

**FILTER**

division All
customer All
FY All
region **APAC**

Market Performance

All values in USD

Market	Net Sales	COGS	Gross Margin	GM %
Australia	35.6M	22.1M	13.5M	37.9%
Bangladesh	9.7M	6.3M	3.4M	35.4%
China	29.7M	17.6M	12.1M	40.8%
India	241.9M	161.2M	80.7M	33.4%
Indonesia	27.1M	16.3M	10.8M	39.8%
Japan	9.8M	5.4M	4.4M	44.7%
Newzealand	13.4M	7.4M	6.0M	45.0%
Pakistan	11.0M	6.7M	4.3M	39.2%
Philippines	50.9M	30.2M	20.8M	40.8%
South Korea	79.1M	50.2M	28.8M	36.5%
Grand Total	508.1M	323.3M	184.8M	36.4%

FILTER

division All
customer All
FY All
region **NA**

Market Performance

All values in USD

Market	Net Sales	COGS	Gross Margin	GM %
Canada	52.0M	31.5M	20.5M	39.4%
USA	131.2M	82.5M	48.7M	37.1%
Grand Total	183.2M	114.1M	69.2M	37.8%



FILTER

division All
customer All
FY All
region **EU**

Market Performance

All values in USD

Market	Net Sales	COGS	Gross Margin	GM %
Austria	3.0M	2.1M	0.9M	30.0%
France	37.5M	21.2M	16.2M	43.3%
Germany	19.3M	13.5M	5.8M	29.9%
Italy	19.1M	12.9M	6.2M	32.6%
Netherlands	11.6M	6.5M	5.0M	43.6%
Norway	16.2M	11.2M	5.0M	30.7%
Poland	8.4M	4.9M	3.5M	41.5%
Portugal	16.2M	9.6M	6.6M	40.7%
Spain	14.4M	9.5M	4.8M	33.7%
Sweden	2.0M	1.2M	0.8M	40.6%
United Kingdom	44.2M	25.3M	18.9M	42.7%
Grand Total	191.7M	118.0M	73.7M	38.5%



FILTERS

region	All
division	All

Market

Performance vs Target

All values are in USD

Country	2019	2020	2021	2021 - Target
Australia	3.9M	10.7M	21.0M	-2.2M
Austria		0.1M	2.8M	-0.3M
Bangladesh	0.5M	2.3M	7.0M	-0.7M
Canada	4.8M	12.2M	35.1M	-5.1M
China	1.4M	5.4M	22.9M	-2.1M
France	4.0M	7.5M	25.9M	-2.2M
Germany	2.6M	4.7M	12.0M	-1.5M
India	30.8M	49.8M	161.3M	-9.6M
Indonesia	2.5M	6.2M	18.4M	-2.4M
Italy	2.9M	4.5M	11.7M	-1.0M
Japan		1.9M	7.9M	-0.3M
Netherlands	0.2M	3.4M	8.0M	-0.7M
Newzealand		2.0M	11.4M	-1.4M
Norway		2.5M	13.7M	-1.4M
Pakistan	0.6M	4.7M	5.7M	-0.5M
Philippines	5.7M	13.4M	31.9M	-2.5M
Poland	0.4M	2.8M	5.2M	-0.9M
Portugal	0.7M	3.6M	11.8M	-0.5M
South Korea	12.8M	17.3M	49.0M	-4.4M
Spain		1.8M	12.6M	-1.8M
Sweden	0.1M	0.2M	1.8M	-0.2M
United Kingdom	2.0M	8.1M	34.2M	-3.0M
USA	11.5M	31.9M	87.8M	-10.2M
Grand Total	87.5M	196.7M	598.9M	-54.9M



%
-10.5%
-11.7%
-10.3%
-14.5%
-9.0%
-8.4%
-12.7%
-5.9%
-12.9%
-9.0%
-4.1%
-8.2%
-12.3%
-10.5%
-9.3%
-7.8%
-18.1%
-4.3%
-8.9%
-14.1%
-11.1%
-8.7%
-11.7%
-9.2%