

## Row Filters

- ☐ Business Unit Description
- ☐ Region
- ☐ Customer
- ☐ Seller
- ☐ Segment

### Business Unit Description

All

### Region

All

### Customer

All

### Seller

All

### Segment

All

# Sales Overview



## TOTAL REVENUE

\$1.33bn

## GROSS PROFIT

1.3bn

## GROSS PROFIT EBIT

1.06bn

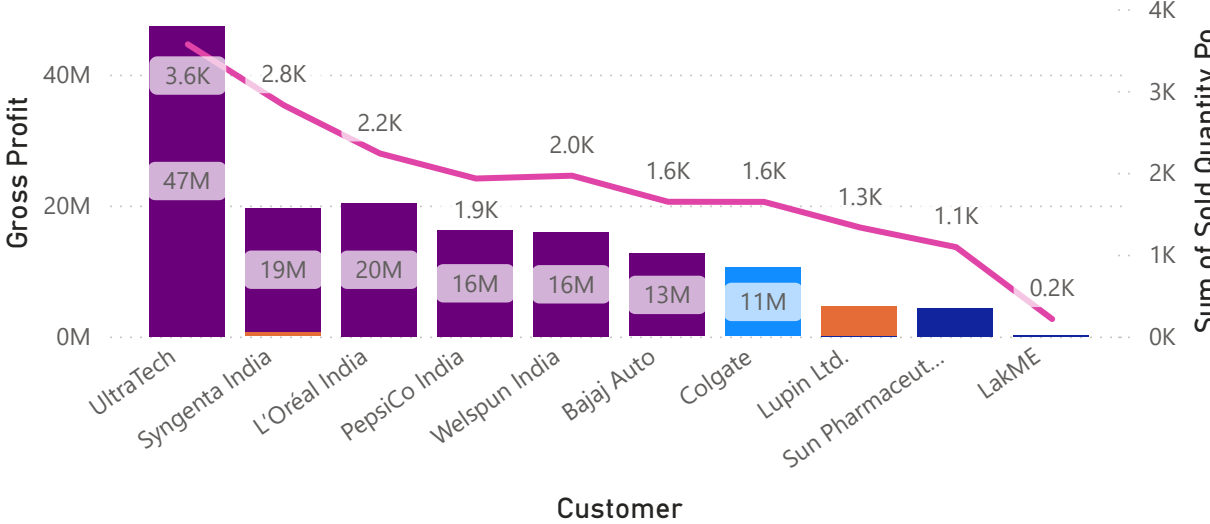
## GROSS PROFIT MARGIN

79%

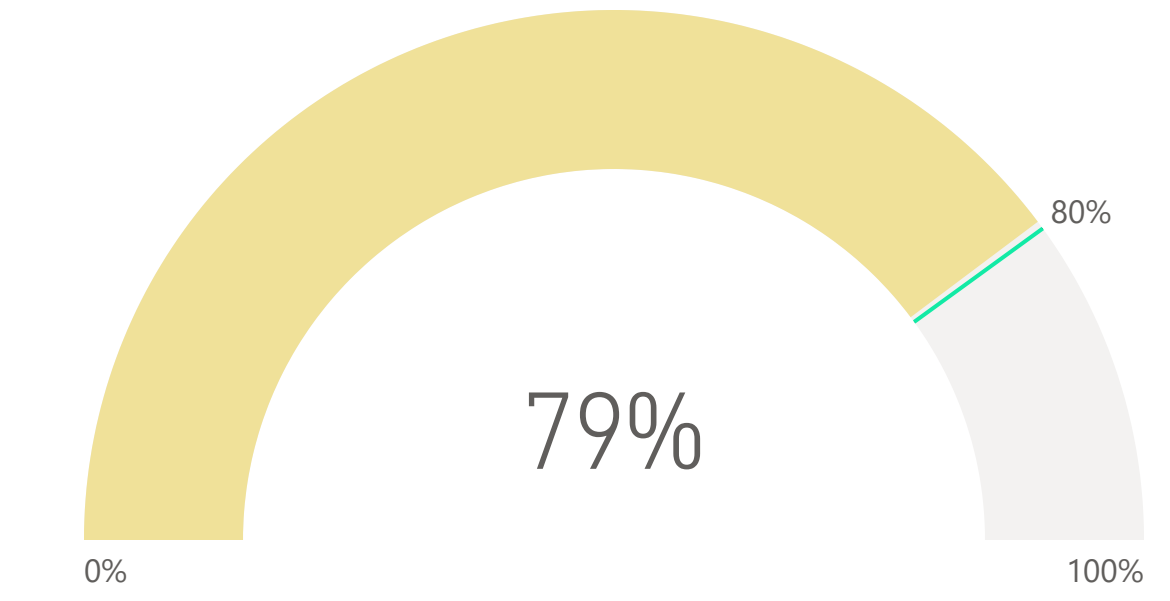
Segment	Goods cost in USD	Quantity in USD	Revenue
Bio Functional	2,853.16	1,685.61	11,125,050.92
Compositions	1,653.65	1,167.98	5,139,128.16
Constructions	761.71	567.00	1,247,410.66
Energy	1,293.65	568.49	1,250,682.04
Hair Care	3,940.53	1,672.04	11,035,489.59
Home Care	3,127.19	1,651.56	10,900,275.46
Industry	1,637.19	574.98	1,264,953.42
Medicines	1,040.63	581.45	1,279,196.17
Nutrition	1,132.13	803.00	2,409,000.00
Nutraceutical	5,933.45	3,184.50	40,124,700.00
Pathology	799.32	589.50	1,296,900.00
Personal Care	2,305.12	1,622.07	10,705,661.33
Pharma	4,461.28	2,645.00	27,508,000.00
Radiology	972.97	597.00	1,313,400.00
Skin Care	941.08	526.00	1,157,200.00
Total	32,853.06	18,436.20	1,331,093,382.14

Gross Profit and Sum of Sold Quantity Pounds by Customer and Region

Region Asia Europe/Middle East Latin America North America Sum of Sold Quantity Pou...

