



## FILTERS

Select Benchmark (BM)

vs LY      vs Target

2018    2019    2020    2021    2022 Est

Q1    Q2    Q3    Q4

YTD    YTG

## BY REGION/COUNTRY

All

## BY STORES(S)

All

## BY CATEGORY

All

## Abbreviations

BM = Benchmark | LY=Last Year

GM = Gross Margin | NS = Net Sales

NP= Net Profit | Chg = Change

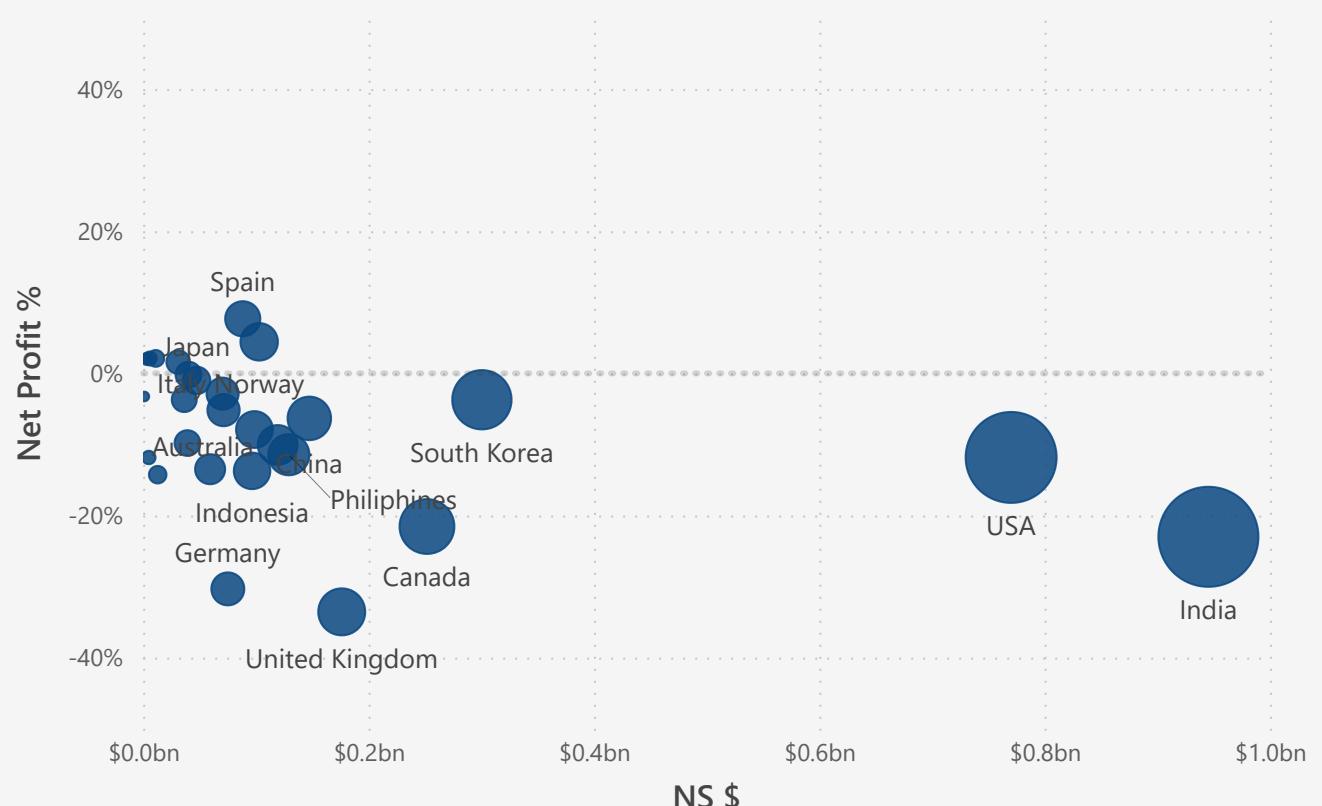
All values in Million \$

Designed By: Nadeesha Tharangani

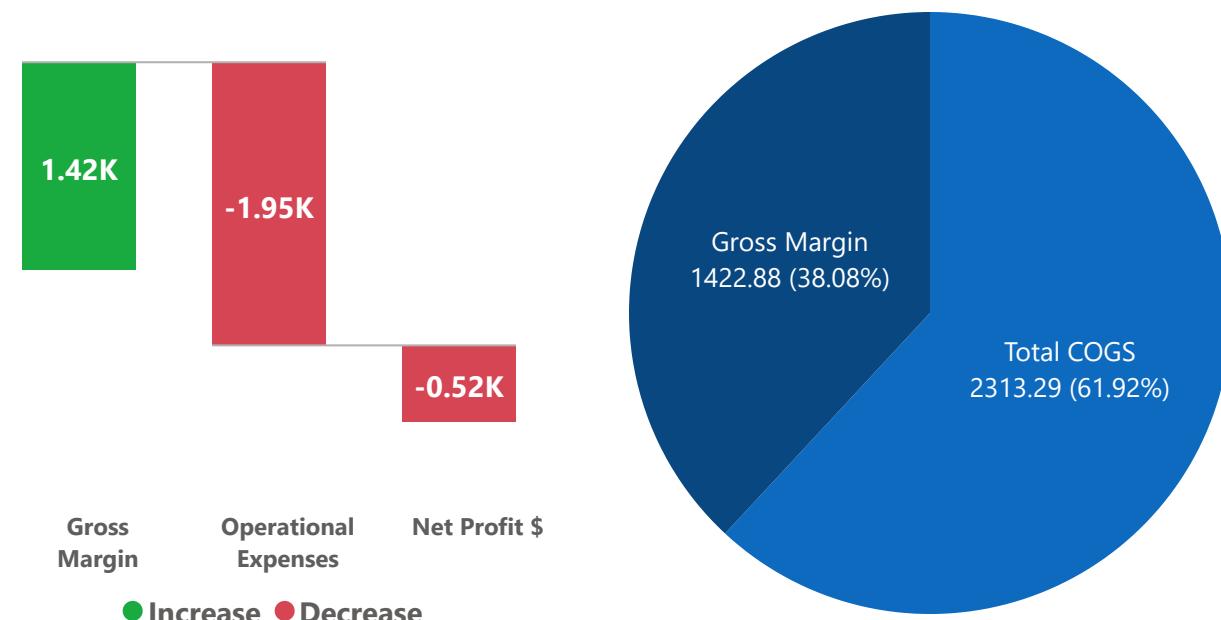
## Market Performance - By Net Profit %

GM %

Net Profit %



## Net Sales &amp; Gross Margin Bifurcation



## Segment



## Market

region

market

| market     | NS \$             | GM \$           | NP\$           | NP%            | Δ NP %       |
|------------|-------------------|-----------------|----------------|----------------|--------------|
| Australia  | \$119.3M          | 53.8M           | -12.0M         | -10.07%        | -2.77        |
| Austria    | \$12.9M           | 3.8M            | -1.8M          | -14.25%        | -2.99        |
| Bangladesh | \$36.4M           | 11.2M           | -1.3M          | -3.68%         | -2.21        |
| Brazil     | \$5.0M            | 1.3M            | -0.6M          | -11.83%        | -4.90        |
