

division All *P&L by Fiscal Year*
region All *All values are in Rupees*
20 vs 21 is not part of pivot table

	<i>fiscal year</i>			
<i>Metrics</i>	2019	2020	2021	20 VS 21
Australia				
net sales	₹ 3.88M	₹ 10.70M	₹ 20.99M	96.2%
cogs	₹ 2.23M	₹ 5.79M	₹ 14.08M	143.2%
gross margin	₹ 1.65M	₹ 4.91M	₹ 6.91M	40.8%
GM%	42.6%	45.9%	32.9%	-28.2%
Austria				
net sales		₹ 0.12M	₹ 2.84M	2301.7%
cogs		₹ 0.09M	₹ 1.99M	2186.0%
gross margin		₹ 0.03M	₹ 0.86M	2621.8%
GM%		26.6%	30.1%	13.3%
Bangladesh				
net sales	₹ 0.48M	₹ 2.26M	₹ 6.95M	207.7%
cogs	₹ 0.34M	₹ 1.36M	₹ 4.55M	233.5%
gross margin	₹ 0.14M	₹ 0.89M	₹ 2.40M	168.3%
GM%	28.7%	39.6%	34.5%	-12.8%
Canada				
net sales	₹ 4.76M	₹ 12.17M	₹ 35.06M	188.1%
cogs	₹ 2.78M	₹ 7.07M	₹ 21.66M	206.4%
gross margin	₹ 1.99M	₹ 5.10M	₹ 13.39M	162.6%
GM%	41.7%	41.9%	38.2%	-8.8%
China				
net sales	₹ 1.43M	₹ 5.42M	₹ 22.89M	322.0%
cogs	₹ 0.78M	₹ 3.33M	₹ 13.49M	305.5%
gross margin	₹ 0.64M	₹ 2.10M	₹ 9.40M	348.1%
GM%	44.9%	38.7%	41.1%	6.2%
France				
net sales	₹ 4.04M	₹ 7.47M	₹ 25.94M	247.2%
cogs	₹ 2.26M	₹ 4.25M	₹ 14.73M	246.4%
gross margin	₹ 1.78M	₹ 3.22M	₹ 11.22M	248.3%
GM%	44.1%	43.1%	43.2%	0.3%
Germany				
net sales	₹ 2.56M	₹ 4.69M	₹ 12.01M	156.2%
cogs	₹ 1.62M	₹ 3.02M	₹ 8.86M	193.8%
gross margin	₹ 0.95M	₹ 1.67M	₹ 3.14M	88.3%
GM%	37.0%	35.6%	26.2%	-26.5%

India

net sales	₹ 30.82M	₹ 49.77M	₹ 161.26M	224.0%
cogs	₹ 17.77M	₹ 33.74M	₹ 109.65M	225.0%
gross margin	₹ 13.05M	₹ 16.03M	₹ 51.61M	222.0%
GM%	42.4%	32.2%	32.0%	-0.6%

Indonesia

net sales	₹ 2.52M	₹ 6.21M	₹ 18.41M	196.7%
cogs	₹ 1.46M	₹ 3.54M	₹ 11.34M	220.1%
gross margin	₹ 1.06M	₹ 2.66M	₹ 7.07M	165.6%
GM%	42.0%	42.9%	38.4%	-10.5%

Italy

net sales	₹ 2.90M	₹ 4.46M	₹ 11.72M	162.5%
cogs	₹ 1.58M	₹ 3.09M	₹ 8.19M	164.6%
gross margin	₹ 1.33M	₹ 1.37M	₹ 3.53M	157.8%
GM%	45.6%	30.7%	30.1%	-1.8%

Japan

net sales	₹ 1.88M	₹ 7.92M	321.1%
cogs	₹ 1.19M	₹ 4.24M	257.3%
gross margin	₹ 0.70M	₹ 3.69M	429.9%
GM%	37.0%	46.5%	25.8%

