



region, market ▼ customer ▼ segment, categ... ▼

All ▼ All ▼ All ▼

2018 2019 **2020** 2021 2022 EST Q1 **Q2** Q3 Q4 YTD YTG

vs LY vs Target

**\$86.47M**✓

BM: 30.62M (+182.37%)

Net sales

**37.13%**!

BM: 41.18% (-9.83%)

Gross Margin %

**-0.68%**!

BM: 2.25% (-130.16%)

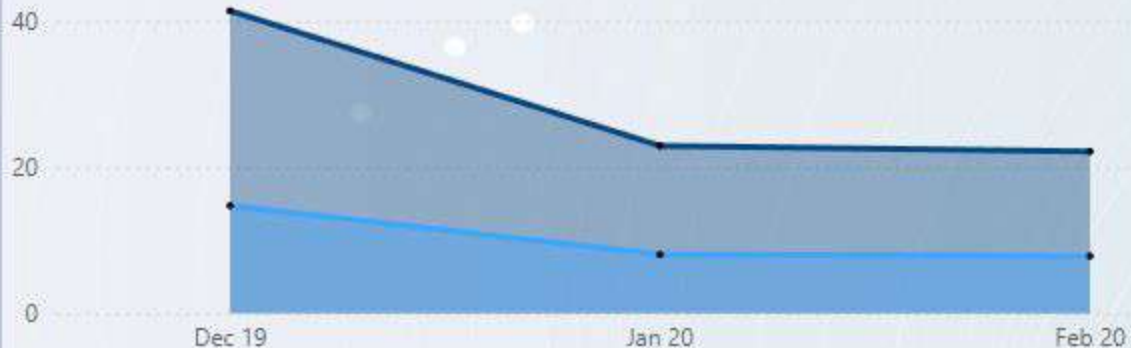
Net Profit %

### Profit and Loss Statement

Line Item	2020	BM	Chg	Chg %
Gross Sales	172.88	57.50	115.38	200.64
Pre Invoice Deduction	40.30	13.08	27.23	208.20
Net Invoice Sales	132.58	44.43	88.15	198.42
- Post Discounts	30.76	8.17	22.59	276.41
- Post Deductions	15.35	5.63	9.71	172.47
Total Post Invoice Deduction	46.11	13.81	32.30	234.00
Net Sales	86.47	30.62	55.85	182.37
- Manufacturing Cost	51.70	17.15	34.56	201.54
- Freight Cost	2.31	0.73	1.58	217.70
- Other Cost	0.35	0.14	0.21	153.22
Total COGS	54.37	18.01	36.35	201.81
Gross Margin	32.10	12.61	19.49	154.60
Gross Margin %	37.13	41.18	-4.05	-9.83
GM / Unit	4.83	4.24	0.59	13.83
Operationa Expense	-32.69	-11.92	-20.77	174.25
Net Profit	-0.59	0.69	-1.28	-185.17
Net Profit %	-0.68	2.25	-2.93	-130.16

### Net Sales Performance Over Time

Selection vs BM



### Top/Bottom Products & Customers by Net Sales

region	P & L values	P & L chg %
APAC	47.86	143.65
EU	18.83	291.63
LATAM	0.50	117.87
NA	19.28	224.48
<b>Total</b>	<b>86.47</b>	<b>182.37</b>

segment	P & L values	P & L chg %
Accessories	21.23	177.24
Desktop	0.32	
Networking	8.44	76.59
Notebook	28.02	213.13
Peripherals	19.60	262.86
Storage	8.85	130.98
<b>Total</b>	<b>86.47</b>	<b>182.37</b>