

MY SALES REPORT

Filters

region All
customer All
division All

P & L By Fiscal Years

All Values in INR

Note: 21 vs 20 is not part of pivot table

	Fiscal Years			
	2019	2020	2021	21 vs 20
Customer				
Australia				
Net Sales	3.88M	10.70M	20.99M	96%
COGS	2.23M	5.79M	14.08M	143%
Grosss Margin	1.65M	4.91M	6.91M	41%
GM%	42.6%	45.9%	32.9%	-28%
Austria				
Net Sales		0.12M	2.84M	2301%
COGS		0.09M	1.98M	2172%
Grosss Margin		0.03M	0.86M	2665%
GM%		26.1%	30.1%	15%
Bangladesh				
Net Sales	0.48M	2.26M	6.95M	208%
COGS	0.34M	1.36M	4.55M	234%
Grosss Margin	0.14M	0.89M	2.40M	168%
GM%	28.7%	39.6%	34.5%	-13%
Canada				
Net Sales	4.76M	12.17M	35.06M	188%
COGS	2.78M	7.07M	21.66M	206%
Grosss Margin	1.99M	5.10M	13.39M	163%
GM%	41.7%	41.9%	38.2%	-9%
China				
Net Sales	1.43M	5.42M	22.89M	322%
COGS	0.78M	3.33M	13.49M	306%
Grosss Margin	0.64M	2.10M	9.40M	348%
GM%	44.9%	38.7%	41.1%	6%
France				
Net Sales	4.04M	7.47M	25.94M	247%
COGS	2.26M	4.25M	14.73M	246%
Grosss Margin	1.78M	3.22M	11.22M	248%
GM%	44.1%	43.1%	43.2%	0%
Germany				
Net Sales	2.56M	4.69M	12.01M	156%
COGS	1.62M	3.02M	8.86M	194%
Grosss Margin	0.95M	1.67M	3.14M	88%
GM%	37.0%	35.6%	26.2%	-27%
India				
Net Sales	30.82M	49.77M	161.26M	224%
COGS	17.77M	33.74M	109.65M	225%
Grosss Margin	13.05M	16.03M	51.61M	222%
GM%	42.4%	32.2%	32.0%	-1%
Indonesia				

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Net Sales	2.52M	6.21M	18.41M	197%
COGS	1.46M	3.54M	11.34M	220%
Grosss Margin	1.06M	2.66M	7.07M	166%
GM%	42.0%	42.9%	38.4%	-10%
Italy				
Net Sales	2.90M	4.46M	11.72M	163%
COGS	1.58M	3.09M	8.19M	165%
Grosss Margin	1.33M	1.37M	3.53M	158%
GM%	45.6%	30.7%	30.1%	-2%
Japan				
Net Sales		1.88M	7.92M	321%
COGS		1.19M	4.24M	257%
Grosss Margin		0.70M	3.69M	430%
GM%		37.0%	46.5%	26%
Netherlands				
Net Sales	0.23M	3.36M	7.98M	138%
COGS	0.14M	1.75M	4.63M	164%
Grosss Margin	0.08M	1.60M	3.36M	109%
GM%	36.4%	47.8%	42.0%	-12%
Newzealand				
Net Sales		1.99M	11.40M	474%
COGS		1.46M	5.90M	304%
Grosss Margin		0.52M	5.50M	951%
GM%		26.4%	48.2%	83%
Norway				
Net Sales		2.48M	13.68M	452%
COGS		1.54M	9.65M	525%
Grosss Margin		0.94M	4.03M	331%
GM%		37.7%	29.5%	-22%
Pakistan				
Net Sales	0.62M	4.69M	5.66M	21%
COGS	0.38M	2.69M	3.61M	34%
Grosss Margin	0.25M	2.01M	2.05M	2%
GM%	39.7%	42.8%	36.2%	-15%
Philiphines				
Net Sales	5.69M	13.37M	31.86M	138%
COGS	3.42M	7.33M	19.40M	165%
Grosss Margin	2.27M	6.03M	12.45M	106%
GM%	39.9%	45.1%	39.1%	-13%
Poland				
Net Sales	0.41M	2.79M	5.19M	86%
COGS	0.26M	1.67M	2.98M	78%
Grosss Margin	0.15M	1.12M	2.21M	97%
GM%	37.4%	40.2%	42.6%	6%
Portugal				
Net Sales	0.75M	3.59M	11.83M	230%
COGS	0.45M	2.29M	6.85M	199%
Grosss Margin	0.29M	1.30M	4.98M	285%
GM%	39.3%	36.1%	42.1%	17%
South Korea				

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Net Sales	12.80M	17.28M	48.97M	183%
COGS	6.72M	12.13M	31.38M	159%
Grosss Margin	6.09M	5.15M	17.59M	241%
GM%	47.5%	29.8%	35.9%	20%
Spain				
Net Sales	1.77M	12.62M	611%	
COGS	1.11M	8.44M	663%	
Grosss Margin	0.67M	4.18M	526%	
GM%	37.7%	33.1%	-12%	
Sweden				
Net Sales	0.05M	0.23M	1.77M	682%
COGS	0.03M	0.13M	1.06M	736%
Grosss Margin	0.02M	0.10M	0.71M	614%
GM%	38.3%	44.1%	40.2%	-9%
United Kingdom				
Net Sales	2.00M	8.08M	34.15M	323%
COGS	1.27M	5.32M	18.74M	252%
Grosss Margin	0.72M	2.76M	15.41M	459%
GM%	36.2%	34.1%	45.1%	32%
USA				
Net Sales	11.53M	31.92M	87.78M	175%
COGS	7.75M	19.48M	55.31M	184%
Grosss Margin	3.78M	12.44M	32.47M	161%
GM%	32.8%	39.0%	37.0%	-5%
Total Net Sales	87.48M	196.69M	598.88M	204%
Total COGS	51.24M	123.37M	380.71M	209%
Total Grosss Margin	36.24M	73.32M	218.16M	198%
Total GM%	41.4%	37.3%	36.4%	-2%