

Indian Hardwares

P & L by fiscal year



Filters

FY Year	All
region	All
market	All
division	All
customer	All

Do no modify Pivot Table

All values in USD

2021 vs 2020 is not part of pivot

Metrics	Quarters			Q2	
	Q1				
	Sep	Oct	Nov	Dec	Jan
Net Sales 1	68.4M	83.3M	113.8M	119.4M	68.4M
COGS	42.9M	52.2M	71.7M	75.4M	42.9M
Gross margin	25.5M	31.1M	42.1M	44.0M	25.6M
GM%	37.3%	37.4%	37.0%	36.9%	37.3%

FY Year	2020
region	All
market	All
division	All
customer	All

All values in USD

2021 vs 2020 is not part of pivot

Metrics	Quarters			Q2	
	Q1				
	Sep	Oct	Nov	Dec	Jan
Net Sales 1	17.1M	20.6M	28.7M	29.9M	17.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%

FY Year	2021
region	All
market	All
division	All
customer	All

All values in USD

2021 vs 2020 is not part of pivot

Metrics	Quarters			Q2	
	Q1				
	Sep	Oct	Nov	Dec	Jan
Net Sales 1	44.8M	54.6M	74.3M	78.1M	44.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M

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Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%

Net Sales
Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	-75.0%	-75.2%	-74.8%	-75.0%	-75.0%

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Q2	Q3		Q4				Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
63.8M	52.5M	57.6M	60.8M	62.5M	66.6M	65.9M	883.0M
40.0M	33.1M	36.3M	38.2M	39.3M	42.0M	41.6M	555.3M
23.8M	19.4M	21.4M	22.6M	23.3M	24.6M	24.3M	327.7M
37.3%	37.0%	37.1%	37.2%	37.2%	36.9%	36.9%	37.1%

Q2	Q3		Q4				Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q2	Q3		Q4				Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M

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15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%



162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
-75.0%	-96.0%	-86.5%	-83.7%	-76.2%	-75.9%	-74.9%	-77.7%