

## **Business Insight 360**





















## **Filter Panel**

Vs Target Vs LY

Q1 Q2 Q3 Q4

2019 2020

2021

2022 EST

YTD YTG

Segment, category

Customer

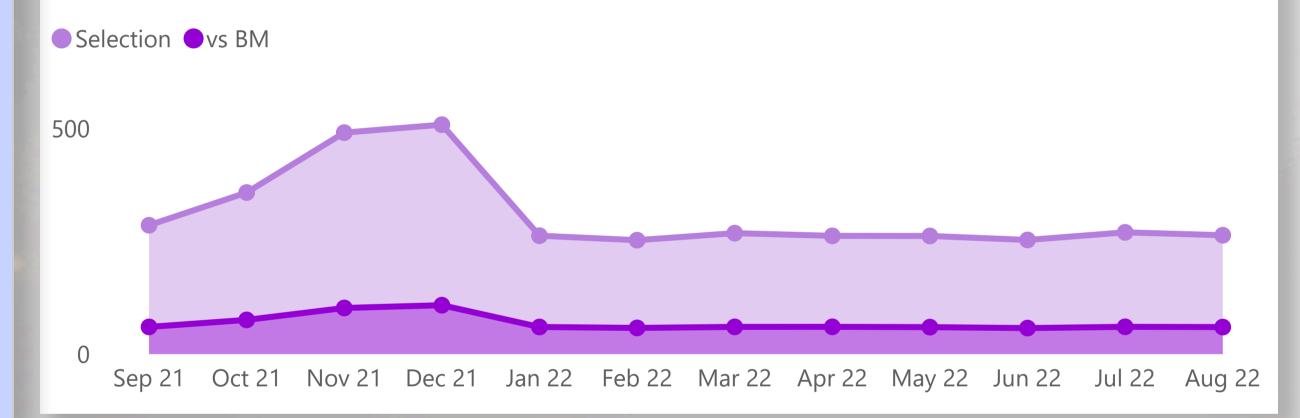
All

Region, market

All

BM = Benchmark ,LY = Last Year ODD = Out of Stock EI = Excess Inventory





## **Top/Bottom Product & Customer By Net Sales**

segment	Values	Chg %	region	Values ▼	Chg %
Accessories	454.10	85.46	→ APAC	1,923.77	335.27
Desktop	711.08	1,431.55		1,022.09	474.40
Networking	38.43	-14.89	⊕ EU	775.48	286.26
Notebook	1,580.43	493.06	± LATAM	14.82	368.40
Peripherals	897.54	439.03			
Storage	54.59	0.32			
Total	3,736.17	353.50			

## **Profit And Loss Statement**

Line Item	2022 EST	ВМ	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 Expence	-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