



region, market  
All

customer  
All

segment, cate...  
All

fy\_desc  
2021

Quaters  
All

ytd\_ytg  
All

BM Target is not available for Selected filters

VS LY VS Target

## Net SalesPerformance Over Time

### Selection and vs BM by Date

Selection vs BM



### Top / Bottom & Customer byNet Sales

region	P & L Values	P & L Chg %	segment	P & L Values	P & L Chg %
+ APAC	441.98		+ Notebook	266.49	
+ EU	200.77		+ Accessories	244.85	
+ LATAM	3.16		+ Peripherals	166.51	
+ NA	177.94		+ Storage	54.42	
Total	823.85		+ Desktop	46.43	
			+ Networking	45.16	
			Total	823.85	

\$823.85M✓  
BM: (Blank) (+Infinity%)  
Net Sales

36.49%✓  
BM: (Blank) (+Infinity%)  
GM %

-6.63%!  
BM: (Blank) (-Infinity%)  
Net Profit %

### Profit and Loss Statement

Line Item	2021
Gross Sales	1,664.64
Pre Invoice Deduction	392.50
Net Invoice Sales	1,272.13
- Post Discounts	281.64
- Post Deductions	166.65
Total Post Invoice Deduction	448.29
Net Sales	823.85
- Manufacturing Cost	497.78
- Freight Cost	22.05
- Other Cost	3.39
Total COGS	523.22
Gross Margin	300.63
Gross Margin %	36.49
GM / Unit	5.99
Operational Expense	-355.28
Net profit	-54.65
Net profit	-6.63

BM = Benchmark LY = Last Year