



**P & L**  
**For Market**

**NOTE: DO NOT MODIFY THE PIVOT TABLE**

region	All
division	All
customer	All
FY year	2021

Row Labels	netSales	Total COGS	Gross Margine	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%
Philiphines	\$ 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%