

region, market

All

customer

All

segment, category, ...

All

2018

2019

2020

2021

>

Q1

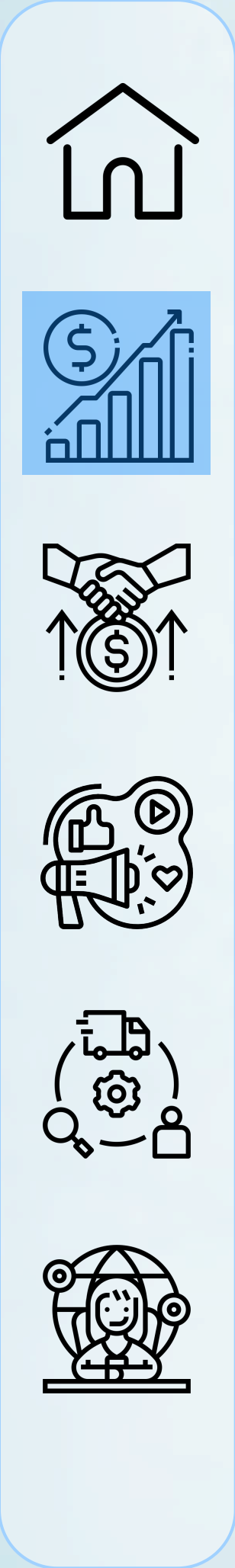
Q2

Q3

Q4

YTD

>



₹ 3.74bn!

BM: 3.81bn (-1.86%)

Net Sales

38.08%!

BM: 38.34% (-0.66%)

GM %

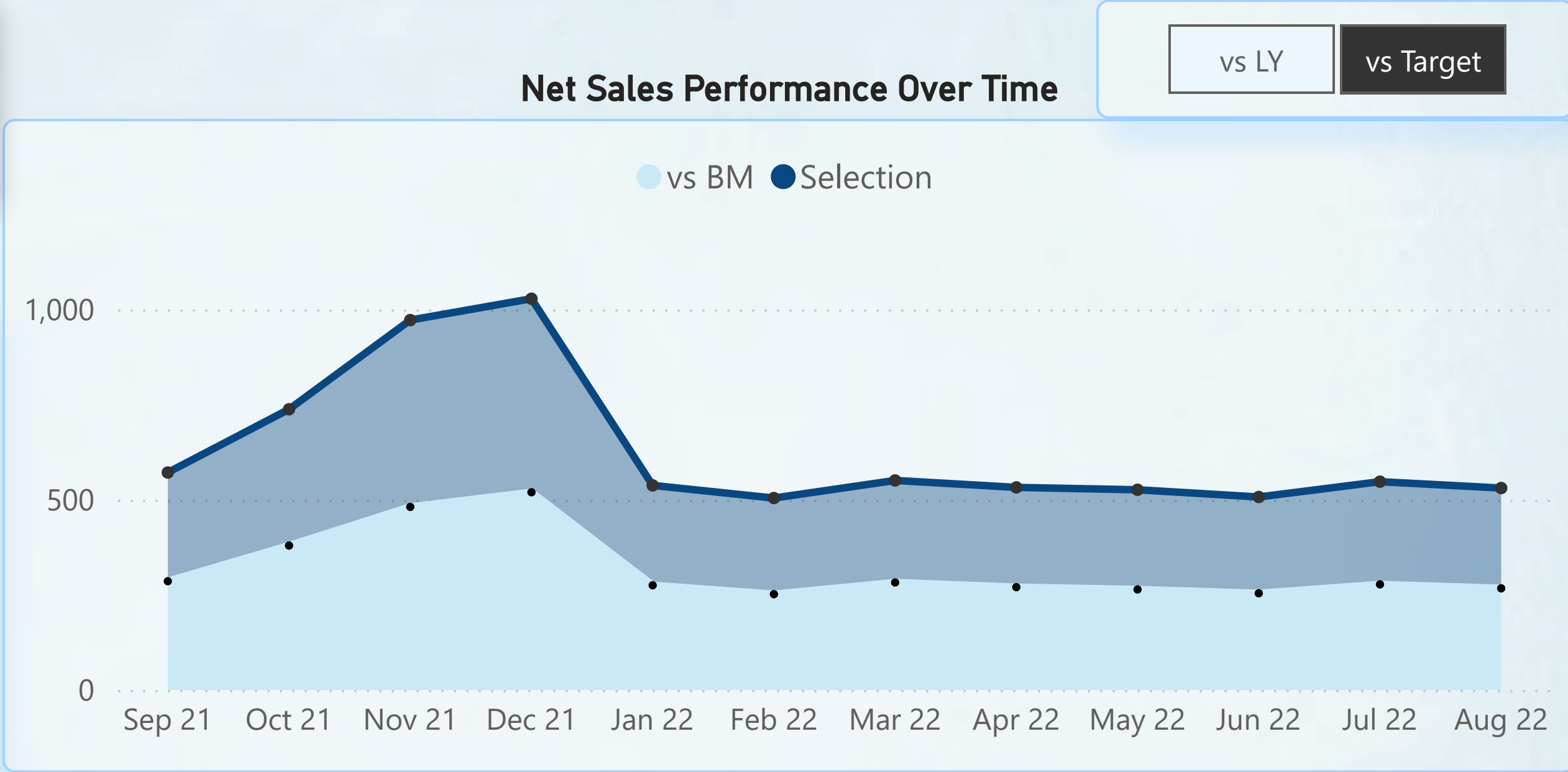
-13.98%✓

BM: -14.19% (+1.47%)

Net Profit %

Profit and Loss Statements

Line Item	2022Est	BM	Chg	Chg %
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	-0.02
- 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	-0.03
Gross Margin %	38.08	38.34	-0.25	-0.01
GM / Unit	15.76			
Operational Expense	-1,945.30			
Net Profit	-522.42			
Net Profit %	-13.98	-14.19	0.21	-0.01



Top / Bottom Products & Customers by Net Sales

region	P & L values	P & L Chg %	segment	P & L values	P & L Chg %
APAC	1,923.77	-2.48%	Accessories	454.10	
EU	775.48	-1.13%	Desktop	711.08	
LATAM	14.82	-1.60%	Networking	38.43	
NA	1,022.09	-1.24%	Notebook	1,580.43	
Total	3,736.17	-1.86%	Peripherals	897.54	
			Storage	54.59	
			Total	3,736.17	-1.86%

BM = Benchmark , LY = Last Year