

**FILTER**

region All
 market All
 division All
 customer All
 FY 2019

P&L**By Fiscal Months**

All values in INR

Note: Do not modify the Pivot Table

Values	Quarters										
	Q1		Q2		Q3						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May		
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M		
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M		
GM	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M		
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%		

FILTER

region All
 market All
 division All
 customer All
 FY 2020

P&L**By Fiscal Months**

Note: Do not modify the Pivot Table

Values	Quarters										
	Q1		Q2		Q3						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May		
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M		
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M		
GM	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M		
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%		

FILTER

region All
 market All
 division All
 customer All
 FY 2021

P&L**By Fiscal Months**

Note: Do not modify the Pivot Table

Values	Quarters										
	Q1		Q2		Q3						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May		
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M		

AtliQ Hardwares

GM	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%

Net Sales

Comparison	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May
21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%



Q4			Grand Total
Jun	Jul	Aug	
6.2M	6.5M	6.3M	87.5M
3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	36.2M
42.0%	41.5%	41.4%	41.4%

Q4			GT
Jun	Jul	Aug	
14.9M	16.1M	16.5M	196.7M
9.3M	10.2M	10.5M	123.4M
5.5M	5.9M	6.1M	73.3M
37.3%	36.7%	36.8%	37.3%

Q4			GT
Jun	Jul	Aug	
41.5M	44.0M	43.0M	598.9M
26.4M	28.0M	27.4M	380.7M

AtliQ Hardwares

15.1M	16.0M	15.6M	218.2M
36.4%	36.4%	36.3%	36.4%

Jun	Jul	Aug	
178.6%	173.9%	160.3%	204.5%
140.7%	148.0%	162.0%	124.8%