



region, market

All

customer

All

segment, category, produ...

All

2019

2020

2021

2022  
Est

Q1

Q2

Q3

Q4

YTD

YTG



\$111.37M✓

LY: \$29.11M (+282.57%)

Net Sales

41.20%✓

LY: 37.43% (+10.08%)

GM %

2.21%✓

LY: -0.04 (+150.38%)

Net Profit %

## Profit and Loss Statement

Line Item	2019	LY	YoY Chg	YoY Chg %
Gross Sales	209.06	58.32	150.74	258.47
Pre Invoice Deduction	47.44	13.92	33.52	240.83
Net Invoice Sales	161.62	44.40	117.22	263.99
- Post Discounts	29.72	10.66	19.06	178.70
- Post Deductions	20.53	4.63	15.90	343.68
Total Post Invoice Deduction	50.25	15.29	34.96	228.63
Net Sales	111.37	29.11	82.26	282.57
- Manufacturing Cost	62.34	17.40	44.94	258.35
- Freight Cost	2.64	0.73	1.91	262.83
- Other Cost	0.51	0.09	0.42	449.41
Total COGS	65.49	18.22	47.27	259.51
Gross Margin	45.89	10.90	34.99	321.12
Gross Margin %	41.20	37.43	3.77	10.08
GM / Unit	4.25	3.15	1.10	34.88
Operational Expense	-43.43	-12.17	-31.26	256.76
Net Profit	2.46	-1.28	3.74	-292.73
Net Profit %	2.21	-4.38	6.59	-150.38

## Net Sales Performance Over Time



## Top / Bottom Products &amp; Customers by Net Sales

region	P & L values	P & L YoY Chg %
APAC	71.33	245.08
EU	17.22	881.12
LATAM	0.83	320.47
NA	22.01	239.00
<b>Total</b>	<b>111.37</b>	<b>282.57</b>

segment	P & L values	P & L YoY Chg %
Accessories	28.04	213.09
Desktop		0.00
Networking	17.36	436.97
Notebook	32.40	336.01
Peripherals	19.73	159.47
Storage	13.84	633.77
<b>Total</b>	<b>111.37</b>	<b>282.57</b>

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Finance View

Business Insight 360 | Data updated 16/12...

110%