

Global E-Store

Region	All
fy	2011
customer	All
Market	All

P&L
BY Fiscal Year
All Values in INR

Values	Fiscal Quarter											
	Q1			Q2			Q4			Mar		
Apr	May	Jun	Jul	Aug	Sep	Jan	Feb	Mar	Apr	May	Jun	
NetSales	74.0M	97.3M	143.7M	77.9M	137.0M	65.3M	59.1M	82.2M				
Gross margin	22.5M	29.1M	40.0M	24.2M	40.6M	20.6M	17.6M	24.5M				
COGS	51.5M	68.2M	103.7M	53.7M	96.4M	44.7M	41.4M	57.6M				
GM%	30.45%	29.92%	27.81%	31.07%	29.67%	31.57%	29.86%	29.85%				

Region	All
fy	2012
customer	All
Market	All

P&L
BY Fiscal Year
ALL Value in INR

Values	Fiscal Quarter											
	Q1			Q2			Q3			Q4		
Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	109.3M	141.9M	168.6M	96.3M	204.6M	188.8M	136.6M	203.9M	221.7M	88.4M	67.7M	104.6M
Gross margin	32.8M	44.4M	49.8M	29.4M	67.4M	57.0M	40.5M	61.5M	63.6M	27.3M	21.0M	31.8M
COGS	76.5M	97.5M	118.8M	66.8M	137.2M	131.8M	96.1M	142.4M	158.1M	61.1M	46.7M	72.8M
GM%	30.04%	31.26%	29.55%	30.57%	32.93%	30.21%	29.63%	30.14%	28.69%	30.93%	31.01%	30.40%

Region	All
fy	2013
customer	All
Market	All

P&L
BY Fiscal Year
ALL Value in INR

Values	Fiscal Quarter											
	Q1			Q2			Q3			Q4		
Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	120.4M	173.0M	267.5M	150.8M	213.5M	190.3M	174.1M	218.2M	227.4M	139.6M	118.8M	138.4M
Gross margin	36.3M	50.2M	82.2M	47.0M	62.2M	58.8M	52.4M	66.4M	68.9M	43.4M	39.9M	43.0M
COGS	84.2M	122.8M	185.2M	103.8M	151.3M	131.4M	121.7M	151.8M	158.5M	96.2M	78.9M	95.4M
GM%	30.13%	29.00%	30.74%	31.15%	29.14%	30.91%	30.10%	30.41%	30.29%	31.06%	33.61%	31.09%

Region	All
customer	All
Market	All
fy	2014

P&L
BY Fiscal Year
ALL Value in INR

Values	Fiscal Quarter											
	Q1			Q2			Q3			Q4		
Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	160.2M	194.6M	274.2M	173.0M	294.3M	246.0M	210.8M	251.5M	277.9M	166.2M	119.9M	180.8M
Gross margin	49.8M	59.3M	85.1M	50.8M	92.7M	75.1M	67.3M	75.7M	87.9M	53.1M	34.8M	57.6M
COGS	110.5M	135.3M	189.1M	122.2M	201.6M	170.9M	143.6M	175.8M	190.1M	113.1M	85.1M	123.2M
GM%	31.06%	30.49%	31.03%	29.38%	31.49%	30.52%	31.91%	30.10%	31.62%	31.93%	29.01%	31.87%

Region	All
fy	2015
customer	All
Market	All

P&L
BY Fiscal Year
ALL Value in INR

Values	Fiscal Quarter				
	Q2		Q3		
Sep	Oct	Nov	Dec		
NetSales	327.3M	284.3M	358.1M	337.9M	
Gross margin	99.9M	89.5M	108.4M	100.3M	
COGS	227.5M	194.7M	249.7M	237.6M	
GM%	30.51%	31.49%	30.27%	29.68%	

Net Sales Comparison	Apr	May	June	July	August	September	October	November	December	January	February	March
2014 vs 2013	133%	113%	103%	115%	138%	129%	121%	115%	122%	119%	101%	131%
2013 vs 2012	110%	122%	159%	157%	104%	101%	127%	107%	103%	158%	176%	132%

