



customer

All

region, market

All

segment, category, prod...

All

2018

2019

2020

2021

2022 Est

YTD

YTG

Q1

Q2

Q3

Q4

vs LY

vs Target

₹ 3.74bn!

BM: 3.81bn (-1.86%)

Net Sales

-13.98%✓

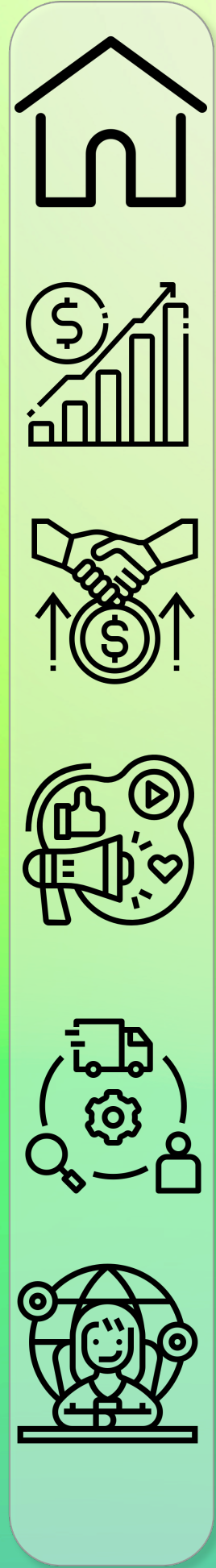
BM: -14.19% (+1.47%)

Net Profit %

38.08%!

BM: 38.34% (-0.66%)

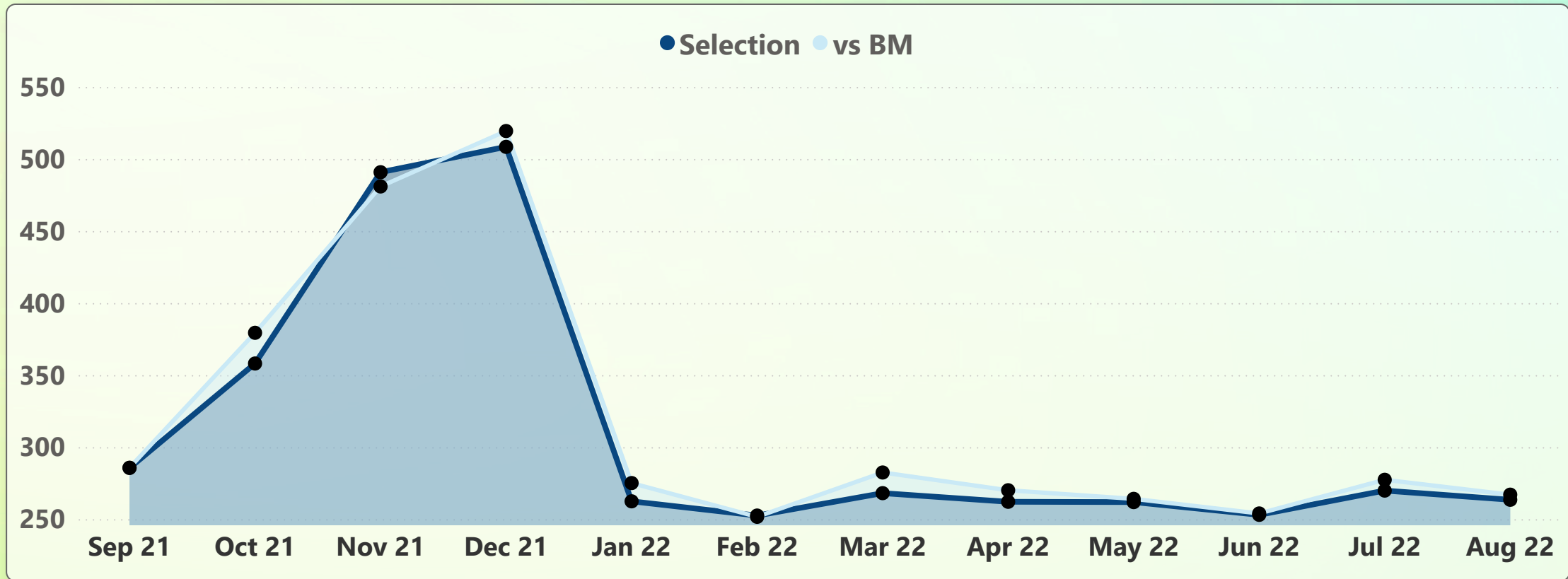
Gross Margin %



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 | -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 Expense | -1,945.30 | | | |
| Net Profit | -522.42 | | | |
| Net Profit % | -13.98 | -14.19 | 0.21 | -1.47 |

Performance Over Time



Top / Bottom Products & Customer By

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

BM = Benchmark LY = Last Year