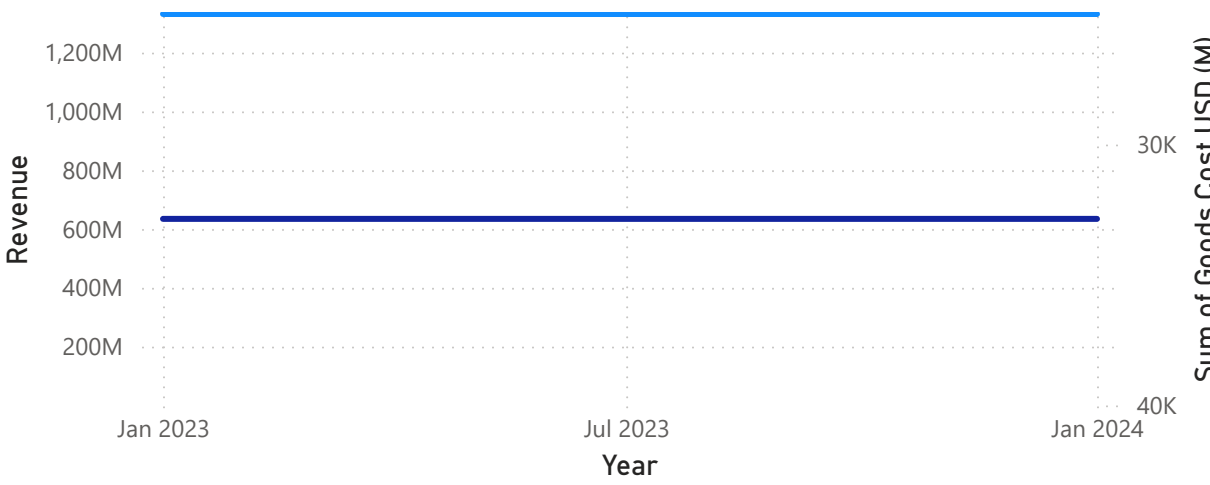


Gross Profit Margin and Average of Target

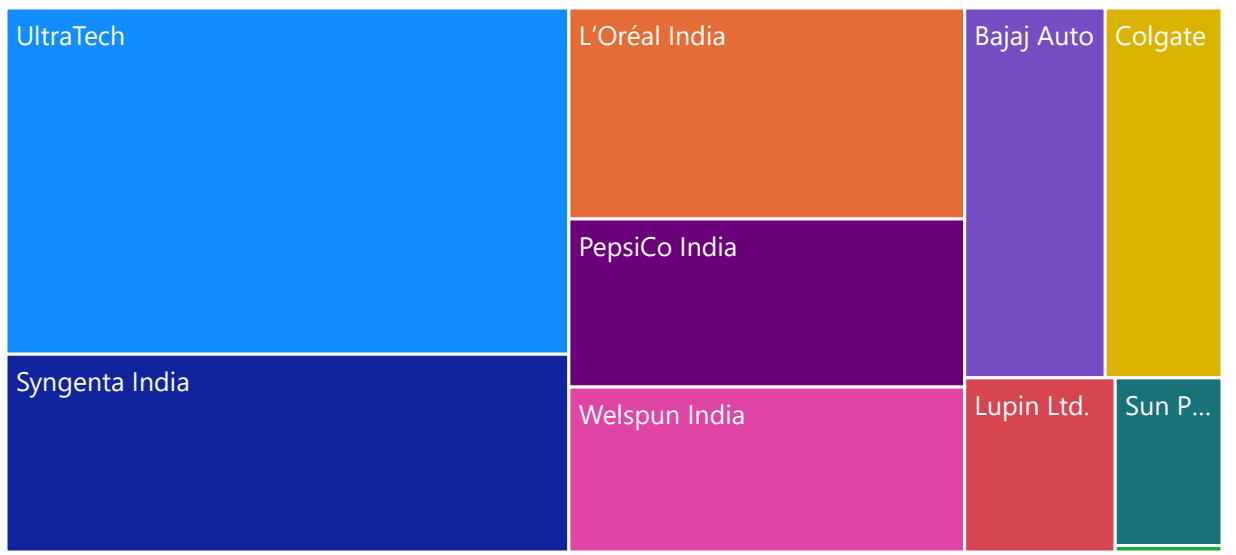



Revenue and Sum of Goods Cost USD (M) by Year

Revenue Sum of Goods Cost USD (M)




Revenue by Customer




Business Unit Des...


All

Seller


All

Segment

All

Customer

