



## FILTERS

market All  
region All  
division All  
customer All

FY **2019**

P & L by  
Fiscal Months

All values are in INR

Metrics	Quarters												Grand Total
	Q1	Q2			Q3			Q4					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Net Sales	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	6.5M	8.0M	10.7M	11.4M	87.5M
COGS	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	3.8M	4.7M	6.3M	6.7M	51.2M
Gross Margin	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	2.6M	3.4M	4.5M	4.7M	36.2M
GM %	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	40.9%	42.0%	41.5%	41.4%	41.4%

market All  
region All  
division All  
customer All  
FY **2020**

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Net Sales	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	17.1M	20.6M	28.7M	29.9M	196.7M
COGS	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	10.6M	12.8M	18.1M	18.9M	123.4M
Gross Margin	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	6.5M	7.8M	10.6M	11.0M	73.3M
GM %	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.8%	37.8%	37.0%	36.8%	37.3%

market All  
region All  
division All  
customer All  
FY **2021**

Metrics	Quarters												Grand Total
	Q1	Q2			Q3			Q4					
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Net Sales	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	44.8M	54.6M	74.3M	78.1M	598.9M
COGS	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	28.4M	34.7M	47.4M	49.8M	380.7M
Gross Margin	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	16.4M	19.9M	27.0M	28.3M	218.2M
GM %	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.7%	36.5%	36.3%	36.3%	36.4%

Net Sales  
Comparison

21 vs 20	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	162.1%	164.7%	159.1%	161.0%	304.5%
20 vs 19	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	164.6%	156.6%	167.3%	161.5%	224.8%