

FILTERS

region All
 market All
 division All
 customer All
 FY 2019

P & L**by Fiscal Months**

All Values in INR

Note: Do not modify the pivot table

Metrics	Quarters							
	Q1		Nov	Q2		Jan	Q3	
	Sep	Oct		Dec	Feb		Mar	
NetSales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

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Metrics	Quarters							
	Q1		Nov	Q2		Jan	Feb	Q3
	Sep	Oct		Dec	Mar			
NetSales	17.1M	20.6M		28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M		18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M		10.6M	11.0M	6.5M	6.0M	0.8M
GM %	37.8%	37.8%		37.0%	36.8%	37.8%	37.7%	36.7%

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Metrics	Quarters							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
NetSales	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%
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Net Sales
Comparision

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%

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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%
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36.4%

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

204.5%

124.8%