

Business Insight 360

ON

OFF

OFF

OFF

OFF

Filter Panel

Vs Target

Vs LY

Q1

Q2

Q3

Q4

2019

2020

2021

2022 EST

YTD

YTG

Segment, category

All

Customer

All

Region, market

All

BM = Benchmark ,LY = Last Year

ODD = Out of Stock

EI = Excess Inventory

\$3.74bn

Net Sales(\$)

NS \$

Last Year: \$823.85M

353.5%

↑

38.1%

Gross Margin %

GM%

Last Year: 36.49%

1.59%

↑

-13.98%

Net Profit %

NP %

Last Year: -6.63%

-110.79%

↓

Net Sales Performance over time

Selection

vs BM

500

0

Sep 21

Oct 21

Nov 21

Dec 21

Jan 22

Feb 22

Mar 22

Apr 22

May 22

Jun 22

Jul 22

Aug 22

Top/Bottom Product & Customer By Net Sales

segment

Values

Chg %

Accessories

454.10

85.46

Desktop

711.08

1,431.55

Networking

38.43

-14.89

Notebook

1,580.43

493.06

Peripherals

897.54

439.03

Storage

54.59

0.32

Total

3,736.17

353.50

region

Values

Chg %

APAC

1,923.77

335.27

NA

1,022.09

474.40

EU

775.48

286.26

LATAM

14.82

368.40

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 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