



	FY2019											
	Q1			Q2			Q3			Q4		
P&L Value	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Net Sales	6.46 M	8.04 M	10.74 M	11.44 M	6.52 M	6.08 M	6.41 M	6.32 M	6.49 M	6.18 M	6.48 M	6.31 M
Cost of Goods Sold (COGS)	3.82 M	4.66 M	6.28 M	6.70 M	3.86 M	3.53 M	3.75 M	3.71 M	3.84 M	3.59 M	3.79 M	3.70 M
Gross Margin (GM)	2.64 M	3.37 M	4.45 M	4.73 M	2.67 M	2.55 M	2.66 M	2.62 M	2.65 M	2.60 M	2.69 M	2.61 M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%

	FY2020											
	Q1			Q2			Q3			Q4		
P&L Value	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Net Sales	17.10 M	20.63 M	28.69 M	29.90 M	17.13 M	15.93 M	2.11 M	7.76 M	9.93 M	14.88 M	16.08 M	16.54 M
Cost of Goods Sold (COGS)	10.64 M	12.83 M	18.07 M	18.89 M	10.67 M	9.92 M	1.34 M	4.83 M	6.21 M	9.34 M	10.18 M	10.45 M
Gross Margin (GM)	6.46 M	7.79 M	10.63 M	11.01 M	6.47 M	6.01 M	0.77 M	2.93 M	3.72 M	5.55 M	5.90 M	6.08 M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%

	FY2021											
	Q1			Q2			Q3			Q4		
P&L Value	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Net Sales	44.82 M	54.59 M	74.34 M	78.06 M	44.79 M	41.82 M	43.95 M	43.54 M	44.40 M	41.47 M	44.05 M	43.05 M
Cost of Goods Sold (COGS)	28.39 M	34.65 M	47.36 M	49.76 M	28.36 M	26.54 M	27.97 M	27.72 M	28.13 M	26.35 M	28.03 M	27.44 M
Gross Margin (GM)	16.43 M	19.94 M	26.98 M	28.30 M	16.43 M	15.28 M	15.98 M	15.82 M	16.27 M	15.11 M	16.02 M	15.61 M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%

## 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 months, and vertically within a month.**
- 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 the months for a given fiscal year.