

## P &amp; L by Markets

## FILTERS

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

| Market         | 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% |