



FILTERS

vs LY

vs Target

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

YTG

Region, Market

All

Segment, category, Product

All

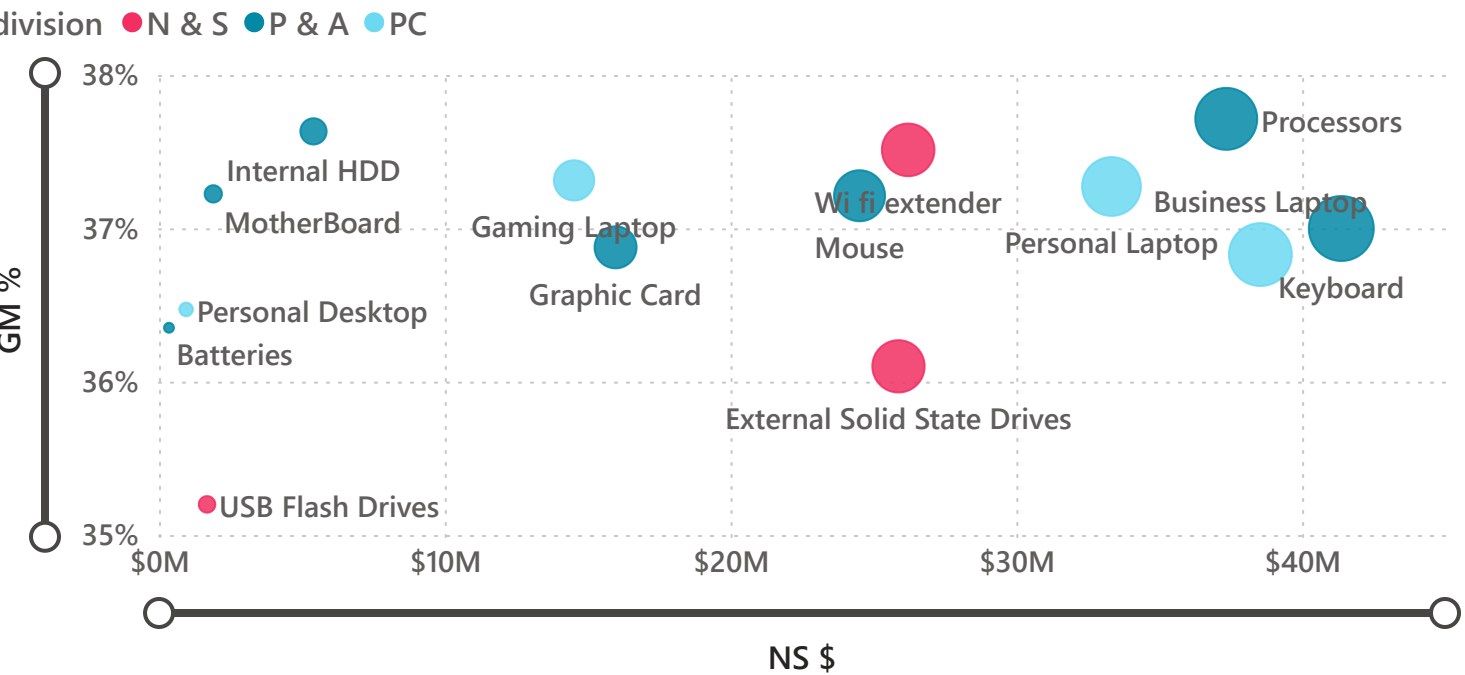
Customer

All

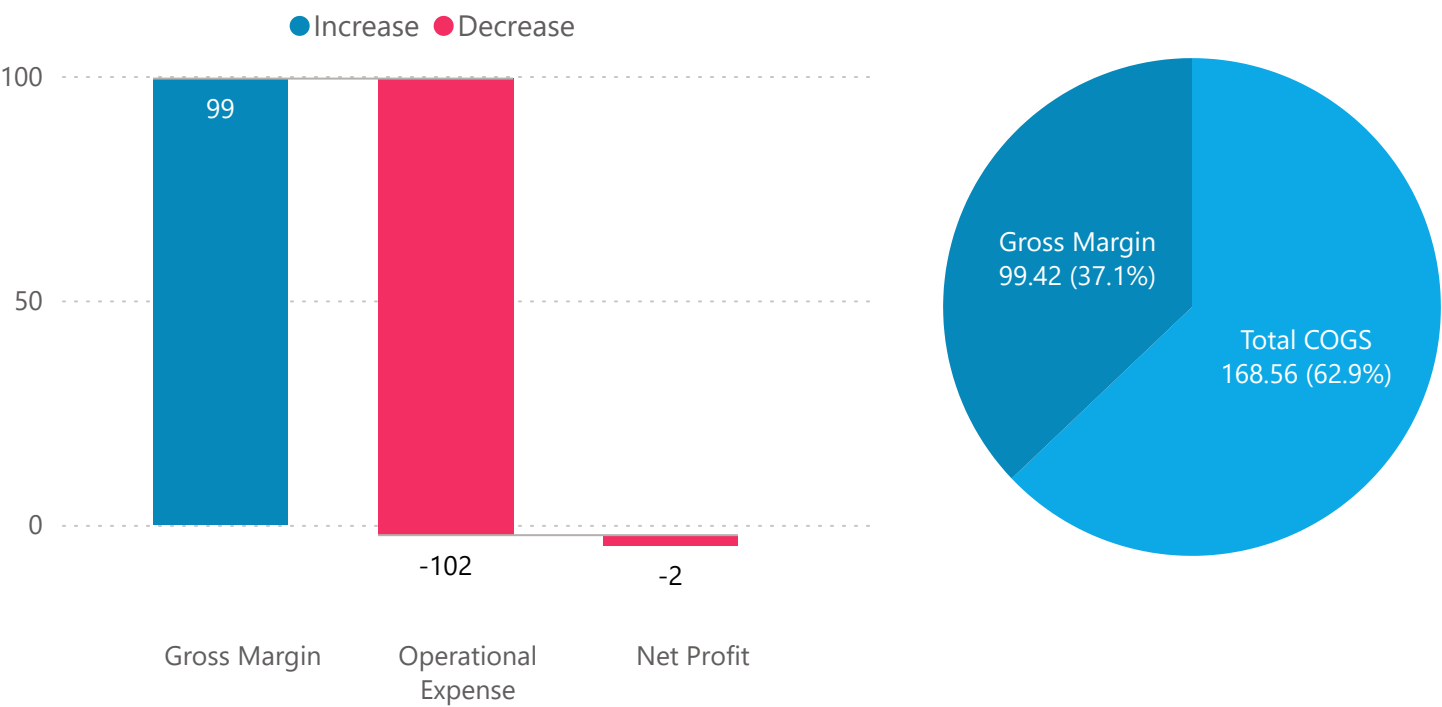
Abbreviations:

GM= Gross Margin | BM = Bench Mark |  
Chg= Change | LY = Last Year |  
YTD = Year To Date | YTG = Year To Go

Performance Metrix



Net Sales and Gross Margin Bifurcation



Product Performance

Segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
Notebook	\$86.39M	32.04M	37.08%	-0.79M	-0.92%
Business Laptop	\$38.54M	14.19M	36.83%	-0.42M	-1.10%
Personal Laptop	\$33.33M	12.42M	37.27%	-0.23M	-0.69%
Gaming Laptop	\$14.52M	5.42M	37.31%	-0.14M	-0.96%
Accessories	\$66.23M	24.56M	37.07%	-0.56M	-0.85%
Keyboard	\$41.37M	15.31M	37.00%	-0.39M	-0.95%
Mouse	\$24.51M	9.12M	37.21%	-0.17M	-0.68%
