

region
division
customer
FY

All
All
All
2021

**P & L
For Markets**

Market	NetSales	COGS	Gross Margin	Gross Margin %
Australia	\$21.0M	\$14.1M	\$6.9M	32.92%
Austria	\$2.8M	\$2.0M	\$0.9M	30.11%
Bangladesh	\$7.0M	\$4.5M	\$2.4M	34.54%
Canada	\$35.1M	\$21.7M	\$13.4M	38.21%
China	\$22.9M	\$13.5M	\$9.4M	41.07%
France	\$25.9M	\$14.7M	\$11.2M	43.24%
Germany	\$12.0M	\$8.9M	\$3.1M	26.18%
India	\$161.3M	\$109.7M	\$51.6M	32.00%
Indonesia	\$18.4M	\$11.3M	\$7.1M	38.41%
Italy	\$11.7M	\$8.2M	\$3.5M	30.13%
Japan	\$7.9M	\$4.2M	\$3.7M	46.52%
Netherlands	\$8.0M	\$4.6M	\$3.4M	42.03%
Newzealand	\$11.4M	\$5.9M	\$5.5M	48.23%
Norway	\$13.7M	\$9.6M	\$4.0M	29.48%
Pakistan	\$5.7M	\$3.6M	\$2.0M	36.18%
Philippines	\$31.9M	\$19.4M	\$12.5M	39.09%
Poland	\$5.2M	\$3.0M	\$2.2M	42.56%
Portugal	\$11.8M	\$6.8M	\$5.0M	42.13%
South Korea	\$49.0M	\$31.4M	\$17.6M	35.92%
Spain	\$12.6M	\$8.4M	\$4.2M	33.13%
Sweden	\$1.8M	\$1.1M	\$0.7M	40.22%
United Kingdom	\$34.2M	\$18.7M	\$15.4M	45.13%
USA	\$87.8M	\$55.3M	\$32.5M	36.99%
Grand Total	\$598.9M	\$380.7M	\$218.2M	36.43%