

P & L By Fiscal Quarters

All values are in Rupee

FY 2019

Metrics	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
Net Sales	25.2M	24.0M	19.2M	19.0M	87.5M
COGS	14.8M	14.1M	11.3M	11.1M	51.2M
Gross Margin	10.5M	9.9M	7.9M	7.9M	36.2M
GM%	41.5%	41.4%	41.2%	41.6%	41.4%

FY 2020

Metrics	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
Net Sales	66.4M	63.0M	19.8M	47.5M	196.7M
COGS	41.5M	39.5M	12.4M	30.0M	123.4M
Gross Margin	24.9M	23.5M	7.4M	17.5M	73.3M
GM%	37.5%	37.3%	37.5%	36.9%	37.3%

FY 2021

Metrics	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
Net Sales	173.8M	164.7M	131.9M	128.6M	598.9M
COGS	110.4M	104.7M	83.8M	81.8M	380.7M
Gross Margin	63.3M	60.0M	48.1M	46.7M	218.2M
GM%	36.5%	36.4%	36.4%	36.4%	36.4%

