



Region

All

Customer

All

Market

All

2018

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG

vs LY

vs Target

Profit & Loss Statement

Line Item	2022 EST	BM	Chg	Chg_%
Gross Sales	7,370.14	1,664.64	5,705.50	342.75
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
-Post Discounts	1,243.54	281.64	961.90	341.54
-Post Deductions	663.42	166.65	496.77	298.09
Total Post Invoice Deduction	1,906.95	448.29	1,458.67	325.39
Net Sales	3,736.17	823.85	2,912.32	353.50
-Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
-Freight Cost	100.49	22.05	78.43	355.64
-Other Cost	15.52	3.39	12.14	358.03
Total COGS	2,313.29	523.22	1,790.07	342.13
Gross Margin	1,422.88	300.63	1,122.25	373.30
Gross Margin %	38.08	36.49	1.59	4.37
GM/Unit	15.76	5.99	9.77	162.95
Operational Expenses	-1,945.30	-355.28	-1,590.02	447.54
Net Profit	-522.42	-54.65	-467.77	855.93

GM %

38.08%✓

BM: 36.49%
(+4.37%)

Net Profit %

-13.98%!

BM: -6.63%
(-110.79%)

Net Sales

₹
3.74bn ✓BM: 823.85M
(+353.5%)

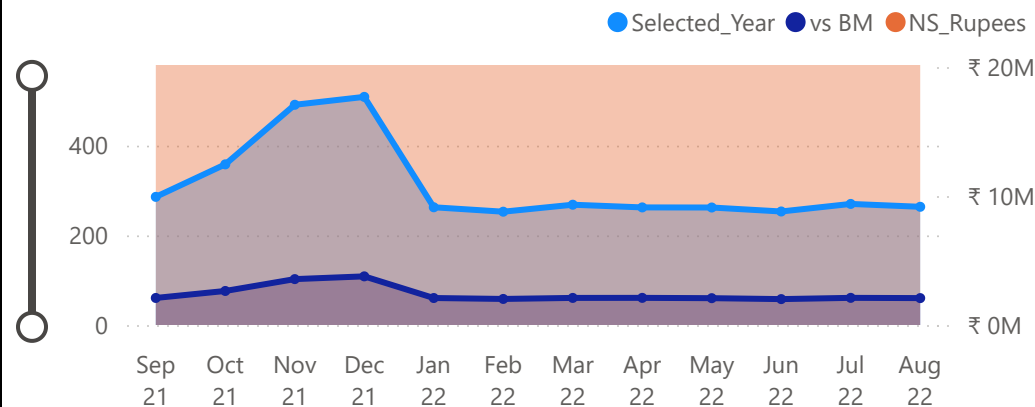
Top/Bottom Products & Customers by Net Sales

Segment	PnL_Values	PnL_Chg %
Accessories	454.10	85.46
Desktop	711.08	1,431.55
Networking	38.43	-14.89
Notebook	1,580.43	493.06
Peripherals	897.54	439.03
Storage	54.59	0.32
Total	3,736.17	353.50

region	P&L	PnL_Chg %
APAC	1,923.77	335.2
EU	775.48	286.2
LATAM	14.82	368.4
NA	1,022.09	474.4
Total	3,736.17	353.5

Net Sales Performance over Time

Net Sales Performance over Time

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