



customer

All

market

All

segment, category, prod...

All

20182019202020212022 Est

Q1Q2Q3Q4

YTD

YTG

vs LY

vs Target

₹ 3.74bn!

BM: 3.81bn (-1.86%)

Net Sales

-13.98%✓

BM: -14.19% (+1.47%)

Net Profit %

38.08%!

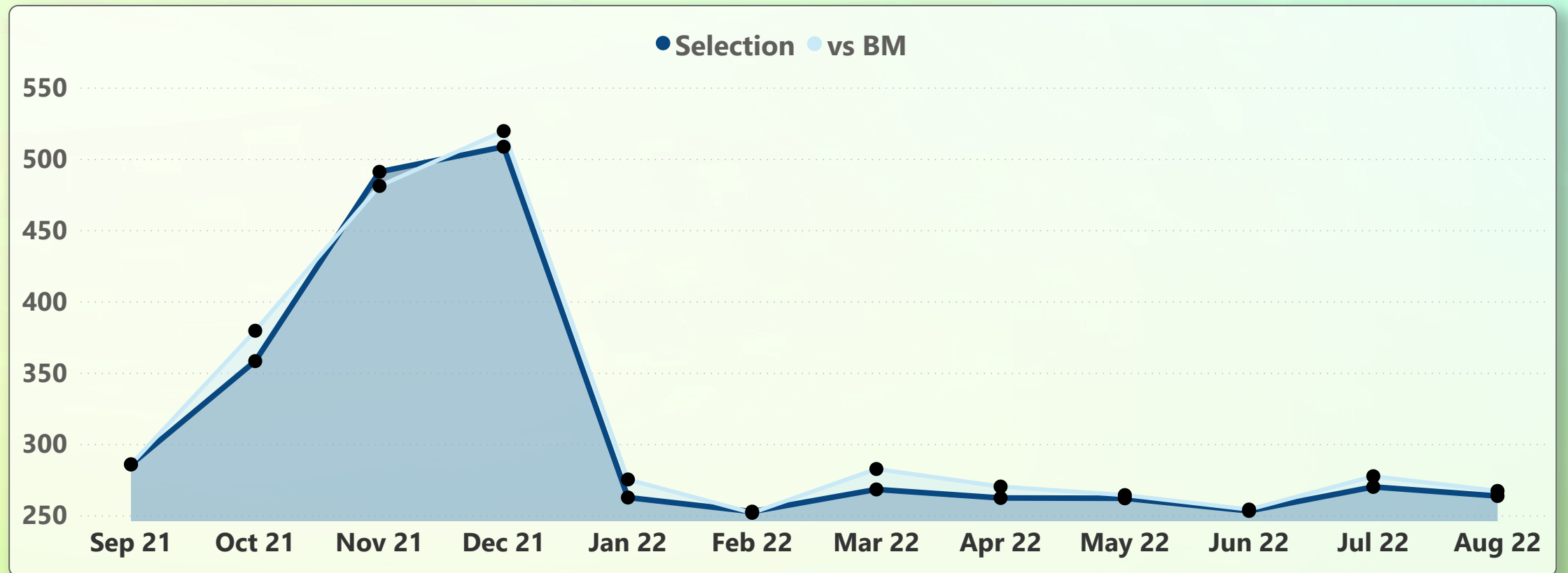
BM: 38.34% (-0.66%)

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 %
APAC	1,923.77	-2.48
EU	775.48	-1.13
LATAM	14.82	-1.60
NA	1,022.09	-1.24

segment	P & L Values	P & L YoY Chg %
Notebook	1,580.43	
Peripherals	897.54	
Desktop	711.08	
Accessories	454.10	
Storage	54.59	
Networking	38.43	

BM = Benchmark   LY = Last Year