All

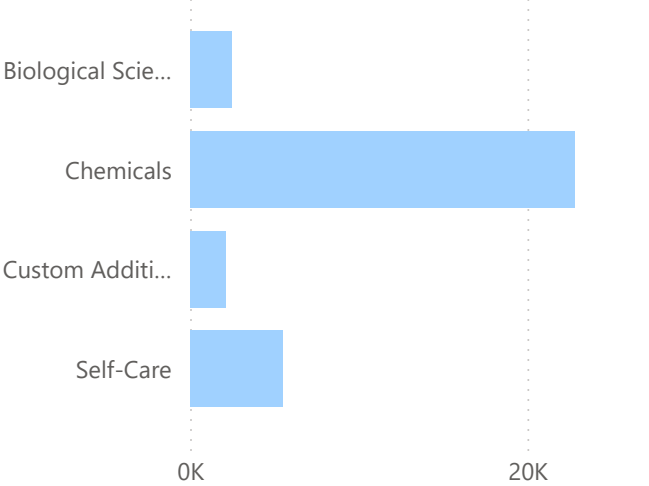
Region

All

Total Revnue

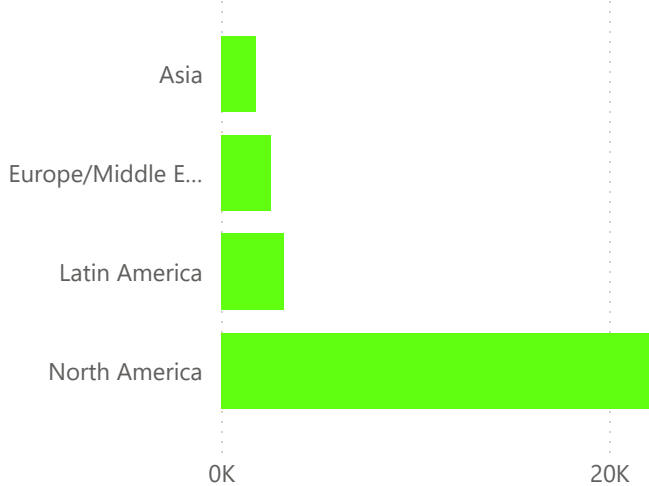
Goods Cost

### Goods cost in USD by Business Unit Description




Business Unit Description	Goods cost in USD
Biological Scie...	~5K
Chemicals	~22K
Custom Additi...	~3K
Self-Care	~7K

