



region, market, mar...

customer

segment, cate...

2019

2020

2021

2022 EST

YTD

YTG

Q1

Q2

Q3

Q4

vs LY

vs Target

₹ 3.74bn !

BM: 3.81bn (-1.86%)

Net Sales

38.08% !

BM: 38.34% (-0.66%)

GM %

-13.98%✓

BM: -14.19% (+1.47%)

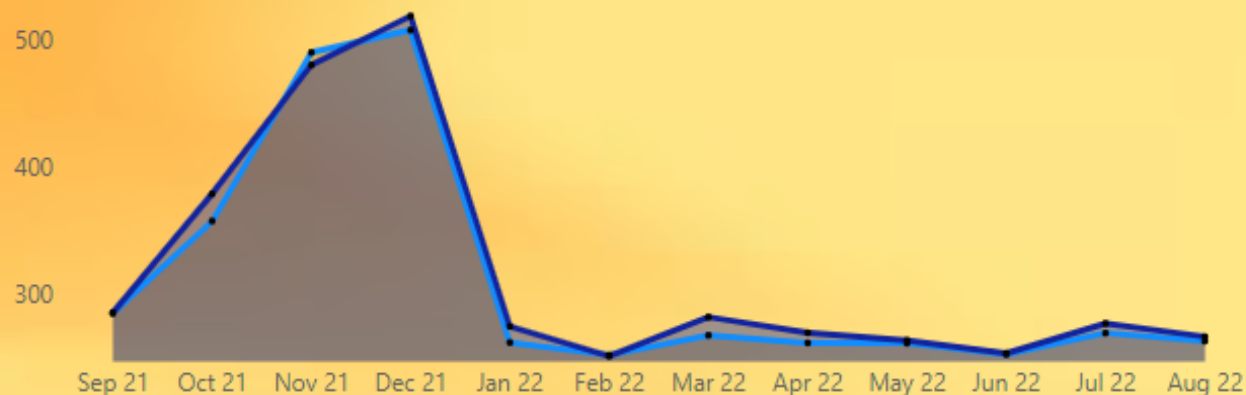
Net Profit %

Profit and Loss Statement

| Line Item | 2022 EST | BM | Chng | Chng % |
|------------------------------|-----------|----------|--------|--------|
| Gross Sales | 7,370.14 | | | |
| Pre Invoice Deduction | 1,727.01 | | | |
| Net Invoice Sales | 5,643.13 | | | |
| - Post Discounts | 1,243.54 | | | |
| - Post Deductions | 663.42 | | | |
| Total Post Invoice Deduction | 1,906.95 | | | |
| Net Sales | 3,736.17 | 3,807.09 | -70.92 | -1.86 |
| - Manufacturing Cost | 2,197.28 | | | |
| - Freight Cost | 100.49 | | | |
| - Other Cost | 15.52 | | | |
| Total COGS | 2,313.29 | | | |
| Gross Margin | 1,422.88 | 1,459.51 | -36.63 | -2.51 |
| Gross Margin % | 38.08 | 38.34 | -0.25 | -0.66 |
| GM / Unit | 15.76 | | | |
| Operational Expences | -1,945.30 | | | |
| Net profit | -522.42 | -540.27 | 17.84 | -3.30 |
| Net Profit % | -13.98 | -14.19 | 0.21 | -1.47 |

Net SalesPerformance Over Time

Selected vs BM



Top/Bottom Products & Customers byNet Sales

| region | p & L Values | P & L Chng % |
|--------|--------------|--------------|
| APAC | 1,923.77 | -2.48 |
| EU | 775.48 | -1.13 |
| LATAM | 14.82 | -1.60 |
| NA | 1,022.09 | -1.24 |
| Total | 3,736.17 | -1.86 |

| segment | p & L Values | P & L Chng % |
|-------------|--------------|--------------|
| Accessories | 454.10 | |
| Desktop | 711.08 | |
| Networking | 38.43 | |
| Notebook | 1,580.43 | |
| Peripherals | 897.54 | |
| Storage | 54.59 | |
| Total | 3,736.17 | -1.86 |