Filters

region All division All customer All

P & L By Fiscal Year All values in INR

Note:21 vs 20 not part of pivot tabl

	l Year	

Row Labels	2019	2020	2021	21 vs 20
Australia				
Net sales	3.9M	10.7M	21.0M	96.2%
Total COGS	2.2M	5.8M	14.1M	143.2%
Gross margin	1.7M	4.9M	6.9M	40.8%
GM%	42.6%	45.9%	32.9%	-28.2%
Austria				•
Net sales		0.1M	2.8M	2301.3%
Total COGS		0.1M	2.0M	2172. <mark>4</mark> %
Gross margin		0.0M	0.9M	2665.4%
GM%		26.1%	30.1%	15.2%
Bangladesh				•
Net sales	0.5M	2.3M	7.0M	207.7%
Total COGS	0.3M	1.4M	4.5M	233.5%
Gross margin	0.1M	0.9M	2.4M	168.4%
GM%	28.7%	39.6%	34.5%	-12.8%
Canada				•
Net sales	4.8M	12.2M	35.1M	188.1%
Total COGS	2.8M	7.1M	21.7M	206.4%
Gross margin	2.0M	5.1M	13.4M	162.6%
GM%	41.7%	41.9%	38.2%	-8.8%
China				•
Net sales	1.4M	5.4M	22.9M	322.0%
Total COGS	0.8M	3.3M	13.5M	305.5%
Gross margin	0.6M	2.1M	9.4M	348.1%
GM%	44.9%	38.7%	41.1%	6.2%
France				
Net sales	4.0M	7.5M	25.9M	247.2%
Total COGS	2.3M	4.3M	14.7M	246.4%
Gross margin	1.8M	3.2M	11.2M	248.3%
GM%	44.1%	43.1%	43.2%	0.3%
Germany				
Net sales	2.6M	4.7M	12.0M	
Total COGS	1.6M	3.0M	8.9M	193.8%
Gross margin	0.9M	1.7M	3.1M	88.3%
GM%	37.0%	35.6%	26.2%	-26.5%
India				
Net sales	30.8M	49.8M	161.3M	224.0%
Total COGS	17.8M	33.7M	109.7M	225.0%
Gross margin	13.1M	16.0M	51.6M	222.0%
GM%	42.4%	32.2%	32.0%	-0.6%
Indonesia				

Net sales	2.5M	6.2M	18.4M	196.7%
Total COGS	1.5M	3.5M	11.3M	220.1%
Gross margin	1.1M	2.7M	7.1M	165.6%
GM%	42.0%	42.9%	38.4%	-10.5%
Italy				
Net sales	2.9M	4.5M	11.7M	162.5%
Total COGS	1.6M	3.1M	8.2M	164.6%
Gross margin	1.3M	1.4M	3.5M	157.8%
GM%	45.6%	30.7%	30.1%	-1.8%
Japan				
Net sales		1.9M	7.9M	321.1%
Total COGS		1.2M	4.2M	257.3%
Gross margin		0.7M	3.7M	430.0%
GM%		37.0%	46.5%	25.9%
Netherlands				
Net sales	0.2M	3.4M	8.0M	137.9%
Total COGS	0.1M	1.8M	4.6M	164.2%
Gross margin	0.1M	1.6M	3.4M	109.2%
GM%	36.4%	47.8%	42.0%	-12.1%
Newzealand				_
Net sales		2.0M	11.4M	474.3%
Total COGS		1.5M	5.9M	303.8%
Gross margin		0.5M	5.5M	950.7%
GM%		26.4%	48.2%	83.0%
Norway		0.514	40.714	154.00/
Net sales		2.5M	13.7M	451.8%
Total COGS		1.5M	9.6M	525.0%
Gross margin		0.9M	4.0M	331.0%
GM%		37.7%	29.5%	-21.9%
Pakistan	0 (14	4 71 4	i	00.50/
Net sales	0.6M	4.7M	5.7M	20.5%
Total COGS	0.4M	2.7M	3.6M	34.3%
Gross margin	0.2M	2.0M	2.0M	2.0%
GM%	39.7%	42.8%	36.2%	-15.4%
Philiphines	F 714	10 414	24 014	120 40/
Net sales	5.7M	13.4M	31.9M	138.4%
Total COGS	3.4M	7.3M	19.4M	164.6%
Gross margin	2.3M	6.0M 45.1%	12.5M	106.5%
GM%	39.9%	45.1%	39.1%	-13.4%
Poland Net sales	0.4M	2.8M	5.2M	85.8%
Total COGS	0.4M	1.7M	3.2M	78.5%
	0.3W	1.7 M	2.2M	
Gross margin GM%				96.7%
	37.4%	40.2%	42.6%	5.9%
Portugal Net sales	0.7M	2 4 1 1	11 01/	
Net sales Total COGS		3.6M 2.3M	11.8M 6.8M	
	0.5M			
Gross margin GM%	0.3M	1.3M	5.0M	
South Korea	39.3%	36.1%	42.1%	
South Kolea				

