



region, market
All

customer
All

segment, categor...
All

2018

2019

2020

2021

2022
Esst

Q2

Q3

Q4

YTD

YTG



\$477.04M✓
BM: 136.04M (+250.65%)
Net Sales

36.51%!
BM: 0.37 (-1.67%)
GM %

-6.63%!
BM: -0.01 (-607.82%)
Net Profit %

Profit & Loss Statement

Line Item	2021	BM	Chg	Chg %
Gross Sales	963.53	271.91	691.62	254.36
Pre Invoice Deduction	226.94	63.10	163.84	259.64
Net Invoice Sales	736.59	208.81	527.79	252.76
- Post Discounts	162.98	48.78	114.21	234.14
- Post Deductions	96.57	23.99	72.59	302.61
Total Post Invoice Deduction	259.56	72.76	186.79	256.71
Net Sales	477.04	136.04	340.99	250.65
- Manufacturing Cost	288.13	81.33	206.80	254.28
- Freight Cost	12.77	3.64	9.13	250.47
- Other Cost	1.96	0.56	1.41	253.67
Total COGS	302.86	85.53	217.34	254.12
Gross Margin	174.17	50.52	123.66	244.78
Gross Margin %	36.51	37.13	-0.62	-1.67
GM / Unit	5.99	4.77	1.22	25.55
Operational Expense	-205.79	-51.79	-154.00	297.36
Net Profit	-31.62	-1.27	-30.35	2,381.99
Net Profit %	-6.63	-0.94	-5.69	607.82

Net Sales Performance Over Time

vs LY vs Target



Top / Bottom Customers and Product by Net Sales

region	P&L Values	P&L Chg %
APAC	255.69	240.18
EU	116.50	329.67
LATAM	1.80	47.01
NA	103.05	216.68
Total	477.04	250.65

segment	P&L Values	P&L Chg %
Notebook	154.16	254.01
Accessories	141.78	320.16
Peripherals	96.64	212.94
Storage	31.59	123.92
Desktop	26.73	6,169.42
Networking	26.14	96.00

BM= Benchmark, LY= Last Year