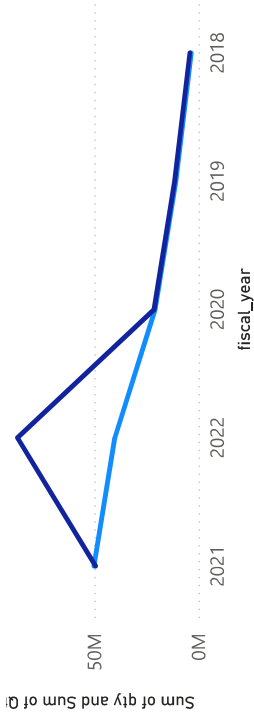


fiscal_year				
2018	2019	2020	2021	2022

fiscal_year					Dimension Table		
2018	2019	2020	2021	2022			

fiscal_year	Sum of freight_pct	Sum of qty
2018		3454150
2019		10784989
2020		20772889
2021	0.70	50164582
2022		40114946
Total	0.70	125291556

r



	2018	2019	2020	2021	2022	Total
Sum of Gross_sales_amount	\$58,321,003.9459	\$209,061,401.6318	\$535,945,771.902	\$1,664,639,273.5356	\$3,258,678,918.8048	<b>\$5,726,646,369.8201</b>
Sum of Net_invoice_sales_amount	\$44,402,346.5961	\$161,622,082.9231	\$411,251,323.5238	\$1,272,134,937.2737	\$2,494,480,977.3575	<b>\$4,383,891,667.6742</b>
Sum of Post_invoice_deduction_amount	\$10,663,080.3868	\$29,718,264.6214	\$95,845,888.7103	\$281,637,192.0919	\$558,548,659.684	<b>\$976,413,085.4944</b>
Sum of Post_invoice_other_deduction_amount	\$4,627,094.743	\$20,529,647.6731	\$47,426,588.3738	\$166,648,725.6372	\$293,026,510.4125	<b>\$532,258,566.8396</b>
Sum of Net_Sales_amount	\$29,112,171.4663	\$111,374,170.6286	\$267,978,846.4397	\$823,849,019.5446	\$1,642,905,807.261	<b>\$2,875,220,015.3402</b>

Line ItemP&L\_valuesP&L LY YOY ChgYoY ChgYoY Chg%

- Post Discounts	95.85	29.72	66.13	2.23%
Total Post Invoice Deduction	143.27	50.25	93.02	1.85%
- Freight Cost	7.16	2.64	4.52	1.71%
Pre Invoice Deduction	124.69	47.44	77.26	1.63%
Total COGS	168.56	65.49	103.07	1.57%
- Manufacturing Cost	160.30	62.34	97.96	1.57%
Gross Sales	535.95	209.06	326.88	1.56%
Net Invoice Sales	411.25	161.62	249.63	1.54%
Net Sales	267.98	111.37	156.60	1.41%
- Post Deductions	47.43	20.53	26.90	1.31%
Gross Margin	99.42	45.89	53.53	1.17%
- Other Cost	1.10	0.51	0.59	1.15%
GM / Unit	4.79	4.25	0.53	0.12%
Gross Margin %	37.10	41.20	-4.10	-0.10%

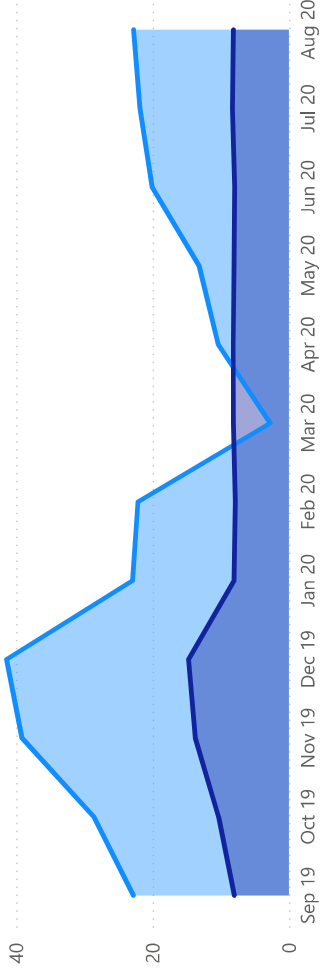
2018201920202022 Est

YTDYGTYGT

Q1Q2Q3Q4

NetSalesPerformance over time

Selected year -1Selected year



market	P&L_values	P&L YoY Chg%	segment	P&L_values	P&L YoY Chg%
Australia	13.90	1.93%	Desktop	0.95	0.00%
Austria	0.13	0.00%	Networking	26.22	0.51%
Bangladesh	2.94	3.97%	Storage	27.56	0.99%
Brazil	1.05	1.01%	Accessories	66.23	1.36%
Canada	15.87	1.71%	Notebook	86.39	1.67%
Chile	0.09	0.00%	Peripherals	60.63	2.07%
China	7.02	3.03%	Total	267.98	1.41%
Columbia	0.02	0.00%			
France	10.74	0.98%			
Germany	6.71	0.92%			
Italy	0.77	0.77%			
Total	267.98	1.41%			

\$411.25...  
Netinvoicesales\_ \$