %	41.67%	41.91%	38.21%	<div><div></div></div>	91%	
China						
net_sales	1.4M	5.4M	22.9M	<div><div></div></div>	422%	
cogs	0.8M	3.3M	13.5M	<div><div></div></div>	406%	
gross margin	0.6M	2.1M	9.4M	<div><div></div></div>	448%	
GM %	44.94%	38.68%	41.07%	<div><div></div></div>	106%	
France						
net_sales	4.0M	7.5M	25.9M	<div><div></div></div>	347%	
cogs	2.3M	4.3M	14.7M	<div><div></div></div>	346%	
gross margin	1.8M	3.2M	11.2M	<div><div></div></div>	348%	
GM %	44.09%	43.11%	43.24%	<div><div></div></div>	100%	
Germany						
net_sales	2.6M	4.7M	12.0M	<div><div></div></div>	256%	
cogs	1.6M	3.0M	8.9M	<div><div></div></div>	294%	
gross margin	0.9M	1.7M	3.1M	<div><div></div></div>	188%	
GM %	36.97%	35.63%	26.18%	<div><div></div></div>	73%	
India						
net_sales	30.8M	49.8M	161.3M	<div><div></div></div>	324%	
cogs	17.8M	33.7M	109.7M	<div><div></div></div>	325%	
gross margin	13.1M	16.0M	51.6M	<div><div></div></div>	322%	

GM %	42.35%	32.21%	32.00%		99%
Indonesia					
net_sales	2.5M	6.2M	18.4M		297%
cogs	1.5M	3.5M	11.3M		320%
gross margin	1.1M	2.7M	7.1M		266%
GM %	42.03%	42.91%	38.41%		90%
Italy					
net_sales	2.9M	4.5M	11.7M		263%
cogs	1.6M	3.1M	8.2M		265%
gross margin	1.3M	1.4M	3.5M		258%
GM %	45.63%	30.68%	30.13%		98%
Japan					
net_sales		1.9M	7.9M		421%
cogs		1.2M	4.2M		357%
gross margin		0.7M	3.7M		530%
GM %		36.96%	46.52%		126%
Netherlands					
net_sales	0.2M	3.4M	8.0M		238%
cogs	0.1M	1.8M	4.6M		264%
gross margin	0.1M	1.6M	3.4M		209%
GM %	36.36%	47.79%	42.03%		88%
Newzealand					
net_sales		2.0M	11.4M		574%
cogs		1.5M	5.9M		404%
gross margin		0.5M	5.5M		1051%
GM %		26.36%	48.23%		183%
Norway					
net_sales		2.5M	13.7M		552%
cogs		1.5M	9.6M		625%
gross margin		0.9M	4.0M		431%
GM %		37.74%	29.48%		78%
Pakistan					
net_sales	0.6M	4.7M	5.7M		121%
cogs	0.4M	2.7M	3.6M		134%
gross margin	0.2M	2.0M	2.0M		102%
GM %	39.65%	42.75%	36.18%		85%
Philippines					
net_sales	5.7M	13.4M	31.9M		238%
cogs	3.4M	7.3M	19.4M		265%
gross margin	2.3M	6.0M	12.5M		206%
GM %	39.90%	45.13%	39.09%		87%
Poland					
net_sales	0.4M	2.8M	5.2M		186%
cogs	0.3M	1.7M	3.0M		178%
gross margin	0.2M	1.1M	2.2M		197%
GM %	37.43%	40.20%	42.56%		106%
Portugal					
net_sales	0.7M	3.6M	11.8M		330%
cogs	0.5M	2.3M	6.8M		299%
gross margin	0.3M	1.3M	5.0M		385%

GM %	39.29%	36.13%	42.13%	<div><div></div></div>	117%
South Korea					
net_sales	12.8M	17.3M	49.0M	<div><div></div></div>	283%
cogs	6.7M	12.1M	31.4M	<div><div></div></div>	259%
gross margin	6.1M	5.2M	17.6M	<div><div></div></div>	341%
GM %	47.54%	29.82%	35.92%	<div><div></div></div>	120%
Spain					
net_sales		1.8M	12.6M	<div><div></div></div>	711%
cogs		1.1M	8.4M	<div><div></div></div>	763%
gross margin		0.7M	4.2M	<div><div></div></div>	626%
GM %		37.67%	33.13%	<div><div></div></div>	88%
Sweden					
net_sales	0.1M	0.2M	1.8M	<div><div></div></div>	782%
cogs	0.0M	0.1M	1.1M	<div><div></div></div>	836%
gross margin	0.0M	0.1M	0.7M	<div><div></div></div>	714%
GM %	38.28%	44.06%	40.22%	<div><div></div></div>	91%
United Kingdom					
net_sales	2.0M	8.1M	34.2M	<div><div></div></div>	423%
cogs	1.3M	5.3M	18.7M	<div><div></div></div>	352%
gross margin	0.7M	2.8M	15.4M	<div><div></div></div>	559%
GM %	36.19%	34.13%	45.13%	<div><div></div></div>	132%
USA					
net_sales	11.5M	31.9M	87.8M	<div><div></div></div>	275%
cogs	7.7M	19.5M	55.3M	<div><div></div></div>	284%
gross margin	3.8M	12.4M	32.5M	<div><div></div></div>	261%
GM %	32.79%	38.97%	36.99%	<div><div></div></div>	95%