



FILTERS

vs LY vs Target

2019 2020 2021 2022
EST

Qtr 1 Qtr 2 Qtr 3 Qtr 4

YTD YTG

BY REGION/COUNTRY

All

BY CUSTOMER(s)

All

BY CATEGORY

All

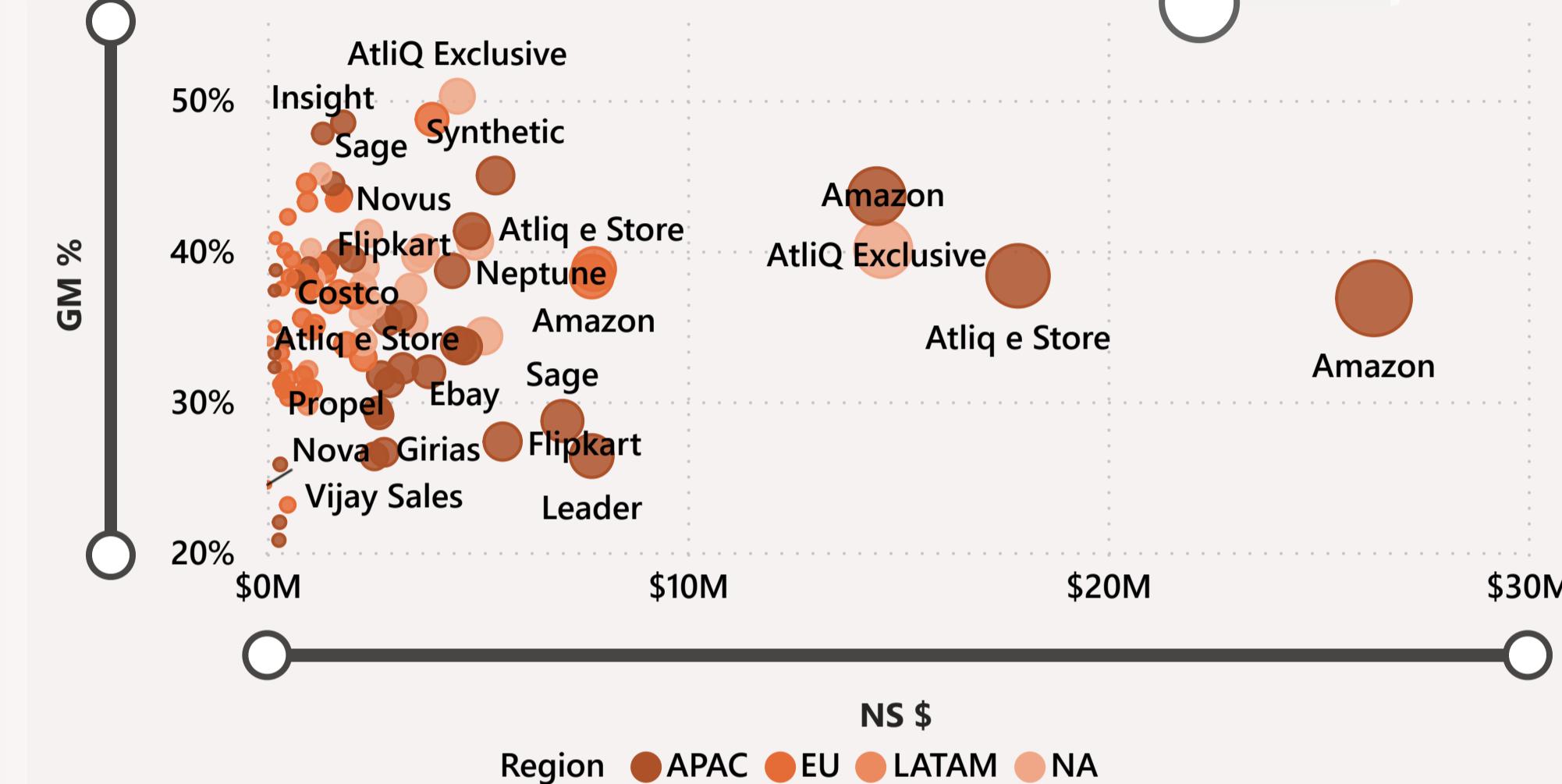
ABBREVIATIONS

BM = Benchmark | LY = Last Year
 GM = Gross Margin | NS = Net Sales
 NP = Net Profit | Chg = Change
 NE = Net Error | MS = Market Share
 FA = Forecast Accuracy
 EI = Excess Inventory
 OOS = Out Of Stock
 RC = Revenue Contribution

Net Sales Performance Over Time

Gross Margin% Variance

0%



Pre Invoice Deduction

124.69

Gross Margin
99.42

Net Sales 267.98

Total COGS 160

Total Post Invoice Deduction
143.27

Product Performance

customer product

| product | NS \$ | GM \$ | - | GM % | Δ GM % |
|---|----------|-------|---|--------|--------|
| AQ Wi Power Dx2 | \$14.37M | 5.46M | | 37.96% | -0.03 |
| AQ BZ Gen Y | \$12.09M | 4.47M | | 36.99% | -0.12 |
| AQ Wi Power Dx1 | \$11.84M | 4.38M | | 36.97% | -0.08 |
| AQ Lite | \$11.55M | 4.21M | | 36.47% | -0.13 |
| AQ BZ Compact | \$11.40M | 4.16M | | 36.47% | -0.12 |
| AQ Electron 5 3600 Desktop Processor | \$9.72M | 3.75M | | 38.59% | |
| AQ Elite | \$9.48M | 3.58M | | 37.74% | -0.07 |
| AQ Gamers | \$9.34M | 3.49M | | 37.41% | -0.10 |
| AQ BZ Gen Z | \$9.56M | 3.48M | | 36.38% | |
| AQ 5000 Series Ultron 8 5900X Desktop Processor | \$8.77M | 3.38M | | 38.59% | -0.09 |
| AQ Lite Ms | \$8.57M | 3.20M | | 37.33% | |
| AQ Clx1 | \$8.45M | 3.12M | | 36.88% | |
| AQ Maxima | \$8.35M | 3.08M | | 36.86% | |
| AQ 5000 Series Electron 8 5900X Desktop Processor | \$8.19M | 3.00M | | 36.66% | -0.14 |
| AQ 5000 Series Electron 9 5900X Desktop Processor | \$7.52M | 2.80M | | 37.20% | -0.12 |
| AQ Neuer SSD | \$7.85M | 2.76M | | 35.20% | -0.14 |
| AQ Digit | \$7.45M | 2.75M | | 36.96% | -0.10 |
| AQ Gamers Ms | \$7.33M | 2.71M | | 36.97% | -0.11 |
| AQ Master wireless x1 | \$6.95M | 2.56M | | 36.77% | -0.11 |