

|          |      |
|----------|------|
| region   | All  |
| sub_zone | All  |
| FY year  | 2021 |

**P & L By for market**  
**Note: 21 vs 20 not in**

| Row Labels     | 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% |































































































































