

**FILTER**

region All  
 market All  
 division All  
 customer All  
 FY 2019

**P&L**

By Fiscal Year

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%		

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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%		

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 FY 2021

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By Fiscal Year

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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
<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%
<b>20 vs 19</b>	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%