



region, market

All

customer

All

segment, category, pr...

All

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

YTG

**\$3.74bn✓**

Bm: 823.85M (+353.5%)

**Net Sales****38.08%✓**

Bm: 36.49% (+4.37%)

**GM %****-13.98%!** 

Bm: -6.63% (-110.79%)

**Net Profit %****Profit and Loss Statement**

Line Item	2022Est	BM	Chg	Chg %
Gross Sales	7,370.14	1,664.64	5,705.50	342.75
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
- Post Discounts	1,243.54	281.64	961.90	341.54
- Post Deductions	663.42	166.65	496.77	298.09
Total Post Invoice Deduction	1,906.95	448.29	1,458.67	325.39
Net Sales	3,736.17	823.85	2,912.32	353.50
- Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
- Freight Cost	100.49	22.05	78.43	355.64
- Other Cost	15.52	3.39	12.14	358.03
Total COGS	2,313.29	523.22	1,790.07	342.13
Gross Margin	1,422.88	300.63	1,122.25	373.30
Gross Margin %	38.08	36.49	1.59	4.37
GM / Unit	15.76	5.99	9.77	162.95
Operational expense	-1,945.30	-355.28	-1,590.02	447.54
Net Profit	-522.42	-54.65	-467.77	855.93
Net Profit %	-13.98	-6.63	-7.35	110.79

**Net Sales Performance over time**

vs LY

vs  
Target**Top/Bottom Product & Customers byNet Sales**

region	P&L values	P & L YOY chg %	segment	P&L values	P & L YOY chg %
APAC	1923.77	335.27	Accessories	454.10	85.46
EU	775.48	286.26	Desktop	711.08	1,431.55
LATAM	14.82	368.40	Networking	38.43	-14.89
NA	1022.09	474.40	Notebook	1580.43	493.06
<b>Total</b>	<b>3736.17</b>	<b>353.50</b>	Peripherals	897.54	439.03
			Storage	54.59	0.32