



region, market ▾ customer ▾ segment, category, pr... ▾

All All All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

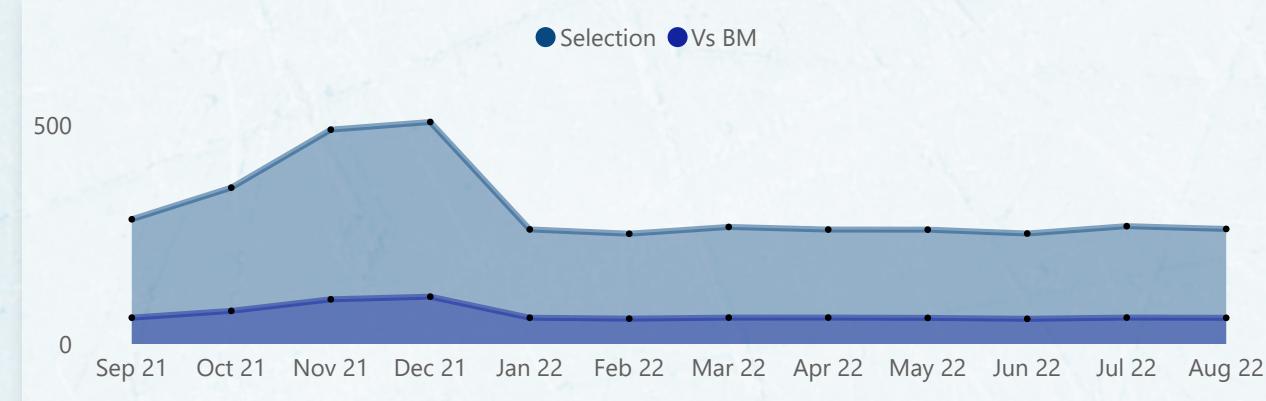
YTG

VS LY

VS
Target

Net Sales Performance Over Time

Top / Bottom Products & Customers by Net Sales



Profit and 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 Expense	-1,945.30	-355.28	-1,590.02	447.54
Net Profit	-522.42	-54.65	-467.77	855.93
Net Profit %	-13.98	-6.63	-7.35	110.79

region	P & L values	P & L YoY Chg %
+ APAC	1,923.77	33526.51%
+ EU	775.48	28626.05%
+ LATAM	14.82	36839.86%
+ NA	1,022.09	47440.15%
Total	3,736.17	35350.19%

segment	P & L values	P & L YoY Chg %
+ Accessories	454.10	8546.19%
+ Desktop	711.08	143154.87%
+ Networking	38.43	-1489.02%
+ Notebook	1,580.43	49306.46%
+ Peripherals	897.54	42902.49%
Total	3,736.17	35350.19%