

region, market customer segment, category, produ...

All All All 2019 2020 2021 2022 Est Q1 Q2 Q3 Q4 YTD YTG

\$111.37M✓
LY: \$29.11M (+282.57%) Net Sales

41.20%✓
LY: 37.43% (+10.08%) GM %

2.21%✓
LY: -0.04 (+150.38%) Net Profit %

Profit and Loss Statement

Line Item	2019	LY	YoY Chg	YoY Chg %
Gross Sales	209.06	58.32	150.74	258.47
Pre Invoice Deduction	47.44	13.92	33.52	240.83
Net Invoice Sales	161.62	44.40	117.22	263.99
- Post Discounts	29.72	10.66	19.06	178.70
- Post Deductions	20.53	4.63	15.90	343.68
Total Post Invoice Deduction	50.25	15.29	34.96	228.63
Net Sales	111.37	29.11	82.26	282.57
- Manufacturing Cost	62.34	17.40	44.94	258.35
- Freight Cost	2.64	0.73	1.91	262.83
- Other Cost	0.51	0.09	0.42	449.41
Total COGS	65.49	18.22	47.27	259.51
Gross Margin	45.89	10.90	34.99	321.12
Gross Margin %	41.20	37.43	3.77	10.08
GM / Unit	4.25	3.15	1.10	34.88
Operational Expense	-43.43	-12.17	-31.26	256.76
Net Profit	2.46	-1.28	3.74	-292.73
Net Profit %	2.21	-4.38	6.59	-150.38

Net Sales Performance Over Time

Top / Bottom Products & Customers by Net Sales

region	P & L values	P & L YoY Chg %
APAC	71.33	245.08
EU	17.22	881.12
LATAM	0.83	320.47
NA	22.01	239.00
Total	111.37	282.57

segment	P & L values	P & L YoY Chg %
Accessories	28.04	213.09
Desktop	0.00	0.00
Networking	17.36	436.97
Notebook	32.40	336.01
Peripherals	19.73	159.47
Storage	13.84	633.77
Total	111.37	282.57