

region, market

All

customer

All

segment, categ...

All

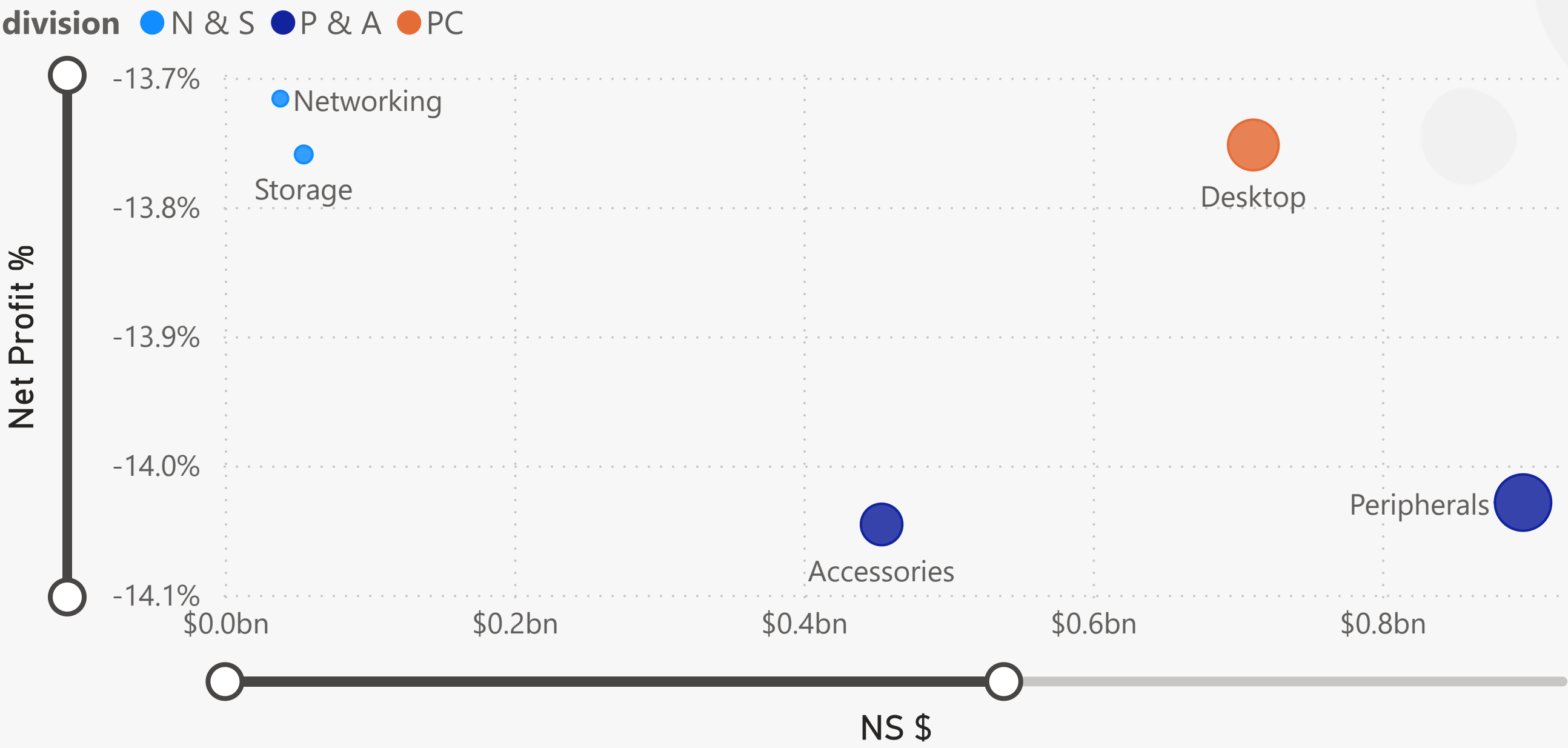
2018 2019 2020 2021 2022 EST Q1 Q2 Q3 Q4 YTD YTG

Customer Performance

segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
Networking	\$38.43M	14.78M	38.5%	-5.27M	-13.7%
Storage	\$54.59M	20.93M	38.3%	-7.51M	-13.8%
Desktop	\$711.08M	272.39M	38.3%	-97.79M	-13.8%
Notebook	\$1,580.43M	600.96M	38.0%	-222.16M	-14.1%
Peripherals	\$897.54M	341.22M	38.0%	-125.91M	-14.0%
Accessories	\$454.10M	172.61M	38.0%	-63.78M	-14.0%

Show GM %

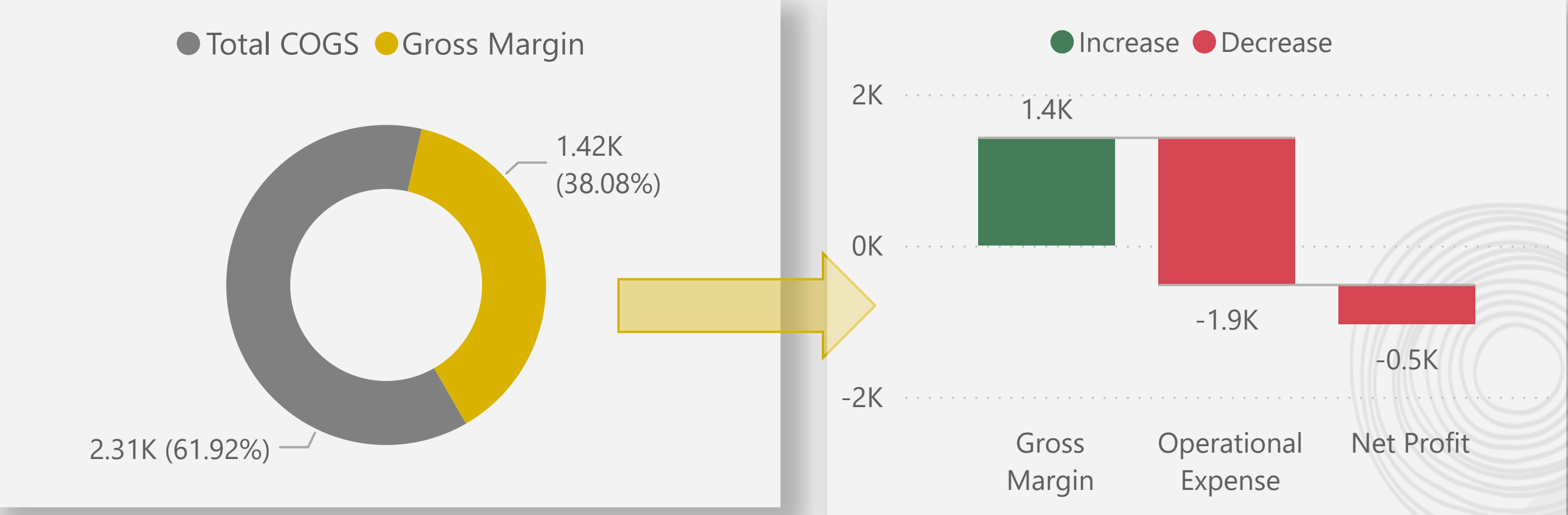
Performance Matrix



Region /Market/Customer Performance

region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
APAC	\$1,923.77M	690.21M	35.9%	-281.16M	-14.6%
NA	\$1,022.09M	459.68M	45.0%	-145.31M	-14.2%
EU	\$775.48M	267.80M	34.5%	-95.52M	-12.3%
LATAM	\$14.82M	5.19M	35.0%	-0.44M	-2.9%

Unit Economics



BM = Benchmark ; LY = Last Year ; GM = Gross Margin ; NS = Net Sales