



region, market

All

customer

All

segment, category, product

All

2019

2020

2021

2022  
Est

Q1

Q2

Q3

Q4

YTD

YTG

vs LY

vs Target



\$267.98M✓

BM: 111.37M (+140.61%)

Net Sales

37.10%!

BM: 41.20% (-9.95%)

GM %

-0.85%!

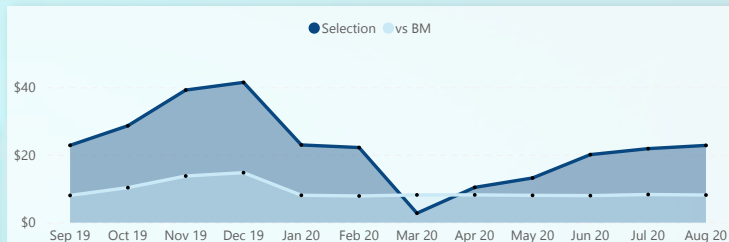
BM: 0.02 (-138.68%)

Net Profit %

## Profit and Loss Statement

Line Item	2020	BM	Chg	Chg %
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	47.43	20.53	26.90	131.02
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
Operational Expense	-101.71	-43.43	-58.28	134.21
Net profit	-2.29	2.46	-4.75	-193.08
Net profit %	-0.85	2.21	-3.06	-138.68

## Net Sales Performance Over Time



## Top / Bottom Products &amp; Customers by Net Sales

region	P & L Values	P & L YoY chg %	segment	P & L Values	P & L YoY chg %
APAC	\$147.98	107.48	Storage	\$27.56	99.17
NA	\$62.21	182.70	Peripherals	\$60.63	207.22
EU	\$55.79	224.03	Notebook	\$86.39	166.63
LATAM	\$2.00	141.89	Networking	\$26.22	51.00
Total	\$267.98	140.61	Desktop	\$0.95	
			Accessories	\$66.23	136.21

BM = Benchmark, LY = Last Year



region, market

All

customer

All

segment, category, product

All

2019

2020

2021

2022  
Est

Q1

Q2

Q3

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vs LY

vs Target



\$823.85M✓

BM: 267.98M (+207.43%)

Net Sales

36.49%!

BM: 37.10% (-1.65%)

GM %

-6.63%!

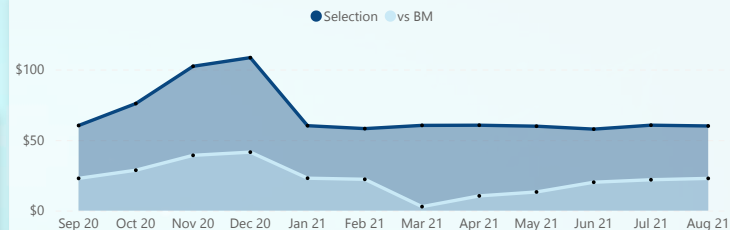
BM: -0.01 (-676.38%)

Net Profit %

## Profit and Loss Statement

Line Item	2021	BM	Chg	Chg %
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	166.65	47.43	119.22	251.38
- 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
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



## Top / Bottom Products &amp; Customers by Net Sales

region	P & L Values	P & L YoY chg %	segment	P & L Values	P & L YoY chg %
⊕ APAC	\$441.98	198.67	⊕ Storage	\$54.42	97.48
⊕ EU	\$200.77	259.88	⊕ Peripherals	\$166.51	174.64
⊕ NA	\$177.94	186.03	⊕ Notebook	\$266.49	208.45
⊕ LATAM	\$3.16	58.40	⊕ Networking	\$45.16	72.26
<b>Total</b>	<b>\$823.85</b>	<b>207.43</b>	⊕ Desktop	\$46.43	4,791.34
			⊕ Accessories	\$244.85	269.67

BM = Benchmark, LY = Last Year



region, market

All

customer

All

segment, category, product

All

2019

2020

2021

2022  
Est

Q1

Q2

Q3

Q4

YTD

YTG

vs LY

vs Target



\$3.74bn✓

BM: 823.85M (+353.5%)

Net Sales

38.08%✓

BM: 36.49% (+4.37%)

GM %

-13.98%!

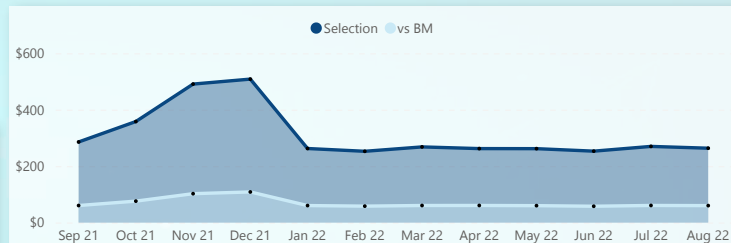
BM: -0.07 (-110.79%)

Net Profit %

## Profit and Loss Statement

Line Item	2021	BM	Chg	Chg %
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	166.65	47.43	119.22	251.38
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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



## Top / Bottom Products &amp; Customers by Net Sales

region	P & L Values	P & L YoY chg %	segment	P & L Values	P & L YoY chg %
APAC	\$1,923.77	335.27	Storage	\$54.59	0.32
NA	\$1,022.09	474.40	Peripherals	\$897.54	439.03
EU	\$775.48	286.26	Notebook	\$1,580.43	493.06
LATAM	\$14.82	368.40	Networking	\$38.43	-14.89
Total	\$3,736.17	353.50	Desktop	\$711.08	1,431.55
			Accessories	\$454.10	85.46

BM = Benchmark, LY = Last Year