

Filters

market	All
division	All
customer	All
region	All
FY	2019

P & L**By Fiscal Year**

Note : Please do not modify the
All Vales in INR

Metrics	Quarters				
	Q1			Q2	
	Sep	Oct	Nov	Dec	Jan
NetSales	6.5M	8.0M	10.7M	11.4M	6.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Mragin	2.6M	3.4M	4.5M	4.7M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%

market	All
division	All
customer	All
region	All
FY	2020

P & L**By Fiscal Year**

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

market	All
division	All
customer	All
region	All
FY	2021

P & L**By Fiscal Year**

Metrics	Quarters				
	Q1			Q2	
	Sep	Oct	Nov	Dec	Jan
NetSales	44.8M	54.6M	74.3M	78.1M	44.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M
Gross Mragin	16.4M	19.9M	27.0M	28.3M	16.4M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%



**Net
Comparison
sales**

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%



e pivot table

Q2	Q3		Q4			
Feb	Mar	Apr	May	Jun	Jul	Aug
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%

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

Q2	Q3		Q4			
Feb	Mar	Apr	May	Jun	Jul	Aug
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M
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%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%



Grand Total	
	87.5M
	51.2M
	36.2M
	41.4%

Grand Total	
	196.7M
	123.4M
	73.3M
	37.3%

Grand Total	
	598.9M
	380.7M
	218.2M
	36.4%



204.5%
124.8%