



region, market

All

customer

All

segment, category, product

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

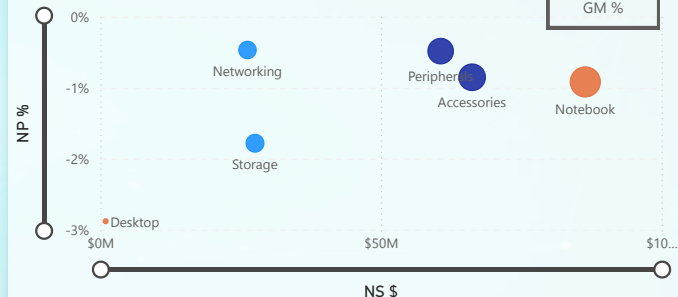
YTG

Product Performance

segment	NS \$	GM \$	GM %	Net profit \$	NP %
▣ Notebook	\$86.39M	32.04M	37.08%	-0.79M	-0.92%
▣ Accessories	\$66.23M	24.56M	37.07%	-0.56M	-0.85%
▣ Peripherals	\$60.63M	22.72M	37.47%	-0.29M	-0.48%
▣ Storage	\$27.56M	9.93M	36.05%	-0.49M	-1.78%
▣ Networking	\$26.22M	9.83M	37.51%	-0.12M	-0.47%
▣ Desktop	\$0.95M	0.35M	36.47%	-0.03M	-2.88%
Total	\$267.98M	99.42M	37.10%	-2.29M	-0.85%

Performance Matrix

division ● N & S ● P & A ● PC

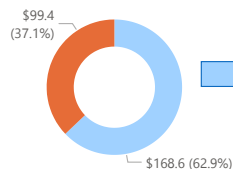


Region/Market/Customer Performance

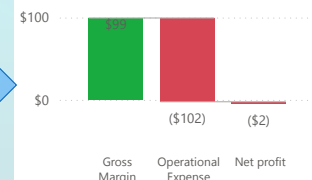
region	NS \$	GM \$	GM %	Net profit \$	NP %
▣ EU	\$55.79M	21.10M	37.82%	0.35M	0.62%
▣ LATAM	\$2.00M	0.62M	30.96%	0.00M	-0.08%
▣ NA	\$62.21M	24.48M	39.35%	-1.11M	-1.79%
▣ APAC	\$147.98M	53.23M	35.97%	-1.52M	-1.03%
Total	\$267.98M	99.42M	37.10%	-2.29M	-0.85%

Unit Economics

● Total COGS ● Gross Margin



● Increase ● Decrease





region, market

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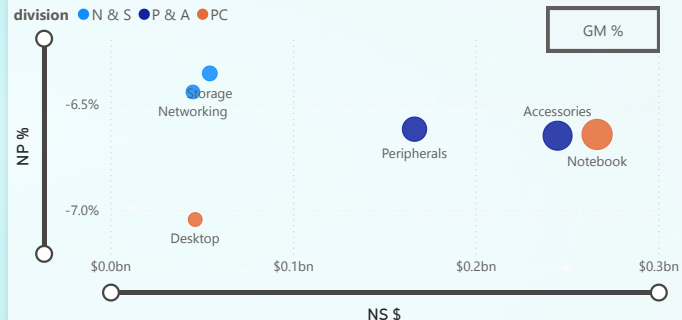
YTD

YTG

Product Performance

segment	NS \$	GM \$	GM %	Net profit \$	NP %
Notebook	\$266.49M	97.12M	36.45%	-17.71M	-6.64%
Accessories	\$244.85M	89.30M	36.47%	-16.28M	-6.65%
Peripherals	\$166.51M	60.81M	36.52%	-11.02M	-6.62%
Storage	\$54.42M	20.00M	36.75%	-3.46M	-6.36%
Desktop	\$46.43M	16.79M	36.17%	-3.27M	-7.04%
Networking	\$45.16M	16.60M	36.75%	-2.91M	-6.44%
Total	\$823.85M	300.63M	36.49%	-54.65M	-6.63%

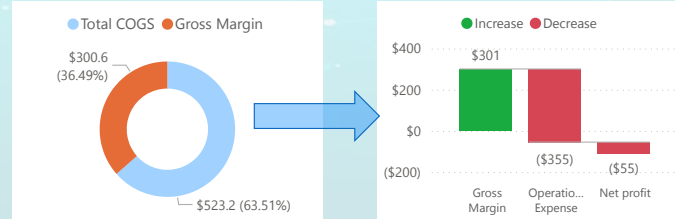
Performance Matrix



Region/Market/Customer Performance

region	NS \$	GM \$	GM %	Net profit \$	NP %
EU	\$200.77M	76.98M	38.34%	2.81M	1.40%
LATAM	\$3.16M	1.19M	37.54%	0.20M	6.18%
NA	\$177.94M	66.25M	37.23%	-24.32M	-13.67%
APAC	\$441.98M	156.21M	35.34%	-33.33M	-7.54%
Total	\$823.85M	300.63M	36.49%	-54.65M	-6.63%

Unit Economics





region, market

All

customer

All

segment, category, product

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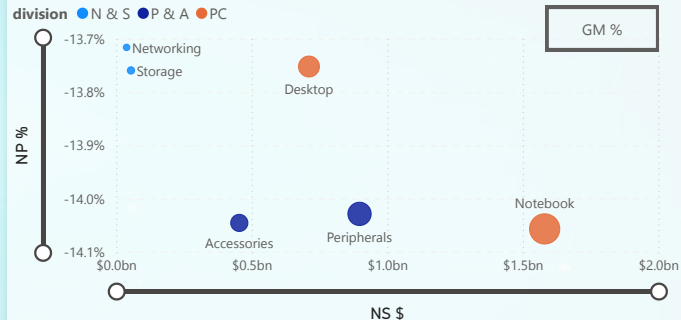
YTD

YTG

Product Performance

segment	NS \$	GM \$	GM %	Net profit \$	NP %
▣ Notebook	\$1,580.43M	600.96M	38.03%	-222.16M	-14.06%
▣ Peripherals	\$897.54M	341.22M	38.02%	-125.91M	-14.03%
▣ Desktop	\$711.08M	272.39M	38.31%	-97.79M	-13.75%
▣ Accessories	\$454.10M	172.61M	38.01%	-63.78M	-14.05%
▣ Storage	\$54.59M	20.93M	38.33%	-7.51M	-13.76%
▣ Networking	\$38.43M	14.78M	38.45%	-5.27M	-13.72%
Total	\$3,736.17M	1,422.88M	38.08%	-522.42M	-13.98%

Performance Matrix



Region/Market/Customer Performance

region	NS \$	GM \$	GM %	Net profit \$	NP %
▣ LATAM	\$14.82M	5.19M	35.02%	-0.44M	-2.95%
▣ EU	\$775.48M	267.80M	34.53%	-95.52M	-12.32%
▣ NA	\$1,022.09M	459.68M	44.97%	-145.31M	-14.22%
▣ APAC	\$1,923.77M	690.21M	35.88%	-281.16M	-14.62%
Total	\$3,736.17M	1,422.88M	38.08%	-522.42M	-13.98%

Unit Economics

