



region All P&L sub\_zone All for Markets
FY 2021 All values in GBP

Customer	Net_Sales	COGS	Gross Margin	GM%
Australia	£21.0 M	£14.1 M	£6.9 M	32.9%
Austria	£2.8 M	£2.0 M	£0.9 M	30.1%
Bangladesh	£7.0 M	£4.5 M	£2.4 M	34.5%
Canada	£35.1 M	£21.7 M	£13.4 M	38.2%
China	£22.9 M	£13.5 M	£9.4 M	41.1%
France	£25.9 M	£14.7 M	£11.2 M	43.2%
Germany	£12.0 M	£8.9 M	£3.1 M	26.2%
India	£161.3 M	£109.7 M	£51.6 M	32.0%
Indonesia	£18.4 M	£11.3 M	£7.1 M	38.4%
Italy	£11.7 M	£8.2 M	£3.5 M	30.1%
Japan	£7.9 M	£4.2 M	£3.7 M	46.5%
Netherlands	£8.0 M	£4.6 M	£3.4 M	42.0%
Newzealand	£11.4 M	£5.9 M	£5.5 M	48.2%
Norway	£13.7 M	£9.6 M	£4.0 M	29.5%
Pakistan	£5.7 M	£3.6 M	£2.0 M	36.2%
Philiphines	£31.9 M	£19.4 M	£12.5 M	39.1%
Poland	£5.2 M	£3.0 M	£2.2 M	42.6%
Portugal	£11.8 M	£6.8 M	£5.0 M	42.1%
South Korea	£49.0 M	£31.4 M	£17.6 M	35.9%
Spain	£12.6 M	£8.4 M	£4.2 M	33.1%
Sweden	£1.8 M	£1.1 M	£0.7 M	40.2%
United Kingdom	£34.2 M	£18.7 M	£15.4 M	45.1%
USA	£87.8 M	£55.3 M	£32.5 M	37.0%
<b>Grand Total</b>	£598.9 M	######	£218.2 M	36.4%

















