

**FILTER**

market All  
region All  
customer All  
division All  
FY 2019

**P & L****By fiscal Months**

All Value in INR

Values	Fiscal Quarter Q1				Q2		Q3		Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	May	Jun	Jul	Aug	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.5M	6.2M	6.5M	6.3M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.8M	3.6M	3.8M	3.7M	
Gross_mergin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.7M	2.6M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	40.8%	42.0%	41.5%	41.4%	

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FY 2020

**P & L****By fiscal Months**

All Value in INR

Values	Fiscal Quarter Q1				Q2		Q3		Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	May	Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	9.9M	14.9M	16.1M	16.5M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	6.2M	9.3M	10.2M	10.5M	
Gross_mergin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	3.7M	5.5M	5.9M	6.1M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.5%	37.3%	36.7%	36.8%	

**FILTERS**

market All  
region All  
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division All  
FY 2021

**P & L****By Fiscal Months**

All value in INR

Values	Fiscal Quarter Q1				Q2		Q3		Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	May	Jun	Jul	Aug	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	44.4M	41.5M	44.0M	43.0M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	28.1M	26.4M	28.0M	27.4M	
Gross_mergin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	16.3M	15.1M	16.0M	15.6M	
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.6%	36.4%	36.4%	36.3%	

**Net Sales Comparision**

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

