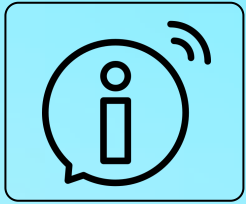




## Business Insights 360 By Srihari



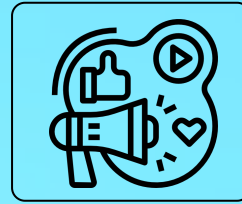
Info



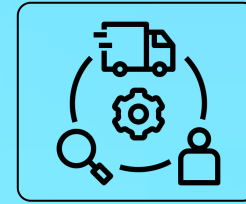
Finance View



Sales View



Marketing



Supply Chain View



Support



\$267.98M✓

LY: \$111.37M (+140.61%)

Net Sales

37.10%!

LY: 41.20% (-9.95%)

GM %

-0.85%!

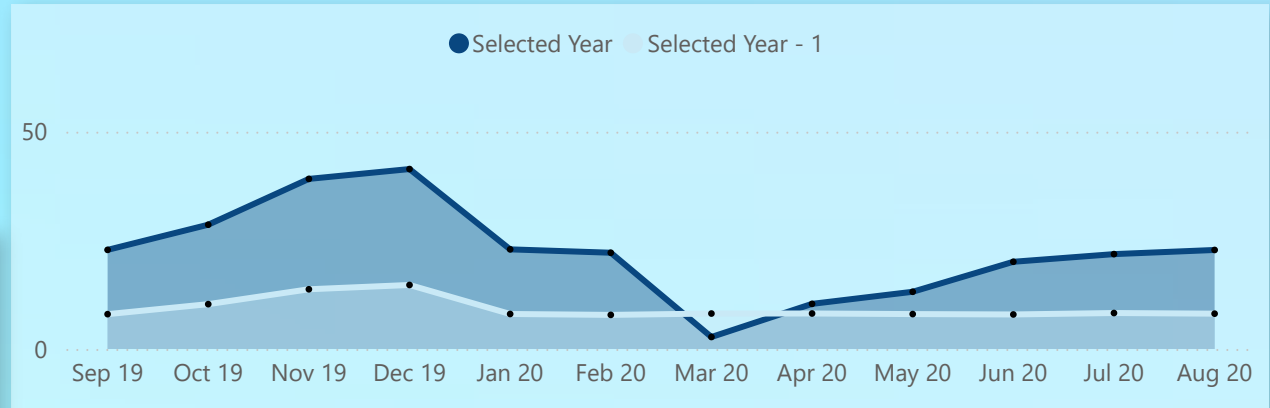
LY: 0.02 (-138.68%)

