



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 a lighter orange signals a lower GM %, and a darker orange signals a higher GM %. This gradient allows for easy comparison of GM % across fiscal years.
- The YoY Change (FY2021) 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.**