

## FILTERS

region All  
market India  
division All  
FY **2019**

**P & L**  
**By Fiscal Month**

All values in USD

| Metrics      | Quarter |        |        |        |        |        |
|--------------|---------|--------|--------|--------|--------|--------|
|              | Q1      |        |        | Q2     |        |        |
|              | Sep     | Oct    | Nov    | Dec    | Jan    | Feb    |
| Net Sales    | 2.2M    | 3.1M   | 3.7M   | 3.8M   | 2.3M   | 2.3M   |
| COGS_        | 1.3M    | 1.8M   | 2.1M   | 2.2M   | 1.3M   | 1.3M   |
| gross margin | 0.9M    | 1.4M   | 1.5M   | 1.6M   | 1.0M   | 1.0M   |
| GM %         | 41.51%  | 43.45% | 42.37% | 41.96% | 41.80% | 43.16% |

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| Metrics      | Quarter |        |        |        |        |        |
|--------------|---------|--------|--------|--------|--------|--------|
|              | Q1      |        |        | Q2     |        |        |
|              | Sep     | Oct    | Nov    | Dec    | Jan    | Feb    |
| Net Sales    | 4.1M    | 5.7M   | 6.8M   | 7.1M   | 4.2M   | 4.4M   |
| COGS_        | 2.8M    | 3.9M   | 4.6M   | 4.8M   | 2.8M   | 3.0M   |
| gross margin | 1.3M    | 1.9M   | 2.2M   | 2.3M   | 1.3M   | 1.4M   |
| GM %         | 32.13%  | 32.69% | 32.19% | 31.91% | 32.11% | 32.50% |

region All  
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FY **2021**

**P & L**  
**By Fiscal Month**

All values in USD

| Metrics      | Quarter |        |        |        |        |        |
|--------------|---------|--------|--------|--------|--------|--------|
|              | Q1      |        |        | Q2     |        |        |
|              | Sep     | Oct    | Nov    | Dec    | Jan    | Feb    |
| Net Sales    | 11.8M   | 16.3M  | 19.5M  | 20.2M  | 11.7M  | 12.4M  |
| COGS_        | 8.0M    | 11.0M  | 13.2M  | 13.9M  | 8.0M   | 8.4M   |
| gross margin | 3.8M    | 5.3M   | 6.3M   | 6.3M   | 3.7M   | 4.0M   |
| GM %         | 32.08%  | 32.52% | 32.16% | 31.34% | 31.97% | 32.44% |



Net Sales Comparison

|          |         |         |         |         |         |         |
|----------|---------|---------|---------|---------|---------|---------|
| 21 vs 20 | 185.70% | 184.46% | 188.19% | 184.57% | 180.88% | 179.36% |
| 20 vs 19 | 87.21%  | 83.54%  | 85.07%  | 84.99%  | 82.36%  | 89.31%  |

| Q3     |        |        | Q4     |        |        | Grand Total |
|--------|--------|--------|--------|--------|--------|-------------|
| Mar    | Apr    | May    | Jun    | Jul    | Aug    |             |
| 2.2M   | 2.1M   | 2.3M   | 2.4M   | 2.2M   | 2.1M   | 30.8M       |
| 1.3M   | 1.2M   | 1.3M   | 1.4M   | 1.3M   | 1.2M   | 17.8M       |
| 0.9M   | 0.9M   | 0.9M   | 1.0M   | 0.9M   | 0.9M   | 13.1M       |
| 42.30% | 42.19% | 41.65% | 43.13% | 42.31% | 42.09% | 42.35%      |

| Q3     |        |        | Q4     |        |        | Grand Total |
|--------|--------|--------|--------|--------|--------|-------------|
| Mar    | Apr    | May    | Jun    | Jul    | Aug    |             |
| 0.5M   | 2.1M   | 2.2M   | 4.6M   | 4.1M   | 4.0M   | 49.8M       |
| 0.4M   | 1.4M   | 1.5M   | 3.1M   | 2.8M   | 2.7M   | 33.7M       |
| 0.2M   | 0.7M   | 0.7M   | 1.5M   | 1.3M   | 1.3M   | 16.0M       |
| 31.90% | 33.52% | 31.53% | 32.24% | 31.91% | 31.90% | 32.21%      |

| Q3     |        |        | Q4     |        |        | Grand Total |
|--------|--------|--------|--------|--------|--------|-------------|
| Mar    | Apr    | May    | Jun    | Jul    | Aug    |             |
| 11.5M  | 11.2M  | 11.6M  | 12.2M  | 11.7M  | 11.0M  | 161.3M      |
| 7.8M   | 7.7M   | 7.9M   | 8.3M   | 7.9M   | 7.6M   | 109.7M      |
| 3.7M   | 3.5M   | 3.7M   | 4.0M   | 3.8M   | 3.5M   | 51.6M       |
| 32.37% | 31.36% | 32.01% | 32.36% | 32.15% | 31.35% | 32.00%      |



|          |         |         |         |         |         |         |
|----------|---------|---------|---------|---------|---------|---------|
| 2042.23% | 429.43% | 436.63% | 167.17% | 188.20% | 178.49% | 224.02% |
| -75.99%  | -1.71%  | -3.87%  | 89.82%  | 85.10%  | 87.97%  | 61.49%  |