



FILTERS

vs LY

vs Target

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

YTG

Region, Market

All

Segment, category, Product

All

Customer

All

Abbreviations:

GM= Gross Margin | BM = Bench Mark |  
Chg= Change | LY = Last Year |  
YTD = Year To Date | YTG = Year To Go

NS \$

\$267.98M

BM: 111.37M | 140.61% ▲

GM %

37.10%

BM: 41.2% | -9.95% ▼

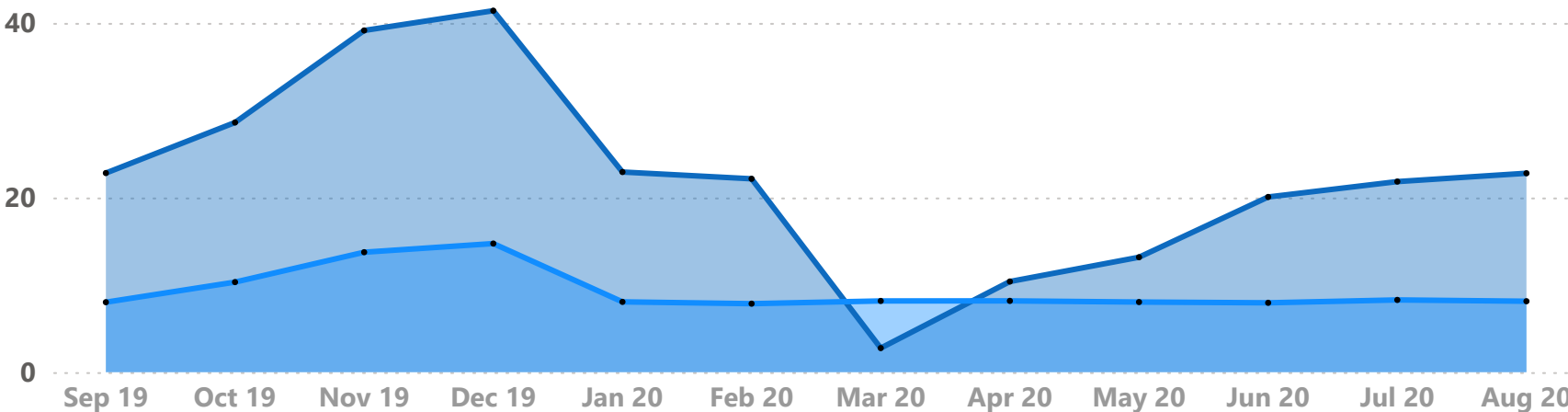
NP %

-0.85%

BM: 2.21% | -138.68% ▼

Net Sales Performance Over Time

● Selection ● vs BM



Top / Bottom Products & Customers by Net Sales

Region	P&L values	-	P&L Chg%
APAC	147.98	147.98	107.48
India	64.73		71.40
South Korea	22.38		42.67
Philippines	17.45		151.28
Australia	13.90		193.45
Indonesia	8.08		161.70
China	7.02		302.72
Pakistan	6.12		697.82
Bangladesh	2.94		396.54
Total	267.98	267.98	140.61

Segment	P&L values	-	P&L Chg%
Accessories	66.23		136.21
Desktop	0.95		
Networking	26.22		51.00
Notebook	86.39		166.63
Peripherals	60.63		207.22
Storage	27.56		99.17
Total	267.98	267.98	140.61

Profit and Loss Statement

Line Item	2020	BM	Chg	Chg %
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	95.85	29.72	66.13	222.51
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
GM / Unit	4.79	4.25	0.53	12.49
Operational Expense	-101.71	-43.43	-58.28	134.21
Net Profit	-2.29	2.46	-4.75	-193.08
Net Profit %	-0.85	2.21	-3.06	-138.68