



### Filters

market All  
division All  
customer All  
FY **2019**

### P & L

#### By Fiscal Years

All values in INR

Note: Do not m

Metrics	Quarters				
	Q1		Nov	Q2	
	Sep	Oct		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 Margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%

market All  
division All  
customer All  
FY **2020**

### P & L

#### By Fiscal Years

All values in INR

Metrics	Quarters				
	Q1		Nov	Q2	
	Sep	Oct		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 Margin	6.5M	7.8M	10.6M	11.0M	6.5M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%

market All  
division All  
customer All  
FY **2021**

### P & L

#### By Fiscal Years

All values in INR

Metrics	Quarters				
	Q1		Nov	Q2	
	Sep	Oct		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 Margin	16.4M	19.9M	27.0M	28.3M	16.4M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%



Net sales  
Comparison

21 vs 20	162.06%	164.68%	159.10%	161.05%	161.40%
20 vs 19	164.63%	156.58%	167.27%	161.45%	162.75%



Modify the pivot table

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%



162.49%	1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.48%
162.02%	-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.85%