



region, market

All

customer

All

segment, category, pr...

All

2019

2020

2021

2022  
Est

Q1

Q2

Q3

Q4

YTD

YTG

**\$3.74bn!**

BM: 3.81bn (-1.86%)

**Net Sales**

**38.08%!**

BM: 38.34% (-0.66%)

**GM %**

**-13.98%✓**

BM: -14.19% (+1.47%)

**Net Profit %**

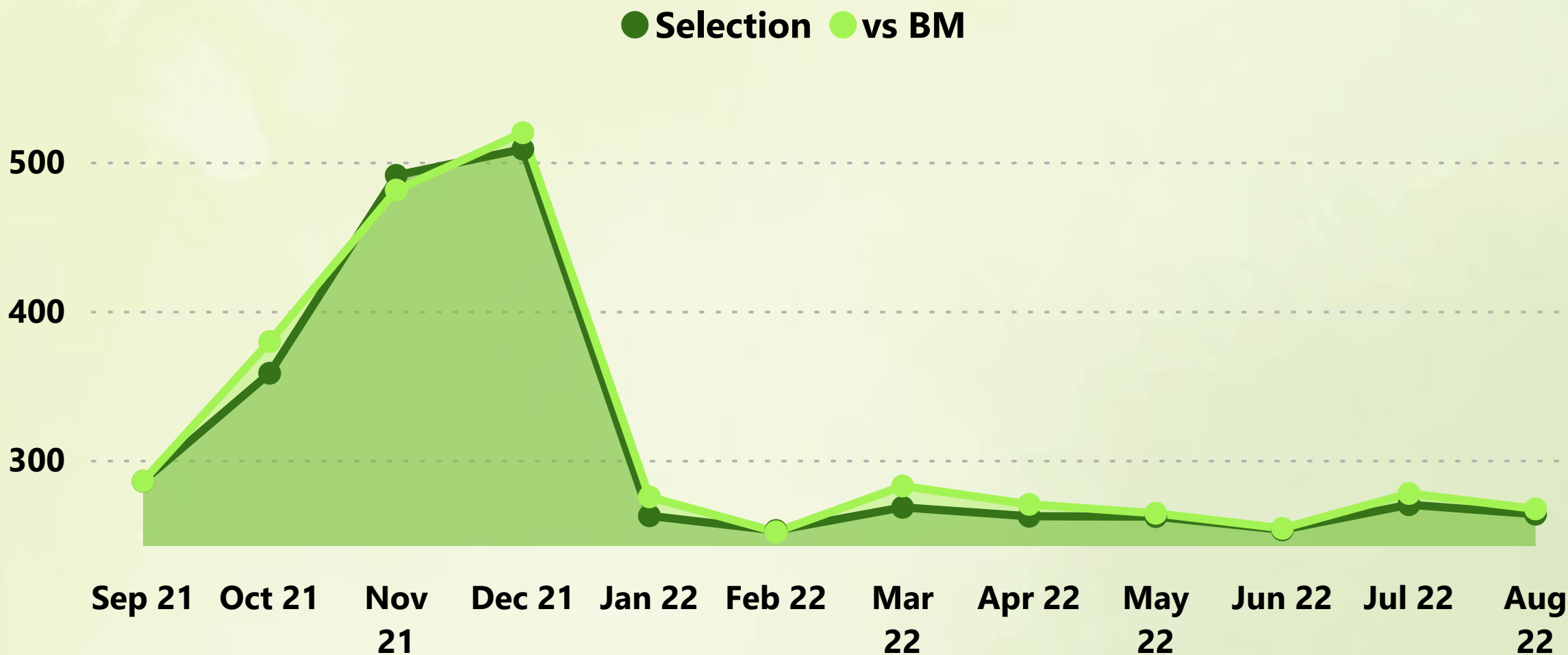
**Profit and Loss Statement**

Line Item	2022 Est	BM	Chg	Chg %
Gross Sales	7,370.14			
Pre Invoice Deduction	1,727.01			
Net Invoice Sales	5,643.13			
- Post Discounts	1,243.54			
- Post Deductions	663.42			
Total Post Invoice Deduction	1,906.95			
Net Sales	3,736.17	3,807.09	-70.92	-1.86
- Manufacturing Cost	2,197.28			
- Freight Cost	100.49			
- Other Cost	15.52			
Total COGS	2,313.29			
Gross Margin	1,422.88	1,459.51	-36.63	-2.51
Gross Margin %	38.08	38.34	-0.25	-0.66
GM / Unit	15.76			
Operational Expense	-1,945.30			
Net Profit	-522.42			
Net Profit %	-13.98	-14.19	0.21	1.47

**Net Sales Performace Over Time**

vs LY

vs Target



**Top / Bottom Products & Customers by Net Sales**

region	P & L values	P & L Chg %	segment	P & L values	P & L Chg %
APAC	1,923.77	-2.48	Storage	54.59	
EU	775.48	-1.13	Peripherals	897.54	
LATAM	14.82	-1.60	Notebook	1,580.43	
NA	1,022.09	-1.24	Networking	38.43	
Total	3,736.17	-1.86	Desktop	711.08	
			Accessories	454.10	
			Total	3,736.17	-1.86

BM= Benchmark, LY= Last Year, EI= Excess Inventory, OOS= Out Of Stock