Net Profit %

Profit and Loss Statement

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

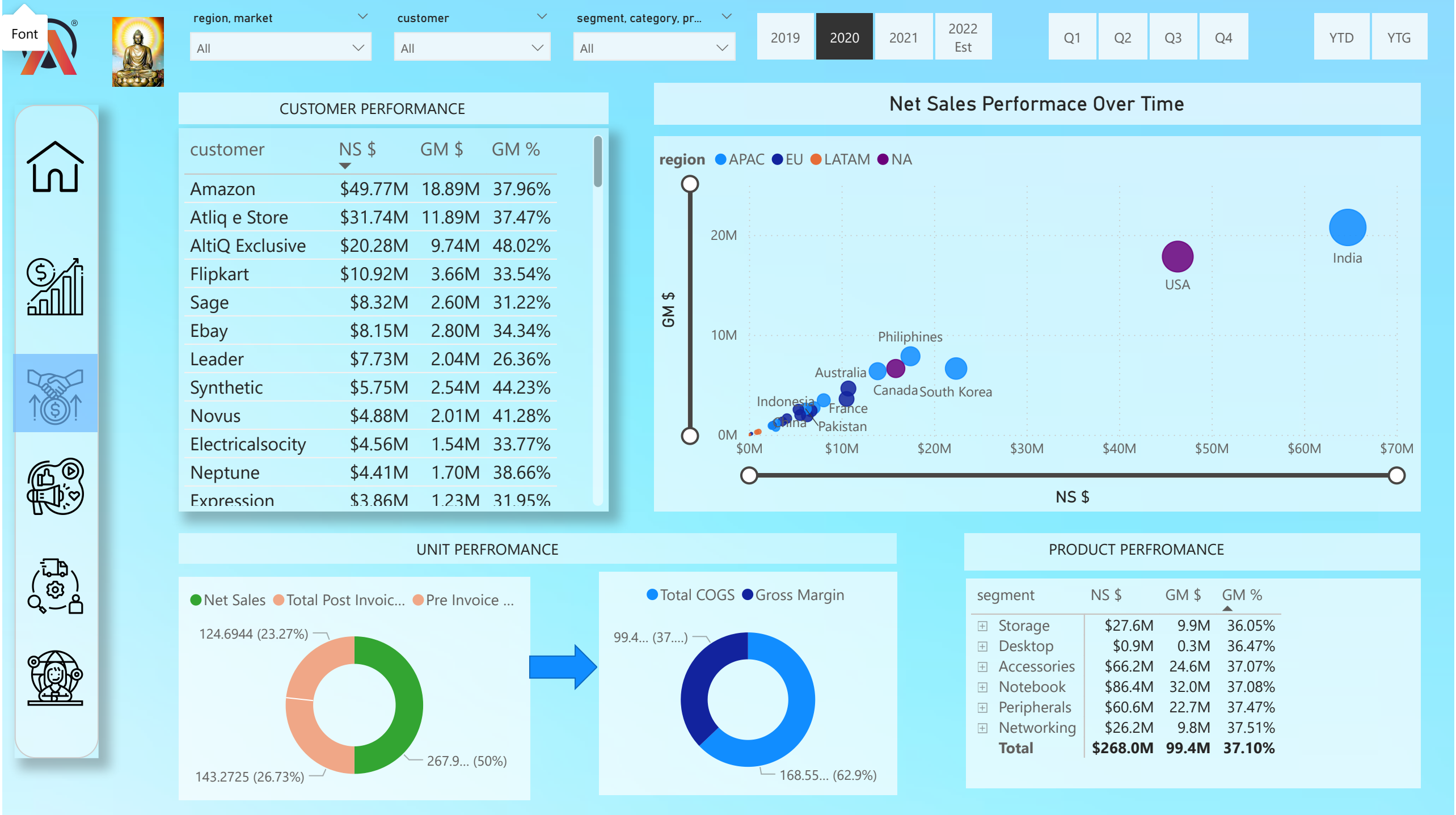
Net Sales Performance Over Time

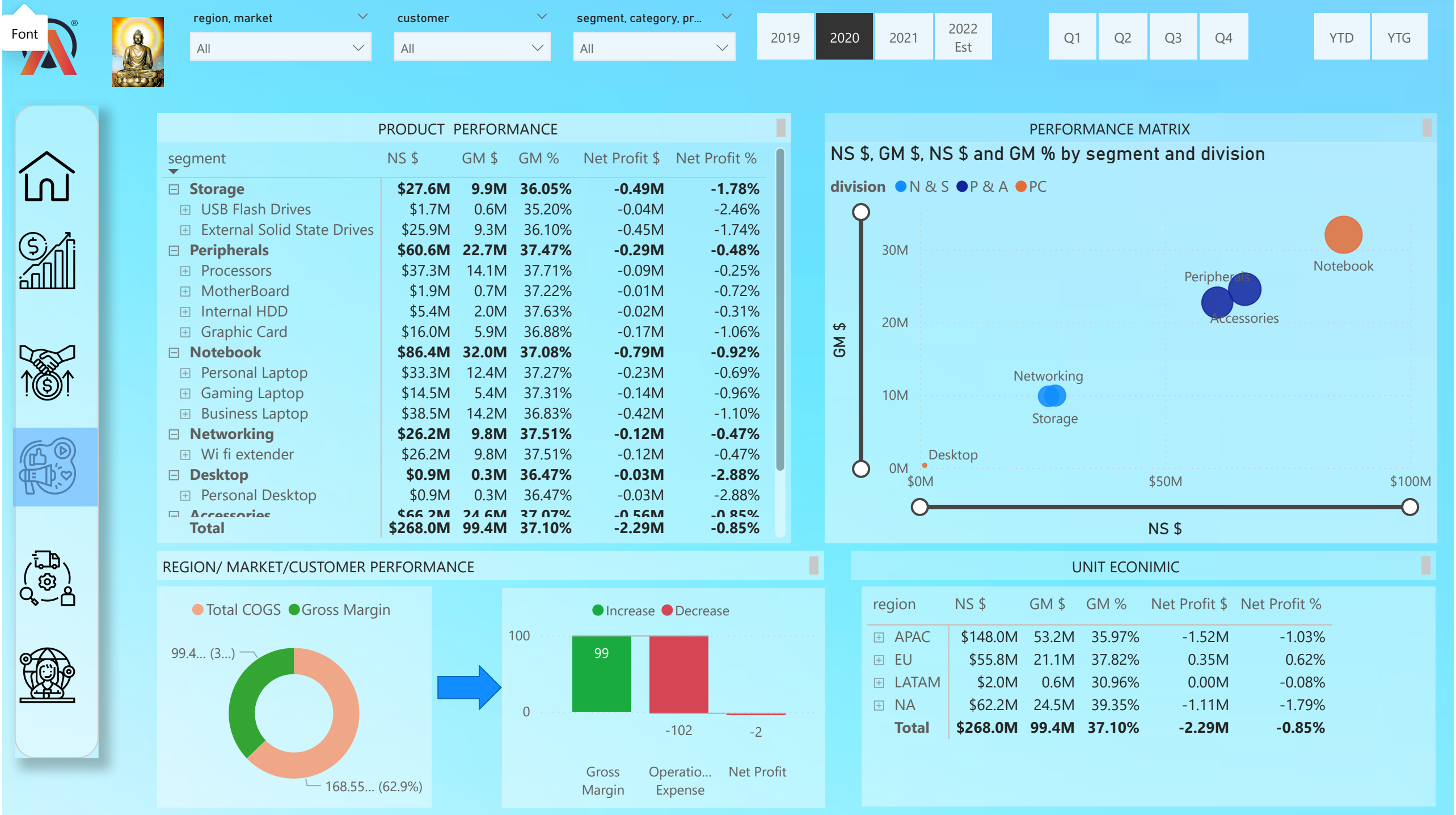


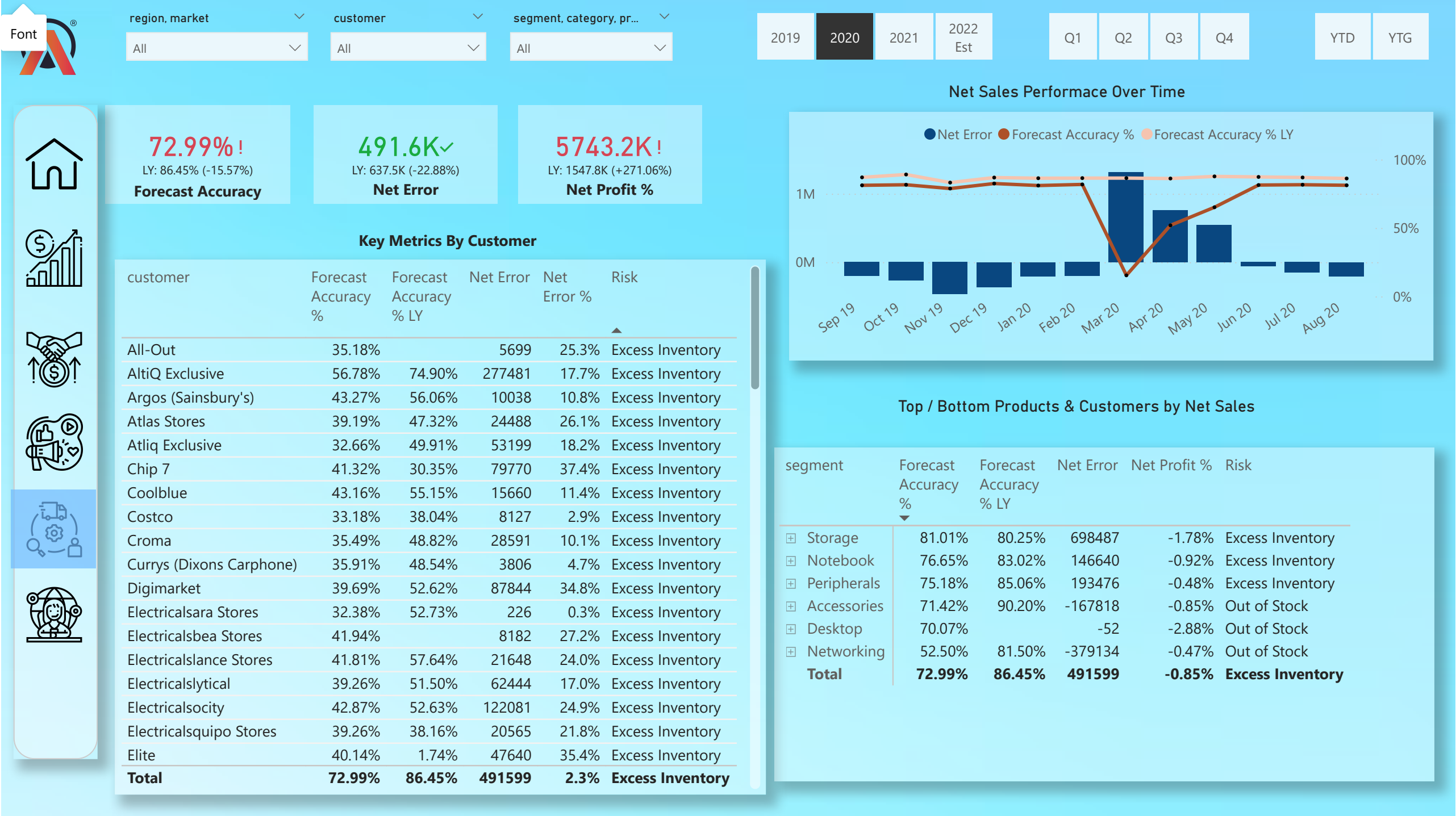
