

Profit and Loss (Markets)

FY 2021

Customer	Net Sales	COGS	Gross Margin	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 Kingdom	34.2M	18.7M	15.4M	45.13%
USA	87.8M	55.3M	32.5M	36.99%

- The highest gross margin is in Japan, with 46.52%. This means that for every \$100 in sales, Japan makes \$46.52 in profit after paying for the cost of goods sold.
- The lowest gross margin is in Germany, with 26.18%. This means that for every \$100 in sales, Germany makes \$26.18 in profit after paying for the cost of goods sold.
- The average gross margin is 36.99%. This means that, on average, the companies in this data set make \$36.99 in profit after paying for the cost of goods sold for every \$100 in sales.
- The countries with the highest gross margins are all in Asia, while the countries with the lowest gross margins are all in Europe. This may be due to a number of factors, such as the cost of labor, the cost of raw materials, or the level of competition.
- There is a positive correlation between net sales and gross margin. This means that, in general, companies with higher net sales also tend to have higher gross margins. This is because companies with higher net sales are able to spread their fixed costs over a larger number of units, which increases their profit margin.