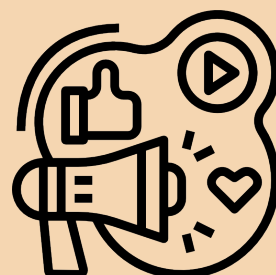




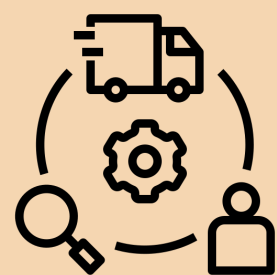
FINANCE



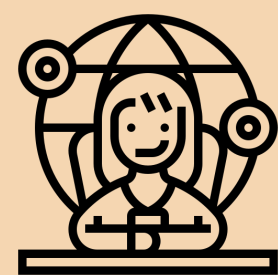
SALES



MARKETING



SUPPLY CHAIN



EXECUTIVE



Business Insights 360

Filters



vs LY

vs Target

2019

2020

2021

2022 EST

Q1

Q2

Q3

Q4

YTD

YTG

BY REGION/COUNTRY

All



BY STORES/(S)

All



BY CATEGORY

All



BM = Benchmark, LY = Last Year

GM = Gross Margin , NS =Net sales

NP = Net profit, YoY = Year over Year,

Chg = Change



\$3.74bn

BM: 823.85M | 353.5% ▲



38.08%

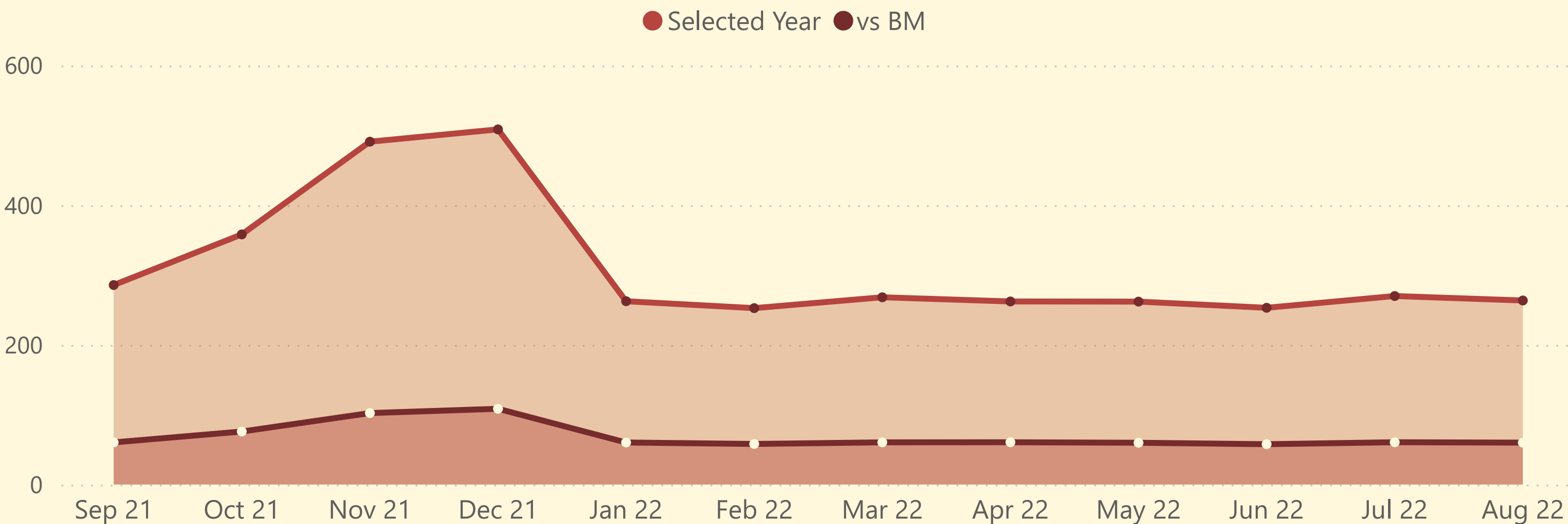
BM: 36.49% | 4.37% ▲



-13.98%

BM: -6.63% | 110.79% ▲

Net Sales Performance Over Time



Top / Bottom Products & 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	⊕ Desktop	711.08	1,431.55
⊕ NA	1,022.09	474.40	⊕ Notebook	1,580.43	493.06
⊕ EU	775.48	286.26	⊕ Peripherals	897.54	439.03
⊕ LATAM	14.82	368.40	⊕ Accessories	454.10	85.46
			⊕ Storage	54.59	0.32
			⊕ Networking	38.43	-14.89
Total	3,736.17	353.50	Total	3,736.17	353.50

Profit and Loss Statement

Line Item	2022 EST	BM	YoY Chg	YoY Chg%
Net Profit %	-13.98	-6.63	-7.35	-110.79
Net Profit	-522.42	-54.65	-467.77	-855.93
Operational Expense	-1,945.30	-355.28	-1,590.02	-447.54
GM / Unit	15.76	5.99	9.77	162.95
Gross Margin %	38.08	36.49	1.59	4.37
Gross Margin	1,422.88	300.63	1,122.25	373.30
Total COGS	2,313.29	523.22	1,790.07	342.13
- Other Cost	15.52	3.39	12.14	358.03
- Freight Cost	100.49	22.05	78.43	355.64
- Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
Net Sales	3,736.17	823.85	2,912.32	353.50
Total Post Invoice Deduction	1,906.95	448.29	1,458.67	325.39
- Post Deductions	663.42	166.65	496.77	298.09
- Post Discounts	1,243.54	281.64	961.90	341.54
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00
Gross Sales	7,370.14	1,664.64	5,705.50	342.75