



market, re... ▾

All ▾

customer ▾

All ▾

segment, ca... ▾

All ▾

2018

2019

2020

2021

2022 EST

YTD

YTG

Q1

Q2

Q3

Q4

vs LY

vs Targ...



Product Performance

segment	NS \$	GM \$	GM %	Net_Profit	NP %
Networking	\$38.4M	14.8M	38.5%	-5.3M	-13.7%
Storage	\$54.6M	20.9M	38.3%	-7.5M	-13.8%
Accessories	\$454.1M	172.6M	38.0%	-63.8M	-14.0%
Desktop	\$711.1M	272.4M	38.3%	-97.8M	-13.8%
Peripherals	\$897.5M	341.2M	38.0%	-125.9M	-14.0%
Notebook	\$1,580.4M	601.0M	38.0%	-222.2M	-14.1%
Total	\$3,736.2M	1,422.9M	38.1%	-522.4M	-14.0%

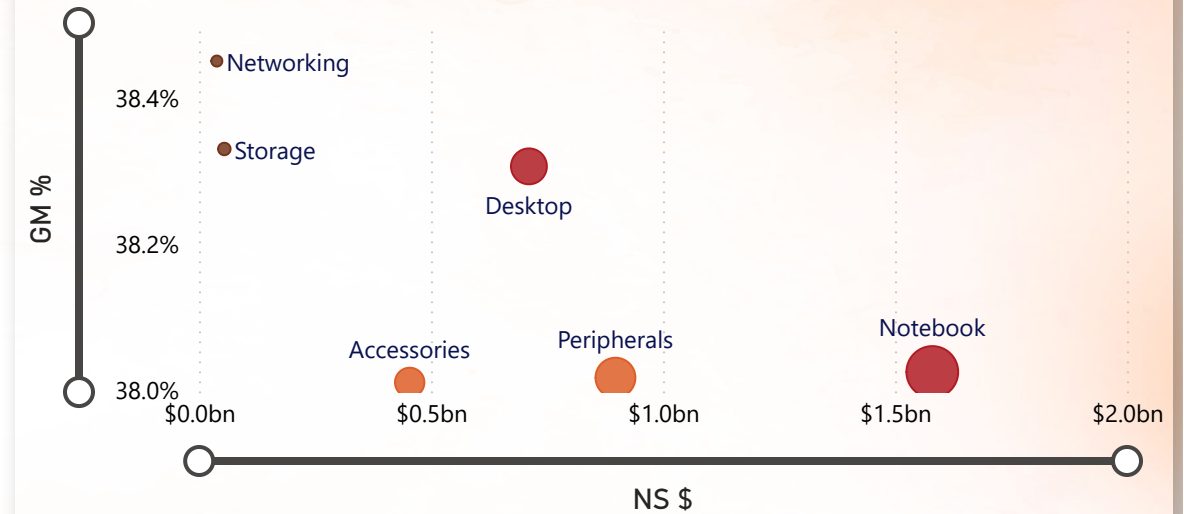
Region/ Market/ Customer Performance

region	NS \$	GM \$	GM %	Net_Profit	NP %
LATAM					
Mexico	\$5.8M	2.4M	41.1%	0.1M	2.1%
Chile	\$3.0M	1.2M	38.4%	0.1M	2.0%
Columbia	\$1.0M	0.3M	30.4%	0.0M	-3.2%
Brazil	\$5.0M	1.3M	26.8%	-0.6M	-11.8%
EU	\$775.5M	267.8M	34.5%	-95.5M	-12.3%
NA	\$1,022.1M	459.7M	45.0%	-145.3M	-14.2%

Show NP %

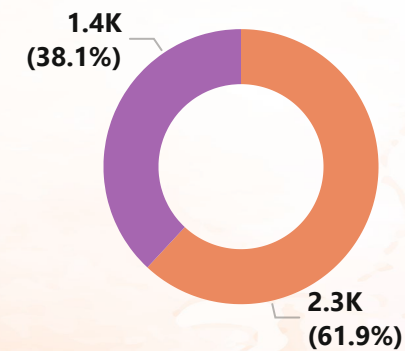
Performance Matrix

division ● N & S ● P & A ● PC



Unit Economics

● Total COGS ● Gross Margin



● Increase ● Decrease

