



Region

All

Customer

All

Market

All

2018

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG

Profit & Loss Statement

Line Item	Last_year	YoY	YoY_%
Gross Sales	2,467.97	7,370.14	298.63
Pre Invoice Deduction	578.56	1,727.01	298.50
Net Invoice Sales	1,889.41	5,643.13	298.67
-Post Discounts	417.86	1,243.54	297.59
-Post Deductions	239.23	663.42	277.31
Total Post Invoice Deduction	657.10	1,906.95	290.21
Net Sales	1,232.31	3,736.17	303.18
-Manufacturing Cost	737.81	2,197.28	297.81
-Freight Cost	35.31	107.05	303.18
-Other Cost	6.43	19.50	303.45
Total COGS	779.55	2,323.83	298.10
Gross Margin	452.77	1,412.34	311.94
Gross Margin %	36.74	0.80	2.17
GM/Unit	5.32	5.31	99.96
Operational Expenses	-7.47	426.87	-5,711.12
Net Profit	445.29		
Net Profit %	36.13		

Duplicate

Rename

GM %

37.80%✓

Goal: 36.20%
(+4.44%)

Net Profit %

49.23%✓

Goal: 37.08%
(+32.77%)

Net Sales

₹
3.74bn ✓Goal: ₹ 823.85M
(+353.5%)

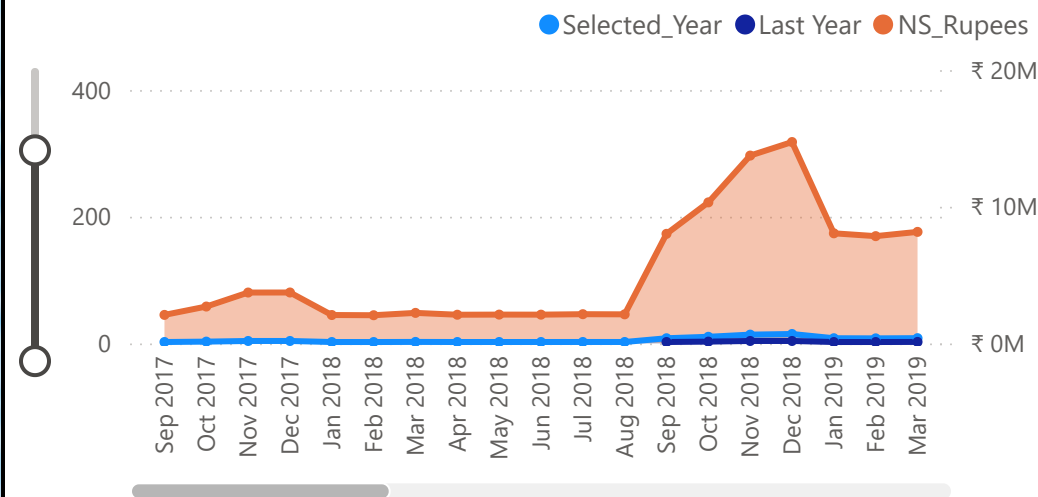
Top/Bottom Products & Customers by Net Sales

Segment	P&L Value	P&L YoY %
Accessories	130.46	130.46
Desktop	1,500.86	1,500.86
Networking	41.79	41.79
Notebook	402.44	402.44
Peripherals	352.70	352.70
Storage	55.88	55.88

region	P&L	P&L YoY %
APAC	2,605.73	282.10
EU	1,051.01	281.46
LATAM	21.00	239.67
NA	1,290.74	380.46

Net Sales Performance over Time

Net Sales Performance over Time

**Note : All Amounts are in INR.**