

TOTAL SALES	Category	COST	PROFIT	1ST TRANS.DATE	LAST TRANS.DATE
2,81,218.75	Bib-Shorts	1,67,990.65	1,13,372.10	30-09-2017	26-08-2019
3,40,560.00	Bike Racks	2,00,077.20	1,40,482.80	01-10-2018	31-10-2019
12,829.29	Bottles and Cages	7,545.10	5,284.19	02-10-2018	27-10-2019
86,377.29	Bottom Brackets	51,822.69	34,554.60	02-10-2018	30-10-2019
1,10,227.50	Brakes	66,061.95	44,165.55	30-09-2018	31-10-2019
55,027.79	Caps	31,819.94	23,207.85	04-04-2017	29-03-2020
15,665.76	Chains	9,382.76	6,283.00	06-10-2018	30-10-2019
19,167.45	Cleaners	11,298.96	7,868.49	02-10-2018	31-10-2019
3,40,458.93	Cranksets	2,04,060.33	1,36,398.60	30-09-2018	31-10-2019
1,17,256.75	Derailleurs	70,260.71	46,996.04	01-10-2018	31-10-2019
1,30,055.36	Forks	77,966.80	52,088.56	01-10-2017	30-09-2018
3,65,777.18	Gloves	2,11,911.68	1,54,576.18	30-09-2017	30-10-2019
2,97,478.73	Handlebars	1,70,645.15	1,26,833.58	30-09-2017	30-10-2019
1,02,464.26	Headsets	61,134.40	41,329.86	30-09-2017	28-09-2018
4,58,403.99	Helmets	2,62,323.00	1,96,080.99	02-04-2017	01-04-2020
1,11,519.72	Hydration Packs	66,013.82	45,505.90	30-09-2018	31-10-2019
9,98,668.21	Jerseys	5,83,661.21	4,15,792.20	02-04-2017	01-04-2020
27,175.00	Locks	16,264.00	10,911.00	02-10-2017	11-02-2019
4,70,23,613.99	Mountain Bikes	2,66,69,470.38	2,05,82,597.23	02-04-2017	01-04-2020
81,74,532.82	Mountain Frames	47,14,719.50	34,68,056.74	03-04-2017	01-04-2020
2,46,019.79	Pedals	1,47,515.15	98,504.64	30-09-2018	31-10-2019
14,10,77,294.55		8,10,14,827.02	6,06,75,443.09	02-04-2017	01-04-2020

YEAR ▲	MONTH	TOTAL SALES	PREVIOUS MONTH	%MOM GROWTH
2017	4	11,39,383.60		Infinity
2017	5	31,41,818.05	11,39,383.60	175.75%
2017	6	26,38,686.35	31,41,818.05	-16.01%
2017	7	16,94,440.00	26,38,686.35	-35.78%
2017	8	38,01,310.64	16,94,440.00	124.34%
2017	9	29,57,324.63	38,01,310.64	-22.20%
2017	10	43,71,882.85	29,57,324.63	47.83%
2017	11	62,50,205.61	43,71,882.85	42.96%
2017	12	52,94,252.88	62,50,205.61	-15.29%
2018	1	32,79,293.13	52,94,252.88	-38.06%
2018	2	48,19,830.84	32,79,293.13	46.98%
2018	3	41,97,491.70	48,19,830.84	-12.91%
2018	4	23,17,479.91	41,97,491.70	-44.79%
2018	5	41,84,402.55	23,17,479.91	80.56%
2018	6	29,59,186.54	41,84,402.55	-29.28%
2018	7	34,75,325.20	29,59,186.54	17.44%
2018	8	50,66,696.84	34,75,325.20	45.79%
2018	9	35,38,197.56	50,66,696.84	-30.17%
2018	10	48,17,855.86	35,38,197.56	36.17%
2018	11	74,16,168.02	48,17,855.86	53.93%
Total		14,10,77,294.55		Infinity



YEAR ▲	TOTAL SALES	PREVIOUS YEAR	%YOY
2017	3,12,89,304.61		
2018	5,35,35,803.57	3,12,89,304.61	71.10%
2019	4,78,92,197.25	5,35,35,803.57	-10.54%
2020	83,59,989.12	4,78,92,197.25	-82.54%
Total	14,10,77,294.55		

YEAR ▲	QUATER	TOTAL SALES	PREVIOUS QUATER	%QOQ GROWTH
2017	2	69,19,888.00		NA
2017	3	84,53,075.27	69,19,888.00	22.16%
2017	4	1,59,16,341.34	84,53,075.27	88.29%
2018	1	1,22,96,615.67	1,59,16,341.34	-22.74%
2018	2	94,61,069.00	1,22,96,615.67	-23.06%
2018	3	1,20,80,219.60	94,61,069.00	27.68%
2018	4	1,96,97,899.30	1,20,80,219.60	63.06%
2019	1	1,52,77,099.77	1,96,97,899.30	-22.44%
2019	2	1,18,81,636.29	1,52,77,099.77	-22.23%
2019	3	1,21,48,255.00	1,18,81,636.29	2.24%
2019	4	85,85,206.19	1,21,48,255.00	-29.33%
2020	1	82,80,058.06	85,85,206.19	-3.55%
2020	2	79,931.06	82,80,058.06	-99.03%
Total		14,10,77,294.55		NA

