

region All

P &amp; L

sub\_zone All

for Markets

FY 2021

All values are in USD

| Market         | Net Sales | COGS     | Gross Margin | GM %  |
|----------------|-----------|----------|--------------|-------|
| Australia      | 20.99 M   | 14.08 M  | 6.91 M       | 32.9% |
| Austria        | 2.84 M    | 1.98 M   | 0.86 M       | 30.1% |
| Bangladesh     | 6.95 M    | 4.55 M   | 2.40 M       | 34.5% |
| Canada         | 35.06 M   | 21.66 M  | 13.39 M      | 38.2% |
| China          | 22.89 M   | 13.49 M  | 9.40 M       | 41.1% |
| France         | 25.94 M   | 14.73 M  | 11.22 M      | 43.2% |
| Germany        | 12.01 M   | 8.86 M   | 3.14 M       | 26.2% |
| India          | 161.26 M  | 109.65 M | 51.61 M      | 32.0% |
| Indonesia      | 18.41 M   | 11.34 M  | 7.07 M       | 38.4% |
| Italy          | 11.72 M   | 8.19 M   | 3.53 M       | 30.1% |
| Japan          | 7.92 M    | 4.24 M   | 3.69 M       | 46.5% |
| Netherlands    | 7.98 M    | 4.63 M   | 3.36 M       | 42.0% |
| Newzealand     | 11.40 M   | 5.90 M   | 5.50 M       | 48.2% |
| Norway         | 13.68 M   | 9.65 M   | 4.03 M       | 29.5% |
| Pakistan       | 5.66 M    | 3.61 M   | 2.05 M       | 36.2% |
| Philippines    | 31.86 M   | 19.40 M  | 12.45 M      | 39.1% |
| Poland         | 5.19 M    | 2.98 M   | 2.21 M       | 42.6% |
| Portugal       | 11.83 M   | 6.85 M   | 4.98 M       | 42.1% |
| South Korea    | 48.97 M   | 31.38 M  | 17.59 M      | 35.9% |
| Spain          | 12.62 M   | 8.44 M   | 4.18 M       | 33.1% |
| Sweden         | 1.77 M    | 1.06 M   | 0.71 M       | 40.2% |
| United Kingdom | 34.15 M   | 18.74 M  | 15.41 M      | 45.1% |
| USA            | 87.78 M   | 55.31 M  | 32.47 M      | 37.0% |