

region	All	P & L By Fiscal Year
market	All	

Country	Column Labels		
	2019	2020	2021
Net Sales			
ANZ	3.9M	12.7M	32.4M
India	30.8M	49.8M	161.3M
NA	16.3M	44.1M	122.8M
NE	5.2M	21.7M	77.6M
ROA	23.6M	51.1M	142.7M
SE	7.7M	17.3M	62.1M
COGS			
ANZ	2.2M	7.3M	20.0M
India	17.8M	33.7M	109.7M
NA	10.5M	26.6M	77.0M
NE	3.3M	13.5M	47.9M
ROA	13.1M	31.6M	88.0M
SE	4.3M	10.7M	38.2M
Gross Margin			
ANZ	1.7M	5.4M	12.4M
India	13.1M	16.0M	51.6M
NA	5.8M	17.5M	45.9M
NE	1.9M	8.2M	29.7M
ROA	10.4M	19.5M	54.6M
SE	3.4M	6.6M	23.9M
GM%			
ANZ	42.57%	42.82%	38.31%
India	42.35%	32.21%	32.00%
NA	35.39%	39.78%	37.34%
NE	36.69%	37.81%	38.29%
ROA	44.35%	38.23%	38.31%
SE	44.21%	37.90%	38.50%
Total Net Sales	87.5M	196.7M	598.9M
Total COGS	51.2M	123.4M	380.7M
Total Gross Margin	36.2M	73.3M	218.2M
Total GM%	41.43%	37.28%	36.43%