



Finance



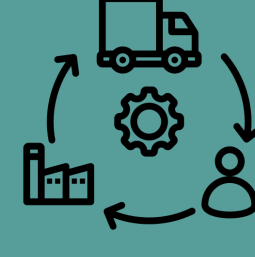
Sales



Marketing



Supply Chain



Executive



FILTERS



Select Benchmark

vs LY

vs Target

2018

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG

BY REGION, MARKET

All

BY CUSTOMER

All

BY SEGMENT, CATEGORY, PRODUCT

All

ABBREVIATIONS

BM = Benchmark | LY = Last Year

NS = Net Sales | GM = Gross Margin

Chg = Change | COGS = Cost of Goods Sold

RC% = Revenue Contribution | ABS = Absolute

EI = Excess Inventory | OOS = Out of Stock

ALL VALUES ARE IN MILLION \$

\$823.85M✓

BM: 267.98M (+207.43%)

Net Sales

36.49%!

BM: 37.10% (-1.65%)

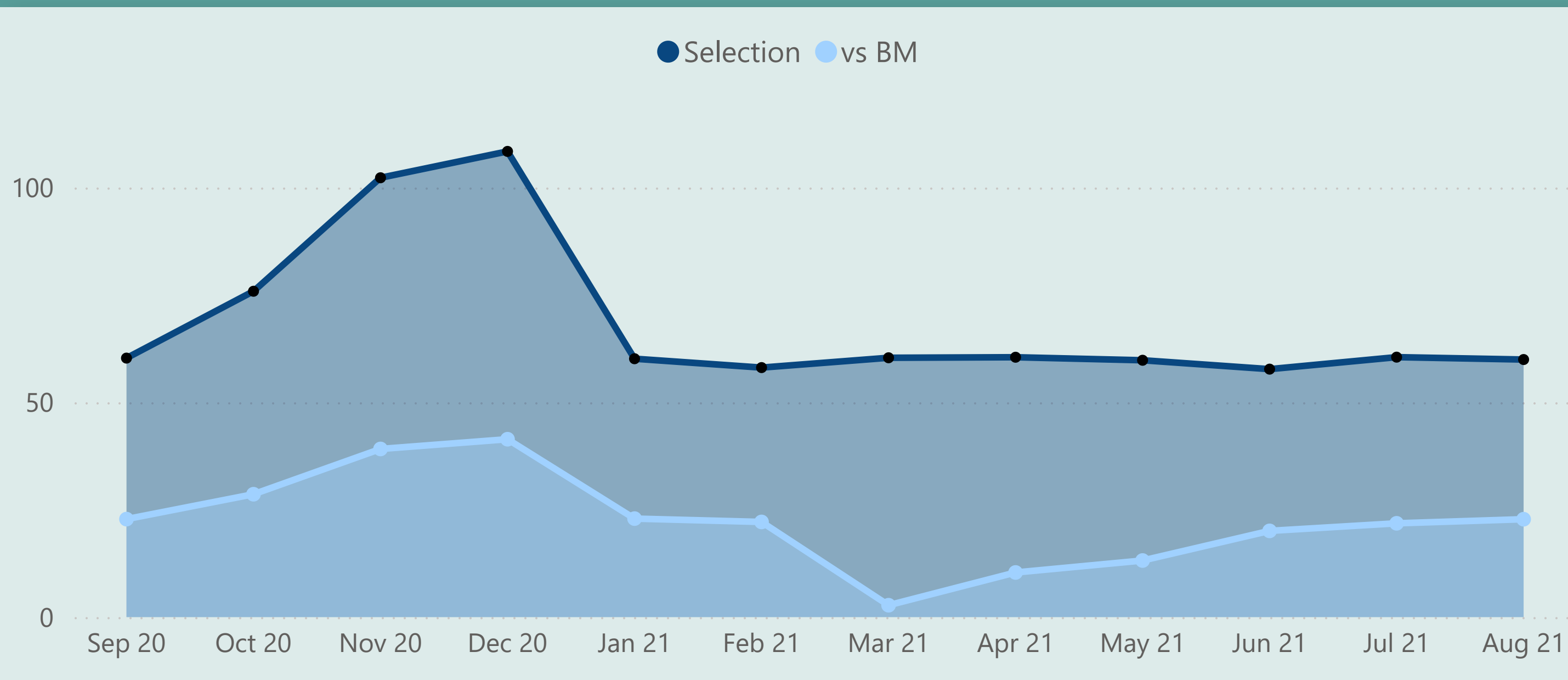
GM %

-6.63%!

BM: -0.01 (-676.38%)

Net Profit %

Net Sales Performance Over Time



TOP / Bottom Products & Customers by Net Sales

region	P & L values	P & L Chg %
⬆		
⊕ APAC	441.98	198.67
⊕ EU	200.77	259.88
⊕ LATAM	3.16	58.40
⊕ NA	177.94	186.03

segment	P & L values	P & L Chg %
⬆		
⊕ Accessories	244.85	269.67
⊕ Desktop	46.43	4,791.34
⊕ Networking	45.16	72.26
⊕ Notebook	266.49	208.45
⊕ Peripherals	166.51	174.64
⊕ Storage	54.42	97.48

Profit and Loss Statement

Line Item	2021	BM	Chg	Chg %
⬆				
Gross Sales	1,664.64	535.95	1,128.69	210.60
Pre Invoice Deduction	392.50	124.69	267.81	214.77
Net Invoice Sales	1,272.13	411.25	860.88	209.33
- Post Discounts	281.64	95.85	185.79	193.84
- Post Deductions	166.65	47.43	119.22	251.38
Total Post Invoice Deduction	448.29	143.27	305.01	212.89
Net Sales	823.85	267.98	555.87	207.43
- Manufacturing Cost	497.78	160.30	337.48	210.53
- Freight Cost	22.05	7.16	14.89	207.98
- Other Cost	3.39	1.10	2.29	209.52
Total COGS	523.22	168.56	354.66	210.41
Gross Margin	300.63	99.42	201.21	202.37
Gross Margin %	36.49	37.10	-0.61	-1.65
GM / Unit	5.99	4.79	1.21	25.21
Operational Expense	-355.28	-101.71	-253.57	249.30
Net Profit	-54.65	-2.29	-52.36	2,28...
Net Profit %	-6.63	-0.85	-5.78	676.38