



region, m...

customer

segment, category, pr...

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

YTG

₹ 3.74bn !

BM: 3.81bn (-1.86%)

NET SALES\$

38.1% !

BM: 38.34% (-0.66%)

GM %

-14.0%✓

BM: -14.19% (+1.47%)

NET PROFIT %

vs LY

vs TARGET

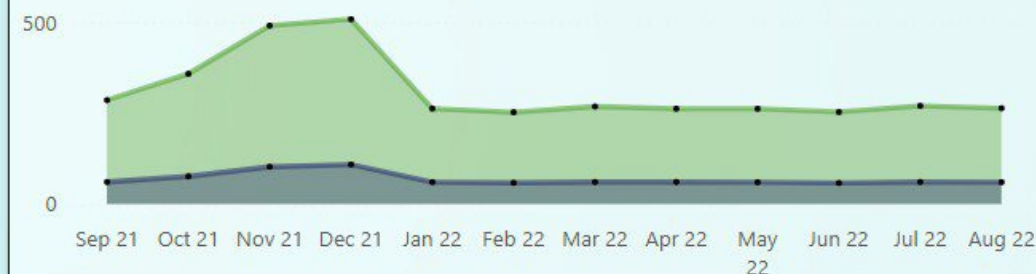
PROFIT & LOSS STATEMENT

Line Item	2022 Est	LY	yoy	yoy %
Gross Sales	7,370.14	1,664.64	5,705.50	342.75
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
- Post Discounts	1,243.54	281.64	961.90	341.54
- Post Deductions	663.42	166.65	496.77	298.09
Total Post Invoice Deduction	1,906.95	448.29	1,458.67	325.39
Net Sales	3,736.17	823.85	2,912.32	353.50
- Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
- Freight Cost	100.49	22.05	78.43	355.64
- Other Cost	15.52	3.39	12.14	358.03
Total COGS	2,313.29	523.22	1,790.07	342.13
Gross Margin	1,422.88	300.63	1,122.25	373.30
Gross Margin %	38.08	36.49	1.59	4.37
GM / Unit	15.76	5.99	9.77	162.95
add expensives \$	-1,945.30	-355.28	-1,590.02	447.54
net profit \$	-522.42	-54.65	-467.77	855.93
net profit %	-13.98	-6.63	-7.35	110.79

UNIT ECONOMICS

UNIT ECONOMICS

● selected year ● previous year



REGION / MARKET / CUSTOMER PERFORMANCE

region	P & L values	p&l yoy %
NA	1,022.09	474.40
LATAM	14.82	368.40
APAC	1,923.77	335.27
EU	775.48	286.26
Total	3,736.17	353.50

segment	P & L values	p&l yoy %
Storage	54.59	0.32
Peripherals	897.54	439.03
Notebook	1,580.43	493.06
Networking	38.43	-14.89
Desktop	711.08	1,431.55
Total	3,736.17	353.50

BM = Benchmark ,LY = Last year