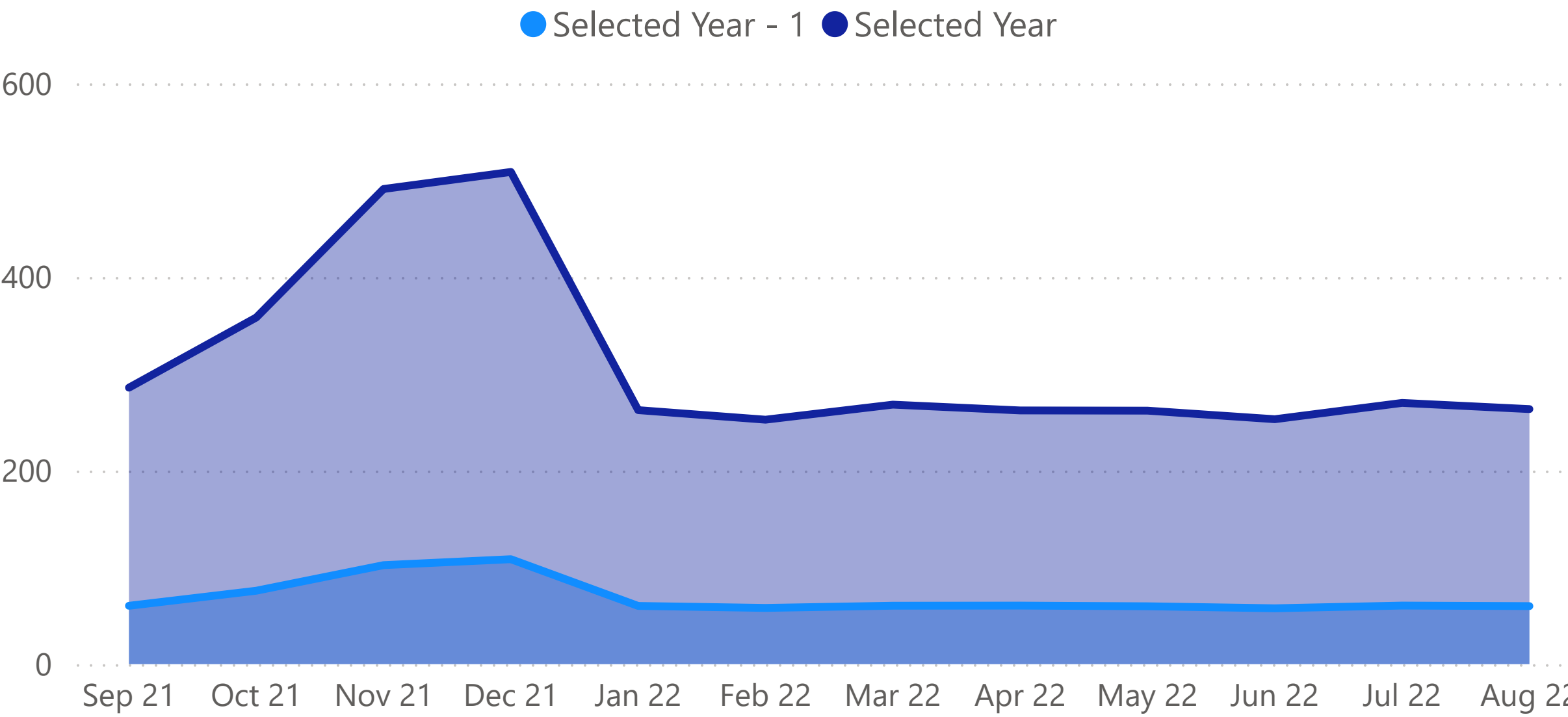


	2018	2019	2020	2021	2022	Total
gross_sales_amount	\$58.32M	\$209.06M	\$535.95M	\$1,664.64M	\$7,370.14M	\$9,838.11M
net_invoice_sales_amount	\$44.40M	\$161.62M	\$411.25M	\$1,272.13M	\$5,643.13M	\$7,532.54M
post_invoice_deductions_amount	\$10.66M	\$29.72M	\$95.85M	\$281.64M	\$1,243.54M	\$1,661.40M
post_invoice_other_deductions_amount	\$4.63M	\$20.53M	\$47.43M	\$166.65M	\$663.42M	\$902.65M
net_sales_amount	\$29.11M	\$111.37M	\$267.98M	\$823.85M	\$3,736.17M	\$4,968.48M

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

Net Sales Performace Over Time



market	P & L values	P & L YoY Chg %
France	98.75	161.12
Netherlands	39.23	196.74
Philippines	129.23	208.57
Portugal	59.39	219.23
Austria	12.86	247.22
Chile	3.04	277.02
United Kingdom	176.19	293.89
Indonesia	96.61	298.56
Bangladesh	36.41	299.56
Pakistan	31.05	318.88
Newzealand	70.45	319.06
Italy	71.28	321.28
Total	3,736.17	353.50

segment	P & L values	P & L YoY Chg
Accessories	454.10	85.
Desktop	711.08	1,431.
Business Laptop	343.89	918.
Personal Desktop	367.18	2,796.
Networking	38.43	-14.
Notebook	1,580.43	493.
Peripherals	897.54	439.
Storage	54.59	0.
Total	3,736.17	353.