



## Finance



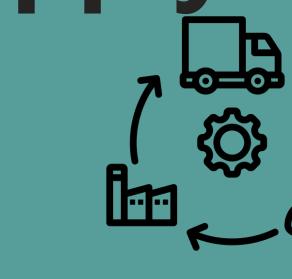
## Sales



## Marketing



## Supply Chain



## Executive



## FILTERS

## Select Benchmark

vs LY      vs Target

2018    2019    2020    2021    2022 EST

Q1    Q2    Q3    Q4

YTD    YTG

## BY REGION, MARKET

All

## BY CUSTOMER

All

## BY SEGMENT, CATEGORY, PRODUCT

All

## ABBREVIATIONS

BM = Benchmark | LY = Last Year

NS = Net Sales | GM = Gross Margin

Chg = Change | COGS = Cost of Goods Sold

RC% = Revenue Contribution | ABS = Absolute

EI = Excess Inventory | OOS = Out of Stock

ALL VALUES ARE IN MILLION \$

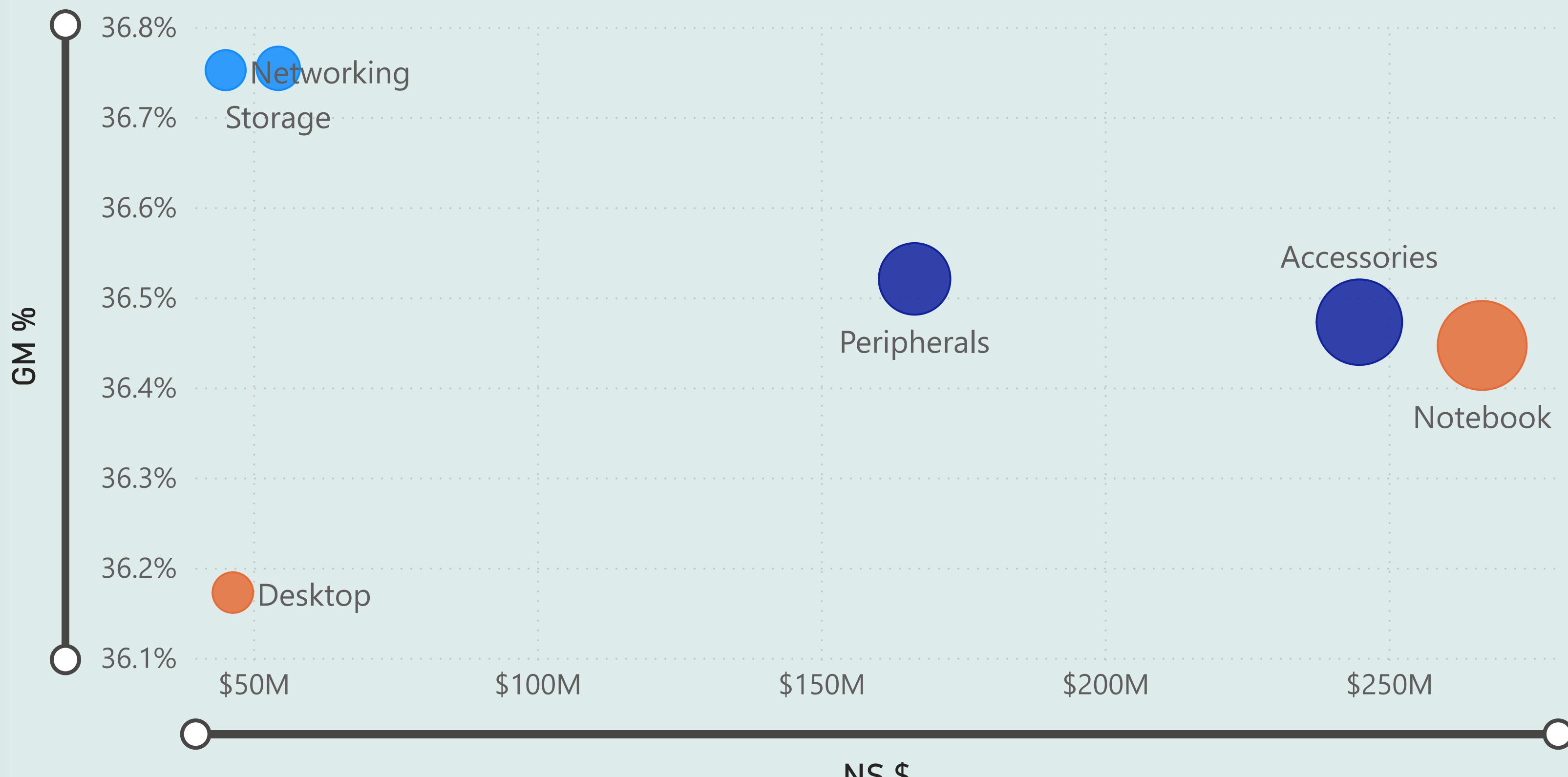
## Product Performance

segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
Accessories	\$244.85M	\$89.30M	36.47%	-16.28M	-6.65%
Desktop	\$46.43M	\$16.79M	36.17%	-3.27M	-7.04%
Networking	\$45.16M	\$16.60M	36.75%	-2.91M	-6.44%
Notebook	\$266.49M	\$97.12M	36.45%	-17.71M	-6.64%
Peripherals	\$166.51M	\$60.81M	36.52%	-11.02M	-6.62%
Storage	\$54.42M	\$20.00M	36.75%	-3.46M	-6.36%

