

region All
sub_zone All
FY 2021

P & L
for Markets

All values are in USD

Market	Net_sales	COGS	Gross Margin	GM%
Australia	20.99M	14.1M	6.9M	32.92%
Austria	2.84M	2.0M	0.9M	30.11%
Bangladesh	6.95M	4.5M	2.4M	34.54%
Canada	35.06M	21.7M	13.4M	38.21%
China	22.89M	13.5M	9.4M	41.07%
France	25.94M	14.7M	11.2M	43.24%
Germany	12.01M	8.9M	3.1M	26.18%
India	161.26M	109.7M	51.6M	32.00%
Indonesia	18.41M	11.3M	7.1M	38.41%
Italy	11.72M	8.2M	3.5M	30.13%
Japan	7.92M	4.2M	3.7M	46.52%
Netherlands	7.98M	4.6M	3.4M	42.03%
Newzealand	11.40M	5.9M	5.5M	48.23%
Norway	13.68M	9.6M	4.0M	29.48%
Pakistan	5.66M	3.6M	2.0M	36.18%
Philippines	31.86M	19.4M	12.5M	39.09%
Poland	5.19M	3.0M	2.2M	42.56%
Portugal	11.83M	6.8M	5.0M	42.13%
South Korea	48.97M	31.4M	17.6M	35.92%
Spain	12.62M	8.4M	4.2M	33.13%
Sweden	1.77M	1.1M	0.7M	40.22%
United Kingdom	34.15M	18.7M	15.4M	45.13%
USA	87.78M	55.3M	32.5M	36.99%

GM % by Quarters (sub_zone)

FILTERS

FY 2019

GM%	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
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%	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
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%	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
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%