

**FILTERS**

region All  
 sub\_zone All  
 FY 2021

**P & L****By Markets**

All values are in USD

Market	Net Sales	COGS	ross Margi	GM %
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 Kingdo	34.2m	18.7m	15.4m	45.13%
USA	87.8m	55.3m	32.5m	36.99%



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## GM % By Quarters (sub zone)

## FILTERS

FY 2019

GM % sub_zone	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 % sub_zone	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 % sub_zone	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%



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