Top / Bottom Products & Customers by Net Sales

region	P & L values	P & L YoY Chg %
APAC	147.98	107.48
EU	55.79	224.03
LATAM	2.00	141.89
NA	62.21	182.70
Total	267.98	140.61

segment	P & L values	P & L YoY Chg %
Accessories	66.23	136.21
Desktop	0.95	0.00
Networking	26.22	51.00
Notebook	86.39	166.63
Peripherals	60.63	207.22
Storage	27.56	99.17
Total	267.98	140.61



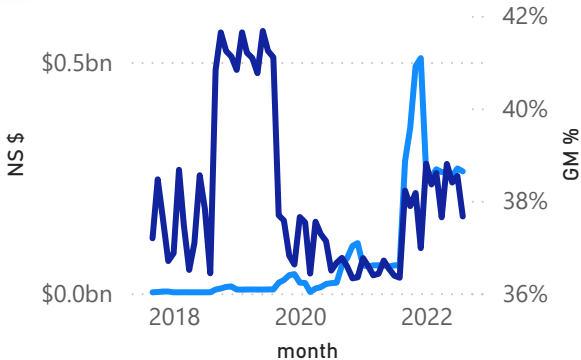




# NS \$ and GM % by month

Font

● NS \$ ● GM %



Font



YTD

YTG



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