

**FILTER**

region All
 market All
 division All
 customer All
 fy 2019

P & L

By Fiscal year

All values in INR

Note: Do not modify Pivot Table

Metrics	Quarters						
	Q1		Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%

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Metrics	Quarters						
	Q1		Q2		Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%

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Metrics	Quarters						
	Q1		Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%

Net Sales

Comparison	Sep	Oct	Nov	Dec	Jan	Feb	Mar
21 vs 20	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%	2081.59%
20 vs 19	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%	32.93%



Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.73%	37.49%	37.27%	36.68%	36.79%	37.28%



Q3	Q4				Grand Total
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

Apr	May	Jun	Jul	Aug	Grand Total
561.21%	447.02%	278.64%	273.93%	260.31%	304%
122.73%	153.05%	240.65%	248.00%	262.03%	225%