Netherlands

net sales	₹ 0.23M	₹ 3.36M	₹ 7.98M	137.9%
cogs	₹ 0.14M	₹ 1.75M	₹ 4.63M	164.2%
gross margin	₹ 0.08M	₹ 1.60M	₹ 3.36M	109.2%
GM%	36.4%	47.8%	42.0%	-12.1%

Newzealand

net sales	₹ 1.99M	₹ 11.40M	474.3%
cogs	₹ 1.46M	₹ 5.90M	303.8%
gross margin	₹ 0.52M	₹ 5.50M	950.4%
GM%	26.4%	48.2%	82.9%

Norway

net sales	₹ 2.48M	₹ 13.68M	451.8%
cogs	₹ 1.54M	₹ 9.65M	525.1%
gross margin	₹ 0.94M	₹ 4.03M	431.0%
GM%	37.7%	29.5%	-21.9%

Pakistan

net sales	₹ 0.62M	₹ 4.69M	₹ 5.66M	20.5%
cogs	₹ 0.38M	₹ 2.69M	₹ 3.61M	134.3%
gross margin	₹ 0.25M	₹ 2.01M	₹ 2.05M	2.0%
GM%	39.6%	42.8%	36.2%	-15.4%

Philippines

net sales	₹ 5.69M	₹ 13.37M	₹ 31.86M	238.4%
cogs	₹ 3.42M	₹ 7.33M	₹ 19.40M	164.6%
gross margin	₹ 2.27M	₹ 6.03M	₹ 12.45M	106.5%

GM%	39.9%	45.1%	39.1%	-13.4%
Poland				
net sales	₹ 0.41M	₹ 2.79M	₹ 5.19M	85.8%
cogs	₹ 0.26M	₹ 1.67M	₹ 2.98M	78.5%
gross margin	₹ 0.15M	₹ 1.12M	₹ 2.21M	96.7%
GM%	37.4%	40.2%	42.6%	105.9%
Portugal				
net sales	₹ 0.75M	₹ 3.59M	₹ 11.83M	229.8%
cogs	₹ 0.45M	₹ 2.29M	₹ 6.85M	198.9%
gross margin	₹ 0.29M	₹ 1.30M	₹ 4.98M	384.5%
GM%	39.3%	36.1%	42.1%	16.6%
South Korea				
net sales	₹ 12.80M	₹ 17.28M	₹ 48.97M	183.3%
cogs	₹ 6.72M	₹ 12.13M	₹ 31.38M	258.7%
gross margin	₹ 6.09M	₹ 5.15M	₹ 17.59M	241.3%
GM%	47.5%	29.8%	35.9%	20.5%
Spain				
net sales		₹ 1.77M	₹ 12.62M	711.4%
cogs		₹ 1.11M	₹ 8.44M	663.4%
gross margin		₹ 0.67M	₹ 4.18M	525.4%
GM%		37.7%	33.1%	-12.1%
Sweden				
net sales	₹ 0.05M	₹ 0.23M	₹ 1.77M	681.9%
cogs	₹ 0.03M	₹ 0.13M	₹ 1.06M	736.7%
gross margin	₹ 0.02M	₹ 0.10M	₹ 0.71M	612.6%
GM%	38.7%	44.1%	40.2%	91.1%
United Kingdom				
net sales	₹ 2.00M	₹ 8.08M	₹ 34.15M	322.7%
cogs	₹ 1.27M	₹ 5.32M	₹ 18.74M	252.1%
gross margin	₹ 0.72M	₹ 2.76M	₹ 15.41M	559.0%
GM%	36.2%	34.1%	45.1%	32.2%
USA				
net sales	₹ 11.53M	₹ 31.92M	₹ 87.78M	175.0%
cogs	₹ 7.75M	₹ 19.48M	₹ 55.31M	283.9%
gross margin	₹ 3.78M	₹ 12.44M	₹ 32.47M	161.0%
GM%	32.8%	39.0%	37.0%	-5.1%

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