YEAR	MONTH	DAY	TOTAL SALES	PREVIOUS DAY
2017	4	2	38,655.37	
2017	4	3	47,364.86	38,655.37
2017	4	4	24,114.22	47,364.86
2017	4	5	33,690.68	24,114.22
2017	4	6	44,206.78	33,690.68
2017	4	7	19,936.78	44,206.78
2017	4	8	79,238.70	19,936.78
2017	4	9	16,584.16	79,238.70
2017	4	10	43,404.71	16,584.16
2017	4	11	21,758.62	43,404.71
2017	4	12	54,358.45	21,758.62
Total			14,10,77,294.55	

YEAR	MONTH	DAY	TOTAL SALES	PREVIOUS DAY	%DOD
2017	4	2	38,655.37		NA
2017	4	3	47,364.86	38,655.37	22.53%
2017	4	4	24,114.22	47,364.86	-49.09%
2017	4	5	33,690.68	24,114.22	39.71%
2017	4	6	44,206.78	33,690.68	31.21%
2017	4	7	19,936.78	44,206.78	-54.90%
2017	4	8	79,238.70	19,936.78	297.45%
2017	4	9	16,584.16	79,238.70	-79.07%
2017	4	10	43,404.71	16,584.16	161.72%
2017	4	11	21,758.62	43,404.71	-49.87%
2017	4	12	54,358.45	21,758.62	149.82%
2017	4	13	58,109.74	54,358.45	6.90%
2017	4	14	63,420.92	58,109.74	9.14%
2017	4	15	72,867.55	63,420.92	14.90%
2017	4	16	8,541.79	72,867.55	-88.28%
2017	4	17	62,335.77	8,541.79	629.77%
2017	4	18	42,903.27	62,335.77	-31.17%
Total			14,10,77,294.55		NA

YEAR	MONTH	TOTAL SALES	SAME PERIOD LAST YEAR	%SPLY GROWTH
2017	4	11,39,383.60		NA
2017	5	31,41,818.05		NA
2017	6	26,38,686.35		NA
2017	7	16,94,440.00		NA
2017	8	38,01,310.64		NA
2017	9	29,57,324.63		NA
2017	10	43,71,882.85		NA
2017	11	62,50,205.61		NA
2017	12	52,94,252.88		NA
2018	1	32,79,293.13		NA
2018	2	48,19,830.84		NA
2018	3	41,97,491.70		NA
2018	4	23,17,479.91	11,39,383.60	103.40%
2018	5	41,84,402.55	31,41,818.05	33.18%
2018	6	29,59,186.54	26,38,686.35	12.15%
2018	7	34,75,325.20	16,94,440.00	105.10%
2018	8	50,66,696.84	38,01,310.64	33.29%
2018	9	35,38,197.56	29,57,324.63	19.64%
2018	10	43,71,882.85	43,71,882.85	100.00%
Total		14,10,77,294.55	10,28,14,988.21	37.21%

YEAR	TOTAL SALES	PARALLEL PERIOD	%PPGROWTH
2017	3,12,89,304.61		NA
2018	5,35,35,803.57		NA
2019	4,78,92,197.25		NA
2020	83,59,989.12	3,12,89,304.61	-73.28%
Total	14,10,77,294.55	3,12,89,304.61	350.88%

YEAR	MONTH	MTD sales
2017	4	11,39,383.60
2017	5	42,81,201.65
2017	6	69,19,888.00
2017	7	16,94,440.00
2017	8	54,95,750.64
2017	9	84,53,075.27
2017	10	43,71,882.85
2017	11	1,06,22,088.46
2017	12	1,59,16,341.34
2018	1	32,79,293.13
2018	2	80,99,123.97
2018	3	1,22,96,615.67
Total		79,931.06



56

ABS

CURRENCY

COST

₹ 14,10,77,294.55 8,10,14,827.02



SalesDate	PROFIT
02 April 2017	15,766.15
03 April 2017	20,571.21
04 April 2017	9,995.85
05 April 2017	13,785.88
06 April 2017	18,036.66
07 April 2017	8,386.86
08 April 2017	32,102.90
09 April 2017	6,937.99
10 April 2017	18,068.22
11 April 2017	13,843.83
Total	6,06,75,443.09



YEAR	QUATER	TOTAL SALES	QTD SALES	YTD SALES
2017	2	69,19,888.00	26,38,686.35	69,19,888.00
2017	3	84,53,075.27	29,57,324.63	1,53,72,963.27
2017	4	1,59,16,341.34	52,94,252.88	3,12,89,304.61
2018	1	1,22,96,615.67	41,97,491.70	1,22,96,615.67
2018	2	94,61,069.00	29,59,186.54	2,17,57,684.67
2018	3	1,20,80,219.60	35,38,197.56	3,38,37,904.27
2018	4	1,96,97,899.30	74,63,875.42	5,35,35,803.57
2019	1	1,52,77,099.77	61,67,250.64	1,52,77,099.77
2019	2	1,18,81,636.29	46,08,714.04	2,71,58,736.06
2019	3	1,21,48,255.00	26,07,037.23	3,93,06,991.06
2019	4	85,85,206.19	20,11,945.59	4,78,92,197.25
2020	1	82,80,058.06	30,47,077.16	82,80,058.06
2020	2	79,931.06	79,931.06	83,59,989.12
Total		14,10,77,294.55	79,931.06	83,59,989.12

YEAR	TOTAL SALES	YTD SALES
2017	3,12,89,304.61	3,12,89,304.61
2018	5,35,35,803.57	5,35,35,803.57
2019	4,78,92,197.25	4,78,92,197.25
2020	83,59,989.12	83,59,989.12
Total	14,10,77,294.55	83,59,989.12



Preparing Q&A