

**FILTERS**

region All
sub_zone All
FY 2021

P & L**for Markets**

All values in USD

| Customer | Net Sales | COGS | Gross Margin | GM % |
|--------------------|---------------|---------------|---------------|--------------|
| Australia | 21.0M | 14.1M | 6.9M | 32.9% |
| Austria | 2.8M | 2.0M | 0.9M | 30.1% |
| Bangladesh | 7.0M | 4.5M | 2.4M | 34.5% |
| Canada | 35.1M | 21.7M | 13.4M | 38.2% |
| China | 22.9M | 13.5M | 9.4M | 41.1% |
| France | 25.9M | 14.7M | 11.2M | 43.2% |
| Germany | 12.0M | 8.9M | 3.1M | 26.2% |
| India | 161.3M | 109.7M | 51.6M | 32.0% |
| Indonesia | 18.4M | 11.3M | 7.1M | 38.4% |
| Italy | 11.7M | 8.2M | 3.5M | 30.1% |
| Japan | 7.9M | 4.2M | 3.7M | 46.5% |
| Netherlands | 8.0M | 4.6M | 3.4M | 42.0% |
| Newzealand | 11.4M | 5.9M | 5.5M | 48.2% |
| Norway | 13.7M | 9.6M | 4.0M | 29.5% |
| Pakistan | 5.7M | 3.6M | 2.0M | 36.2% |
| Philippines | 31.9M | 19.4M | 12.5M | 39.1% |
| Poland | 5.2M | 3.0M | 2.2M | 42.6% |
| Portugal | 11.8M | 6.8M | 5.0M | 42.1% |
| South Korea | 49.0M | 31.4M | 17.6M | 35.9% |
| Spain | 12.6M | 8.4M | 4.2M | 33.1% |
| Sweden | 1.8M | 1.1M | 0.7M | 40.2% |
| United Kingdom | 34.2M | 18.7M | 15.4M | 45.1% |
| USA | 87.8M | 55.3M | 32.5M | 37.0% |
| Grand Total | 598.9M | 380.7M | 218.2M | 36.4% |

**FILTERS**

region All
sub_zone All
FY 2020

P & L
for Markets

All values in USD

| Customer | Net Sales | COGS | Gross Margin | GM % |
|--------------------|---------------|---------------|--------------|--------------|
| Australia | 10.7M | 5.8M | 4.9M | 45.9% |
| Austria | 0.1M | 0.1M | 0.0M | 26.1% |
| Bangladesh | 2.3M | 1.4M | 0.9M | 39.6% |
| Canada | 12.2M | 7.1M | 5.1M | 41.9% |
| China | 5.4M | 3.3M | 2.1M | 38.7% |
| France | 7.5M | 4.3M | 3.2M | 43.1% |
| Germany | 4.7M | 3.0M | 1.7M | 35.6% |
| India | 49.8M | 33.7M | 16.0M | 32.2% |
| Indonesia | 6.2M | 3.5M | 2.7M | 42.9% |
| Italy | 4.5M | 3.1M | 1.4M | 30.7% |
| Japan | 1.9M | 1.2M | 0.7M | 37.0% |
| Netherlands | 3.4M | 1.8M | 1.6M | 47.8% |
| Newzealand | 2.0M | 1.5M | 0.5M | 26.4% |
| Norway | 2.5M | 1.5M | 0.9M | 37.7% |
| Pakistan | 4.7M | 2.7M | 2.0M | 42.8% |
| Philippines | 13.4M | 7.3M | 6.0M | 45.1% |
| Poland | 2.8M | 1.7M | 1.1M | 40.2% |
| Portugal | 3.6M | 2.3M | 1.3M | 36.1% |
| South Korea | 17.3M | 12.1M | 5.2M | 29.8% |
| Spain | 1.8M | 1.1M | 0.7M | 37.7% |
| Sweden | 0.2M | 0.1M | 0.1M | 44.1% |
| United Kingdom | 8.1M | 5.3M | 2.8M | 34.1% |
| USA | 31.9M | 19.5M | 12.4M | 39.0% |
| Grand Total | 196.7M | 123.4M | 73.3M | 37.3% |

**FILTERS**

region All
sub_zone All
FY 2019

P & L
for Markets

All values in USD

| Customer | Net Sales | COGS | Gross Margin | GM % |
|--------------------|--------------|--------------|--------------|--------------|
| Australia | 3.9M | 2.2M | 1.7M | 42.6% |
| Bangladesh | 0.5M | 0.3M | 0.1M | 28.7% |
| Canada | 4.8M | 2.8M | 2.0M | 41.7% |
| China | 1.4M | 0.8M | 0.6M | 44.9% |
| France | 4.0M | 2.3M | 1.8M | 44.1% |
| Germany | 2.6M | 1.6M | 0.9M | 37.0% |
| India | 30.8M | 17.8M | 13.1M | 42.4% |
| Indonesia | 2.5M | 1.5M | 1.1M | 42.0% |
| Italy | 2.9M | 1.6M | 1.3M | 45.6% |
| Netherlands | 0.2M | 0.1M | 0.1M | 36.4% |
| Pakistan | 0.6M | 0.4M | 0.2M | 39.7% |
| Philippines | 5.7M | 3.4M | 2.3M | 39.9% |
| Poland | 0.4M | 0.3M | 0.2M | 37.4% |
| Portugal | 0.7M | 0.5M | 0.3M | 39.3% |
| South Korea | 12.8M | 6.7M | 6.1M | 47.5% |
| Sweden | 0.1M | 0.0M | 0.0M | 38.3% |
| United Kingdom | 2.0M | 1.3M | 0.7M | 36.2% |
| USA | 11.5M | 7.7M | 3.8M | 32.8% |
| Grand Total | 87.5M | 51.2M | 36.2M | 41.4% |