





Profit and Loss (P&L) Statement by Fiscal Year (FY2019 - FY2021)

P&L Value	FY2019	FY2020	FY2021	YoY Change (FY2021)	
Net Sales	87.48 M	196.69 M	598.88 M		204.48%
Cost of Goods Sold (COGS)	51.24 M	123.37 M	380.71 M		208.59%
Gross Margin (GM)	36.24 M	73.32 M	218.16 M		197.55%
GM %	41.43%	37.28%	36.43%		-2.27%

Notes:

- Net Sales, Cost of Goods Sold, and Gross Margin values are in INR currency.
- Abbreviations: FY – Fiscal Year; COGS – Cost of Goods Sold; GM – Gross Margin; GM % - Gross Margin Percentage; P&L – Profit and Loss.
- Purple data bars represent the magnitude of the P&L metrics Net Sales, Cost of Goods Sold, and Gross Margin. With the applied conditional formatting, the **purple data bars allow for comparison of the three P&L metrics horizontally across fiscal years, and vertically within a fiscal year.**
- The GM % row uses a gradient color scale conditional formatting, where **green represents a high GM %, yellow represents a medium GM %, and red represents a low GM %**. This gradient allows for easy comparison of GM% across fiscal years.
- The YoY Change column uses circle icon conditional formatting. **Green circle icons represent a YoY change that is favorable for the business, while red circle icons represent a YoY change that is unfavorable for the business.**