

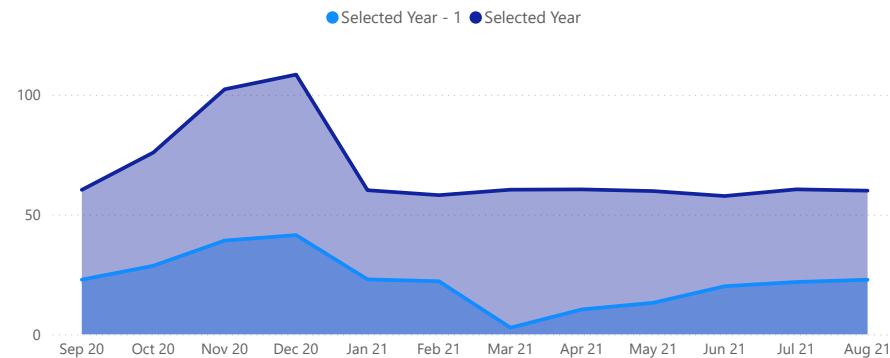
2019	2020	2021	2022 Est
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Q1	Q2	Q3	Q4
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YTD	YTG
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Line Item	2021	LY	YoY	YoY %
Gross Sales	1,664.64	535.95	1,128.69	210.60
Pre Invoice Deduction	392.50	124.69	267.81	214.77
Net Invoice Sales	1,272.13	411.25	860.88	209.33
- Post Discounts	281.64	95.85	185.79	193.84
- Post Deductions	166.65	47.43	119.22	251.38
Total Post Invoice Deduction	448.29	143.27	305.01	212.89
Net Sales	823.85	267.98	555.87	207.43
- Manufacturing Cost	497.78	160.30	337.48	210.53
- Freight Cost	22.05	7.16	14.89	207.98
- Other Cost	3.39	1.10	2.29	209.52
Total COGS	523.22	168.56	354.66	210.41
Gross Margin	300.63	99.42	201.21	202.37
Gross Margin %	36.49	37.10	-0.61	-1.65
GM / Unit	5.99	4.79	1.21	25.21
Operational Expense	-355.28	-101.71	-253.57	249.30
Net Profit	-54.65	-2.29	-52.36	2,286.82
Net Profit %	-6.63	-0.85	-5.78	676.38

### Net Sales Performance Over Time



market      P & L Values      YoY Chng %

market	P & L Values	YoY Chng %
Brazil	1.00	-4.31
Pakistan	7.41	21.16
Mexico	1.20	42.50
Poland	7.76	89.02
Australia	27.60	98.51
Philippines	41.88	139.94
Netherlands	13.22	147.44
Germany	17.35	158.50
Italy	16.92	168.44
USA	132.05	184.93
South Korea	64.01	185.97
Canada	45.89	189.24
<b>Total</b>	<b>823.85</b>	<b>207.43</b>

segment      P & L Values      YoY Chng %

segment	P & L Values	YoY Chng %
Accessories	244.85	269.67
Desktop	46.43	4,791.34
Networking	45.16	72.26
Notebook	266.49	208.45
Peripherals	166.51	174.64
Storage	54.42	97.48
<b>Total</b>	<b>823.85</b>	<b>207.43</b>