



region, market

segment, categ...

customer

All

All

All

2018

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

YTG

vs LY

vs
Target

\$3.74bn✓

BM: 823.85M (+353.5%)

Net Sales

38.08%✓

BM: 36.49% (+4.37%)

GM%

-13.98%!

BM: 6.62% / 110.70%

Net Profit %

Profit & Loss Statement



Line Item	2022 Est	BM	Chg	Chg %
Gross Sales	7,370.14	-0.07	7,370.21	-11,110.37
Pre Invoice Deduction	1,727.01	-0.07	1,727.08	-2,603.52
Net Invoice Sales	5,643.13	-0.07	5,643.19	-8,506.95
- Post Discounts	1,243.54	-0.07	1,243.60	-1,874.69
- Post Deductions	663.42	-0.07	663.48	-1,000.18
Total Post Invoice Deduction	1,906.95	-0.07	1,907.02	-2,874.78
Net Sales	3,736.17	-0.07	3,736.24	-5,632.27
- Manufacturing Cost	2,197.28	-0.07	2,197.35	-3,312.43
- Freight Cost	100.49	-0.07	100.55	-151.58
- Other Cost	15.52	-0.07	15.59	-23.50
Total COGS	2,313.29	-0.07	2,313.36	-3,487.32
Gross Margin	1,422.88	-0.07	1,422.95	-2,145.05
Gross Margin %	38.08	-0.07	38.15	-57.51
GM / Unit	15.76	-0.07	15.82	-23.85
Operatonal Expense	-1,945.30	-0.07	-1,945.24	2,932.39
Net Profit	-522.42	-0.07	-522.36	787.43
Net Profit %	-13.98	-0.07	-13.92	20.97

Net Sales Performance Over Time



Top / Bottom Products & Customers by Net Sales

region	P & L values	P & L YOY Cng%	segment	P & L values	P & L YOY Cng%
APAC	1,923.77	-2,551,014.12	Storage	54.59	-85,969.71
NA	1,022.09	-747,919.15	Peripherals	897.54	-1,356,015.70
EU	775.48	5,549,078.	Notebook	1,580.43	-2,378,73
Total	3,736.17	-5,632,271.56	Total	3,736.17	-5,632,271.56

BM = Benchmark, LY = Last Year