



region, market, customer segment, category, pr...

2019 2020 2021 2022 Est

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 | 2022 Est | 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 Products & Customers by Net Sales

| region | P & L values | P & L Chg % |
|--------|--------------|-------------|
| APAC | 1,923.77 | 335.27 |
| EU | 775.48 | 286.26 |
| LATAM | 14.82 | 368.40 |
| NA | 1,022.09 | 474.40 |
| Total | 3,736.17 | 353.50 |

| segment | P & L values | P & L Chg % |
|-------------|--------------|-------------|
| Accessories | 454.10 | 85.46 |
| Desktop | 711.08 | 1,431.55 |
| Networking | 38.43 | -14.89 |
| Notebook | 1,580.43 | 493.06 |
| Peripherals | 897.54 | 439.03 |
| Storage | 54.59 | 0.32 |
| Total | 3,736.17 | 353.50 |

BM = Benchmark, LY=Last Year