

2018

2019

2020

2021

2022

vs LY

vs TARGET

Q1

Q2

Q3 Q4

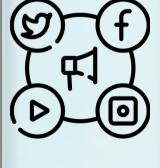
YTD

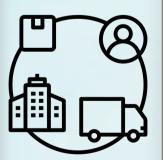
YTG













\$3.74bn
BM: 0.82bn (+353.5%)

NET SALES

BM: 36.20% (+4.44%)

37.80%

GM %

BM: -0.07 (-105.89%)

-14.26%!

NET PROFIT %

Profit & Loss Statement

Line Item	BM	Chg	Chg%
Gross Sales	1,664.64	5,705.50	342.75
Pre Invoice Deduction	392.50	1,334.51	340.00
Net Invoice Sales	1,272.13	4,370.99	343.59
- Post Discounts	281.64	961.90	341.54
- Post Deductions	166.65	496.77	298.09
Total Post Invoice Deduction	448.29	1,458.67	325.39
Net Sales	823.85	2,912.32	353.50
- Manufacturing Cost	497.78	1,699.50	341.42
- Freight Cost	23.58	83.47	353.99
- Other Cost	4.29	15.20	354.23
Total COGS	525.65	1,798.18	342.09
Gross Margin	298.20	1,114.14	373.62
Gross Margin %	36.20	1.61	4.44
GM / Unit	5.94	9.70	163.12
OPERATIONAL EXPENSE	-355.28	-1,590.02	447.54
NET PROFIT	-57.08	-475.88	833.71
NET PROFIT %	-6.93	-7.34	105.89

Net Sales Perfomance over time • selection • vs BM 0.5bn Jan 2022 Jul 2022

Top/Bottonm Product and Customer by Net Sales

REGION	P&L VALUE	P&L YoY %
+ APAC	1,92,37,72,7	335.27
+ NA	1,02,20,94,5	474.40
+ EU	77,54,82,516	286.26
+ LATAM	1,48,20,632.00	368.39

Segment	P&L VALUE	P&L YoY
	•	%
→ Notebook	1,58,04,31,1	493.0
⊕ Peripherals	89,75,37,92	439.0
⊕ Desktop	71,10,76,55	1,431.5
+ Accessories	45,40,96,51	85.4
+ Storage	5,45,93,443	0.37
→ Networking	3,84,34,918	-14.89

BM= BENCHMARK,LY=LAST YEAR