



## Filter

region All  
sub\_zone All  
FY 2021

## P &amp; L Year (Market)

All values are in USD

| Market             | Net Sales     | COGS          | Gross Margin  | GM %         |
|--------------------|---------------|---------------|---------------|--------------|
| Australia          | 21.0M         | 14.1M         | 6.9M          | 32.9%        |
| Austria            | 2.8M          | 2.0M          | 0.9M          | 30.1%        |
| Bangladesh         | 7.0M          | 4.5M          | 2.4M          | 34.5%        |
| Canada             | 35.1M         | 21.7M         | 13.4M         | 38.2%        |
| China              | 22.9M         | 13.5M         | 9.4M          | 41.1%        |
| France             | 25.9M         | 14.7M         | 11.2M         | 43.2%        |
| Germany            | 12.0M         | 8.9M          | 3.1M          | 26.2%        |
| India              | 161.3M        | 109.7M        | 51.6M         | 32.0%        |
| Indonesia          | 18.4M         | 11.3M         | 7.1M          | 38.4%        |
| Italy              | 11.7M         | 8.2M          | 3.5M          | 30.1%        |
| Japan              | 7.9M          | 4.2M          | 3.7M          | 46.5%        |
| Netherlands        | 8.0M          | 4.6M          | 3.4M          | 42.0%        |
| Newzealand         | 11.4M         | 5.9M          | 5.5M          | 48.2%        |
| Norway             | 13.7M         | 9.6M          | 4.0M          | 29.5%        |
| Pakistan           | 5.7M          | 3.6M          | 2.0M          | 36.2%        |
| Philippines        | 31.9M         | 19.4M         | 12.5M         | 39.1%        |
| Poland             | 5.2M          | 3.0M          | 2.2M          | 42.6%        |
| Portugal           | 11.8M         | 6.8M          | 5.0M          | 42.1%        |
| South Korea        | 49.0M         | 31.4M         | 17.6M         | 35.9%        |
| Spain              | 12.6M         | 8.4M          | 4.2M          | 33.1%        |
| Sweden             | 1.8M          | 1.1M          | 0.7M          | 40.2%        |
| United Kingdom     | 34.2M         | 18.7M         | 15.4M         | 45.1%        |
| USA                | 87.8M         | 55.3M         | 32.5M         | 37.0%        |
| <b>Grand Total</b> | <b>598.9M</b> | <b>380.7M</b> | <b>218.2M</b> | <b>36.4%</b> |



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|----------|------|-----------------------|
| region   | All  | All values are in USD |
| sub_zone | All  |                       |
| FY       | 2020 |                       |

| Market             | Net Sales     | COGS          | Gross Margin | GM %         |
|--------------------|---------------|---------------|--------------|--------------|
| Australia          | 10.7M         | 5.8M          | 4.9M         | 45.9%        |
| Austria            | 0.1M          | 0.1M          | 0.0M         | 26.1%        |
| Bangladesh         | 2.3M          | 1.4M          | 0.9M         | 39.6%        |
| Canada             | 12.2M         | 7.1M          | 5.1M         | 41.9%        |
| China              | 5.4M          | 3.3M          | 2.1M         | 38.7%        |
| France             | 7.5M          | 4.3M          | 3.2M         | 43.1%        |
| Germany            | 4.7M          | 3.0M          | 1.7M         | 35.6%        |
| India              | 49.8M         | 33.7M         | 16.0M        | 32.2%        |
| Indonesia          | 6.2M          | 3.5M          | 2.7M         | 42.9%        |
| Italy              | 4.5M          | 3.1M          | 1.4M         | 30.7%        |
| Japan              | 1.9M          | 1.2M          | 0.7M         | 37.0%        |
| Netherlands        | 3.4M          | 1.8M          | 1.6M         | 47.8%        |
| Newzealand         | 2.0M          | 1.5M          | 0.5M         | 26.4%        |
| Norway             | 2.5M          | 1.5M          | 0.9M         | 37.7%        |
| Pakistan           | 4.7M          | 2.7M          | 2.0M         | 42.8%        |
| Philippines        | 13.4M         | 7.3M          | 6.0M         | 45.1%        |
| Poland             | 2.8M          | 1.7M          | 1.1M         | 40.2%        |
| Portugal           | 3.6M          | 2.3M          | 1.3M         | 36.1%        |
| South Korea        | 17.3M         | 12.1M         | 5.2M         | 29.8%        |
| Spain              | 1.8M          | 1.1M          | 0.7M         | 37.7%        |
| Sweden             | 0.2M          | 0.1M          | 0.1M         | 44.1%        |
| United Kingdom     | 8.1M          | 5.3M          | 2.8M         | 34.1%        |
| USA                | 31.9M         | 19.5M         | 12.4M        | 39.0%        |
| <b>Grand Total</b> | <b>196.7M</b> | <b>123.4M</b> | <b>73.3M</b> | <b>37.3%</b> |



| Filter   |      | P & L Year (Market)   |
|----------|------|-----------------------|
| region   | All  | All values are in USD |
| sub_zone | All  |                       |
| FY       | 2019 |                       |

| Market             | Net Sales    | COGS         | Gross Margin | GM %         |
|--------------------|--------------|--------------|--------------|--------------|
| Australia          | 3.9M         | 2.2M         | 1.7M         | 42.6%        |
| Bangladesh         | 0.5M         | 0.3M         | 0.1M         | 28.7%        |
| Canada             | 4.8M         | 2.8M         | 2.0M         | 41.7%        |
| China              | 1.4M         | 0.8M         | 0.6M         | 44.9%        |
| France             | 4.0M         | 2.3M         | 1.8M         | 44.1%        |
| Germany            | 2.6M         | 1.6M         | 0.9M         | 37.0%        |
| India              | 30.8M        | 17.8M        | 13.1M        | 42.4%        |
| Indonesia          | 2.5M         | 1.5M         | 1.1M         | 42.0%        |
| Italy              | 2.9M         | 1.6M         | 1.3M         | 45.6%        |
| Netherlands        | 0.2M         | 0.1M         | 0.1M         | 36.4%        |
| Pakistan           | 0.6M         | 0.4M         | 0.2M         | 39.7%        |
| Philippines        | 5.7M         | 3.4M         | 2.3M         | 39.9%        |
| Poland             | 0.4M         | 0.3M         | 0.2M         | 37.4%        |
| Portugal           | 0.7M         | 0.5M         | 0.3M         | 39.3%        |
| South Korea        | 12.8M        | 6.7M         | 6.1M         | 47.5%        |
| Sweden             | 0.1M         | 0.0M         | 0.0M         | 38.3%        |
| United Kingdom     | 2.0M         | 1.3M         | 0.7M         | 36.2%        |
| USA                | 11.5M        | 7.7M         | 3.8M         | 32.8%        |
| <b>Grand Total</b> | <b>87.5M</b> | <b>51.2M</b> | <b>36.2M</b> | <b>41.4%</b> |