### Goods cost in USD by Region



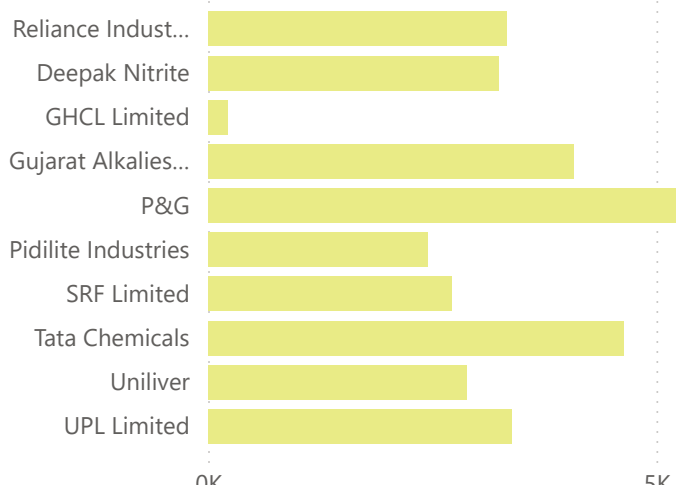
Region	Goods cost in USD
Asia	~3K
Europe/Middle E...	~4K
Latin America	~5K
North America	~25K

### Goods cost in USD by Customer



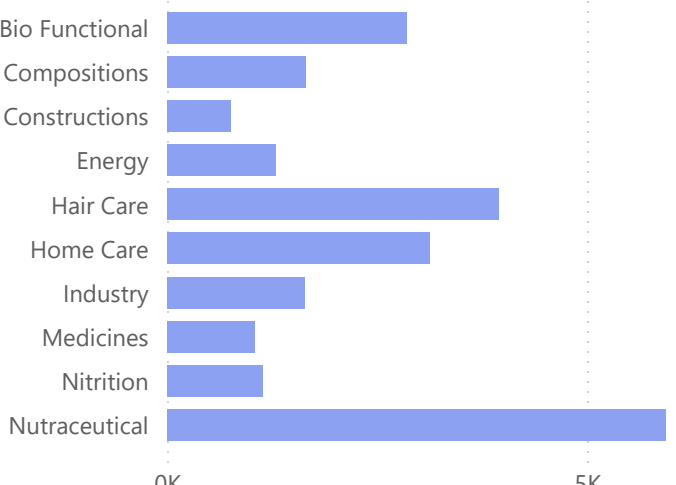
Customer	Goods cost in USD
PepsiCo India	~4K
Bajaj Auto	~3.5K
Colgate	~2K
L'Oréal India	~4.5K
LakME	~0.5K
Lupin Ltd.	~3K
Sun Pharmaceu...	~2K
Syngenta India	~5K
UltraTech	~5.5K
Welspun India	~4.5K

### Goods cost in USD by Seller



Seller	Goods cost in USD
Reliance Indust...	~3.5K
Deepak Nitrite	~3.5K
GHCL Limited	~0.2K
Gujarat Alkalies...	~4K
P&G	~5.5K
Pidilite Industries	~2.5K
SRF Limited	~3K
Tata Chemicals	~4.5K
Uniliver	~3K
UPL Limited	~3.5K

### Goods cost in USD by Segment



Segment	Goods cost in USD
Bio Functional	~3K
Compositions	~2K
Constructions	~1K
Energy	~2K
Hair Care	~4K
Home Care	~3.5K
Industry	~2K
Medicines	~1.5K
Nitriton	~1.5K
Nutraceutical	~5.5K

FiscalYear

▼

(Blank)	FY2023	FY2024
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Revenue by FiscalYear