Batteries	\$0.35M	0.13M	36.35%	-0.01M	-1.68%
Peripherals	\$60.63M	22.72M	37.47%	-0.29M	-0.48%
Total	\$267.98M	99.42M	37.10%	-2.29M	-0.85%

Region / Market / Customer Performance

Market	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
USA	\$46.34M	17.84M	38.50%	-2.48M	-5.35%
United Kingdom	\$10.55M	3.59M	34.05%	-2.13M	-20.23%
Sweden	\$0.25M	0.11M	44.02%	0.01M	5.09%
Spain	\$2.53M	0.95M	37.41%	-0.09M	-3.56%
South Korea	\$22.38M	6.64M	29.66%	0.09M	0.40%
Portugal	\$5.53M	1.98M	35.80%	0.54M	9.84%
Poland	\$4.10M	1.64M	39.88%	0.54M	13.24%
Philiphines	\$17.45M	7.86M	45.05%	3.38M	19.34%
Pakistan	\$6.12M	2.61M	42.68%	0.95M	15.52%
Norway	\$3.59M	1.34M	37.29%	0.55M	15.21%
Newzealand	\$2.90M	0.75M	25.81%	-0.04M	-1.34%
Netherlands	\$5.34M	2.53M	47.32%	0.34M	6.43%
Mexico	\$0.84M	0.26M	31.26%	0.02M	2.10%
Japan	\$2.46M	0.91M	36.86%	0.10M	4.07%
Total	\$267.98M	99.42M	37.10%	-2.29M	-0.85%