



region, market

All

customer

All

segment, category, p...

All

2019

2020

2021

2022  
Est

Q1

Q2

Q3

**₹ 3.74bn !**

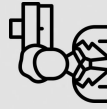
BM: 3.81bn (-1.86%)

**Net Sales****38.08% !**

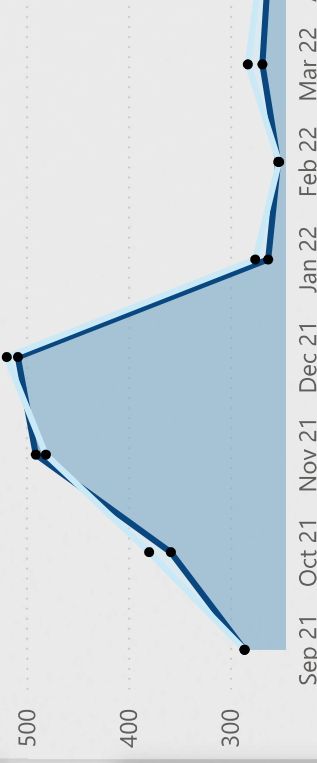
BM: 38.34% (-0.66%)

**GM%****-13.98%✓**

BM: -14.19% (+1.47%)

**NP%****Net Sales Performance Over**

● Selection ● vs BM

**Profit and Loss Statement**

Line Item	2022 Est	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	-8.61
- 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	-12.19
Gross Margin %	38.08	38.34	-0.25	-0.69
Operational Expense	-1,945.30			
Net Profit	-522.42			
Net Profit %	-13.98	-14.19	0.21	-3.14

**Top / Bottom Products & Customers**

region	P & L Values	P & L Chg %
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APAC	1,923.77	-11.07
NA	1,022.09	-7.23
EU	775.48	-4.43
LATAM	14.82	-7.62
<b>Total</b>	<b>3,736.17</b>	<b>-8.61</b>

segment

Accessories	+	Acces
Desktop	+	Desk
Network	+	Netw
Notebook	+	Note
Peripherals	+	Perip
Storage	+	Stora

**Total**

BM = Benchmark, LY = Last Year