



FILTERS							
division	All						
market	All						
region	All						
FY	2019						
		<b>P &amp; L</b> <b>By Fiscal Year</b> All values in INR					
		Don't modify the Pivot Table.					
		Quarters					
		Q1			Q2		Q3
Metrics		Sep	Oct	Nov	Dec	Jan	Feb
Net Sales		6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
COGS		3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
Gross Margin		2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM %		40.9%	42.0%	41.5%	41.4%	40.9%	41.5%

FILTERS							
division	All						
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FY	2020						
		<b>P &amp; L</b> <b>By Fiscal Year</b> All values in INR					
		Don't modify the Pivot Table.					
		Quarters					
		Q1			Q2		Q3
Metrics		Sep	Oct	Nov	Dec	Jan	Feb
Net Sales		17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
COGS		10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
Gross Margin		6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM %		37.8%	37.8%	37.0%	36.8%	37.8%	37.7%

FILTERS							
division	All						
market	All						
region	All						
FY	2021						
		<b>P &amp; L</b> <b>By Fiscal Year</b> All values in INR					
		Don't modify the Pivot Table.					



Metrics	Quarters						
	Q1 Sep	Oct	Nov	Q2 Dec	Jan	Feb	Q3 Mar
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%

Net Sales Comparison							
2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
2020 vs 2019	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%



Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%