| Canada     | \$251.8M          | 117.1M          | -54.2M         | -21.54%        | -3.87        |
| Chile      | \$3.0M            | 1.2M            | 0.1M           | 2.04%          | -0.89        |
| China      | \$147.4M          | 67.2M           | -9.3M          | -6.33%         | -4.31        |
| Columbia   | \$1.0M            | 0.3M            | 0.0M           | -3.25%         | -1.34        |
| France     | \$98.8M           | 32.3M           | -7.8M          | -7.90%         | -2.02        |
| Germany    | \$75.1M           | 19.9M           | -22.8M         | -30.32%        | -2.53        |
| India      | \$945.3M          | 338.0M          | -217.3M        | -22.99%        | 0.07         |
| Indonesia  | \$96.6M           | 31.8M           | -13.2M         | -13.71%        | -13.33       |
| Italy      | \$71.3M           | 27.9M           | -3.7M          | -5.16%         | -4.88        |
| Japan      | \$47.3M           | 20.0M           | -0.5M          | -0.98%         | -1.07        |
| Mexico     | \$5.8M            | 2.4M            | 0.1M           | 2.10%          | -0.64        |
| Total      | <b>\$3,736.2M</b> | <b>1,422.9M</b> | <b>-522.4M</b> | <b>-13.98%</b> | <b>-1.11</b> |