



region, market

All

customer

All

segment, category...

All

2018

2019

2020

2021

2022  
Est

Q1

Q2

Q3

Q4

YTD

&gt;

vs LY

vs Target

\$3.74bn!

BM: 3.81bn (-1.86%)

Net Sales

38.08%

BM: 38.34% (-0.66%)

Gross Margin %

-13.98%✓

BM: -14.19% (+1.47%)

Net Profit %



## Profit &amp; Loss Statement

Line Item	2022 Est	BM	Change	Change %
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 Performance Over Time

Selection vs BM



## Top / Bottom Products &amp; Customers by Net Sales

region	P & L values	P & L change %
APAC	1,923.77	-2.48
NA	1,022.09	-1.24
EU	775.48	-1.13
LATAM	14.82	-1.60
<b>Total</b>	<b>3,736.17</b>	<b>-1.86</b>

segment	P & L values	P & L change %
Accessories	454.10	
Desktop	711.08	
Networking	38.43	
Notebook	1,580.43	
Peripherals	897.54	
Storage	54.59	
<b>Total</b>	<b>3,736.17</b>	<b>-1.86</b>

BM = Benchmark, LY=Last Year