

**FILTERS**

market India
 region All
 customer All
 division All
 FY **2019**

P & L**By Fiscal years**

All values in USD

NOTE: Do not modify Pivot table

Quarters

Metrics	Q1		Q2		Q3		Q4		Grand Total				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr		May	Jun	Jul	Aug
Net sales	2M	3M	4M	4M	2M	2M	2M	2M	2M	2M	2M	2M	31M
COGS	1M	2M	2M	2M	1M	1M	1M	1M	1M	1M	1M	1M	18M
gross margin	1M	1M	2M	2M	1M	1M	1M	1M	1M	1M	1M	1M	13M
GM%	41.5%	43.4%	42.4%	42.0%	41.8%	43.2%	42.3%	42.2%	41.6%	43.1%	42.3%	42.1%	42.4%

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Quarters

Metrics	Q1		Q2		Q3			Q4			Grand Total		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	4M	6M	7M	7M	4M	4M	1M	2M	2M	5M	4M	4M	50M
COGS	3M	4M	5M	5M	3M	3M	0M	1M	1M	3M	3M	3M	34M
gross margin	1M	2M	2M	2M	1M	1M	0M	1M	1M	1M	1M	1M	16M
GM%	32.1%	32.7%	32.2%	31.9%	32.1%	32.5%	31.9%	33.5%	31.5%	32.2%	31.9%	31.9%	32.2%



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 FY **2021**

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Quarters

	Q1				Q2				Q3				Q4				Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug					
Net sales	12M	16M	19M	20M	12M	12M	12M	11M	12M	12M	12M	11M	161M				
COGS	8M	11M	13M	14M	8M	8M	8M	8M	8M	8M	8M	8M	110M				
gross margin	4M	5M	6M	6M	4M	4M	4M	4M	4M	4M	4M	3M	52M				
GM%	32.1%	32.5%	32.2%	31.3%	32.0%	32.4%	32.4%	31.4%	32.0%	32.4%	32.2%	31.3%	32.0%				

**Net Sales
Comparison**

21 Vs 20	285.7%	284.5%	288.2%	284.6%	280.9%	279.4%	2142.2%	529.4%	536.6%	267.2%	288.2%	278.5%
20 vs 19	187.2%	183.5%	185.1%	185.0%	182.4%	189.3%	24.0%	98.3%	96.1%	189.8%	185.1%	188.0%