



region All
sub_zone All
FY All

P & L
By markets
All values in USD

Market	Net Sales	COGS	Gross Margin	GM %
Australia	35.6M	22.1M	13.5M	\$0.38
Austria	3.0M	2.1M	0.9M	\$0.30
Banglade	9.7M	6.3M	3.4M	\$0.35
Canada	52.0M	31.5M	20.5M	\$0.39
China	29.7M	17.6M	12.1M	\$0.41
France	37.5M	21.2M	16.2M	\$0.43
Germany	19.3M	13.5M	5.8M	\$0.30
India	241.9M	161.2M	80.7M	\$0.33
Indonesia	27.1M	16.3M	10.8M	\$0.40
Italy	19.1M	12.9M	6.2M	\$0.33
Japan	9.8M	5.4M	4.4M	\$0.45
Netherlar	11.6M	6.5M	5.0M	\$0.44
Newzeala	13.4M	7.4M	6.0M	\$0.45
Norway	16.2M	11.2M	5.0M	\$0.31
Pakistan	11.0M	6.7M	4.3M	\$0.39
Philiphine	50.9M	30.2M	20.8M	\$0.41
Poland	8.4M	4.9M	3.5M	\$0.42
Portugal	16.2M	9.6M	6.6M	\$0.41
South Kor	79.1M	50.2M	28.8M	\$0.36
Spain	14.4M	9.5M	4.8M	\$0.34
Sweden	2.0M	1.2M	0.8M	\$0.41
United Ki	44.2M	25.3M	18.9M	\$0.43
USA	131.2M	82.5M	48.7M	\$0.37

GM% by Quarters (sub_zone)

FILTERS

FY 2019

GM % Customer	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	42.98%	42.20%	42.59%	42.46%	42.57%
India	42.54%	42.25%	42.04%	42.54%	42.35%
NA	35.15%	35.42%	35.36%	35.72%	35.39%
NE	36.59%	37.01%	36.54%	36.56%	36.69%
ROA	44.51%	44.35%	44.05%	44.48%	44.35%
SE	44.52%	44.05%	44.01%	44.16%	44.21%

FY 2020

GM % Customer	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.34%	43.04%	42.77%	41.79%	42.82%
India	32.35%	32.13%	32.44%	32.03%	32.21%
NA	39.87%	40.06%	39.11%	39.67%	39.78%
NE	37.65%	37.84%	38.51%	37.74%	37.81%
ROA	38.41%	38.29%	38.78%	37.69%	38.23%
SE	38.46%	37.28%	38.16%	37.78%	37.90%

FY 2021

GM % Customer	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	38.99%	37.85%	38.27%	38.00%	38.31%
India	32.27%	31.81%	31.92%	31.97%	32.00%
NA	37.10%	37.45%	37.47%	37.39%	37.34%
NE	37.88%	38.72%	38.25%	38.31%	38.29%
ROA	38.48%	38.44%	38.12%	38.12%	38.31%
SE	38.64%	38.29%	38.60%	38.48%	38.50%