Net sales 12.8M 17.3M 49.0M Total COGS 6.7M 12.1M 31.4M Gross margin 6.1M 5.2M 17.6M GM% 47.5% 29.8% 35.9% Spain 1.8M 12.6M Net sales 1.1M 8.4M Total COGS 1.1M 8.4M Gross margin 0.7M 4.2M GM% 37.7% 33.1% Sweden 0.1M 0.2M 1.8M Net sales 0.0M 0.1M 0.7M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom 0.0M 0.1M 0.7M Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M GM% 32.8%<				
Gross margin 6.1M 5.2M 17.6M GM% 47.5% 29.8% 35.9% Spain Net sales 1.8M 12.6M Total COGS 1.1M 8.4M Gross margin 0.7M 4.2M GM% 37.7% 33.1% Sweden Net sales 0.1M 0.2M 1.8M Total COGS 0.0M 0.1M 0.7M 3.8M Gross margin 0.0M 0.1M 0.7M 0.7M 0.0M 0.1M 0.0M 0.1M 0.0M	Net sales	12.8M	17.3M	49.0M
GM% 47.5% 29.8% 35.9% Spain 1.8M 12.6M Total COGS 1.1M 8.4M Gross margin 0.7M 4.2M GM% 37.7% 33.1% Sweden 0.1M 0.2M 1.8M Net sales 0.0M 0.1M 1.1M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom 0.0M 0.1M 0.7M Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M	Total COGS	6.7M	12.1M	31.4M
Spain 1.8M 12.6M Total COGS 1.1M 8.4M Gross margin 0.7M 4.2M GM% 37.7% 33.1% Sweden Sweden 0.1M 0.2M 1.8M Total COGS 0.0M 0.1M 1.1M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Gross margin	6.1M	5.2M	17.6M
Net sales 1.8M 12.6M Total COGS 1.1M 8.4M Gross margin 0.7M 4.2M GM% 37.7% 33.1% Sweden 0.1M 0.2M 1.8M Net sales 0.0M 0.1M 1.1M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom 0.0M 0.1M 0.7M Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M <td>GM%</td> <td>47.5%</td> <td>29.8%</td> <td>35.9%</td>	GM%	47.5%	29.8%	35.9%
Total COGS Gross margin GM% Sweden Net sales Total COGS Gross margin GM% Sweden Net sales Total COGS Gross margin GM% Gross margin GM% Sweden Net sales Total COGS Coumber County of the county	Spain			
Gross margin 0.7M 4.2M GM% 37.7% 33.1% Sweden 0.1M 0.2M 1.8M Net sales 0.0M 0.1M 1.1M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom 0.7M 2.8M 18.7M Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Net sales		1.8M	12.6M
GM% 37.7% 33.1% Sweden 0.1M 0.2M 1.8M Total COGS 0.0M 0.1M 1.1M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Total COGS		1.1M	8.4M
Sweden Net sales 0.1M 0.2M 1.8M Total COGS 0.0M 0.1M 1.1M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Gross margin		0.7M	4.2M
Net sales 0.1M 0.2M 1.8M Total COGS 0.0M 0.1M 1.1M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	GM%		37.7%	33.1%
Total COGS 0.0M 0.1M 1.1M Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom 2.0M 8.1M 34.2M Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Sweden			
Gross margin 0.0M 0.1M 0.7M GM% 38.3% 44.1% 40.2% United Kingdom 2.0M 8.1M 34.2M Net sales 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Net sales	0.1M	0.2M	1.8M
GM% 38.3% 44.1% 40.2% United Kingdom Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Total COGS	0.0M	0.1M	1.1M
United Kingdom Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Gross margin	0.0M	0.1M	0.7M
Net sales 2.0M 8.1M 34.2M Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	GM%	38.3%	44.1%	40.2%
Total COGS 1.3M 5.3M 18.7M Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	United Kingdom			
Gross margin 0.7M 2.8M 15.4M GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Net sales	2.0M	8.1M	34.2M
GM% 36.2% 34.1% 45.1% USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Total COGS	1.3M	5.3M	18.7M
USA Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Gross margin	0.7M	2.8M	15.4M
Net sales 11.5M 31.9M 87.8M Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	GM%	36.2%	34.1%	45.1%
Total COGS 7.7M 19.5M 55.3M Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	USA			
Gross margin 3.8M 12.4M 32.5M GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Net sales	11.5M	31.9M	87.8M
GM% 32.8% 39.0% 37.0% Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Total COGS	7.7M	19.5M	55.3M
Total Net sales 87.5M 196.7M 598.9M Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	Gross margin	3.8M	12.4M	32.5M
Total Total COGS 51.2M 123.4M 380.7M Total Gross margin 36.2M 73.3M 218.2M	GM%	32.8%	39.0%	37.0%
Total Gross margin 36.2M 73.3M 218.2M	Total Net sales	87.5M	196.7M	598.9M
9	Total Total COGS	51.2M	123.4M	380.7M
Total CM9/ 11 /10/ 27 20/ 27 /10/	Total Gross margin	36.2M	73.3M	218.2M
10tal Givi/o 41.4/0 37.3% 30.4%	Total GM%	41.4%	37.3%	36.4%