Show NP%

## Performance Matrix

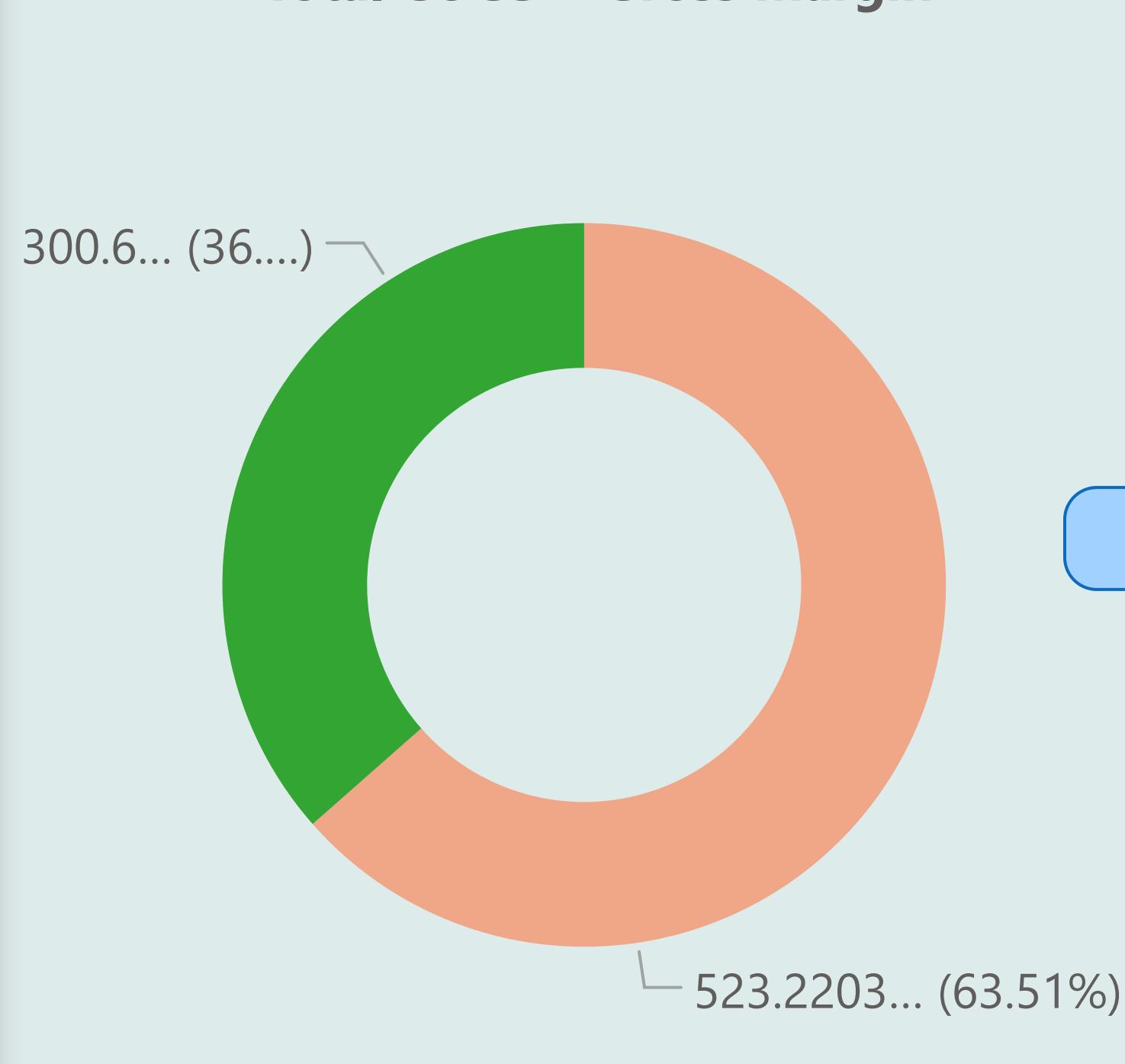
division • N &amp; S • P &amp; A • PC



## Region / Market / Customer Performance

region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
APAC	\$441.98M	\$156.21M	35.34%	-33.33M	-7.54%
EU	\$200.77M	\$76.98M	38.34%	2.81M	1.40%
LATAM	\$3.16M	\$1.19M	37.54%	0.20M	6.18%
NA	\$177.94M	\$66.25M	37.23%	-24.32M	-13.67%

● Total COGS ● Gross Margin



## Unit Economics

● Increase ● Decrease

