



region, market

All

customer

All

segment, cat...

All

2018

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

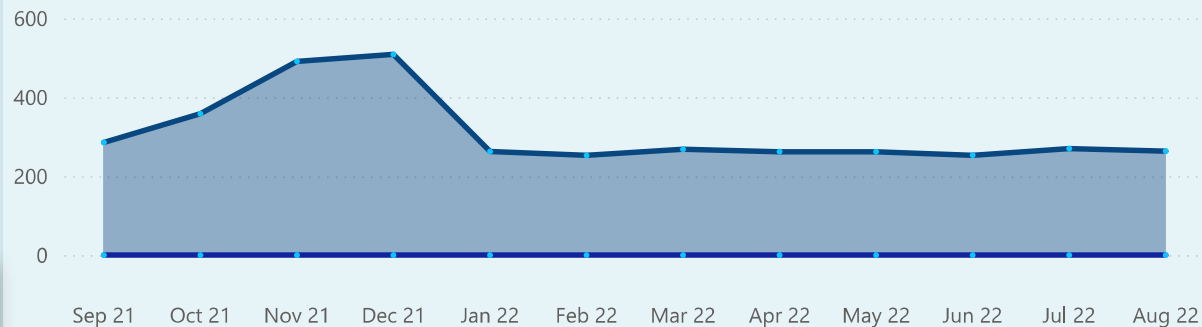
YTG

Net Sales Performance Over Time

vs LY

vs Target

● Selection ● vs BM



\$3,736.17M✓

BM: 82,384.90M% (+353.5%)

Net Sales

37.88%✓

BM: 0.36 (+4.43%)

GM %

-14.19%!

BM: -0.07 (-107.06%)

Net Profit %

Profit and Loss Statement

Line Item	2022Est	BM	Chg	Chg %
Net Profit %	-14.19	-0.07	-14.12	20,606.32
Net Profit	-530.06	-0.07	-530.00	773,523.53
Operational Expense	-1,945.30	-0.07	-1,945.24	2,839,048.28
GM / Unit	15.67	-0.07	15.74	-22,975.04
Gross Margin %	37.88	-0.07	37.95	-55,384.54
Gross Margin	1,415.24	-0.07	1,415.31	-2,065,624.76
Total COGS	2,320.93	-0.07	2,321.00	-3,387,472.69
- Other Cost	23.17	-0.07	23.23	-33,909.92
- Freight Cost	100.49	-0.07	100.56	-146,758.88
- Manufacturing Cost	2,197.28	-0.07	2,197.35	-3,207,003.83
Net Sales	3,736.17	-0.07	3,736.24	-5,452,997.41
Total Post Invoice Deduction	1,906.95	-0.07	1,907.02	-2,783,277.92
- Post Deductions	663.42	-0.07	663.49	-968,350.27
- Post Discounts	1,243.54	-0.07	1,243.61	-1,815,027.65

Top/Bottom N Products & Customers Net Sales

region	P & L values	P & L chg %
NA	1,022.09	-73291237.80%
LATAM	14.82	2475319.39%
EU	775.48	662505256.26%
APAC	1,923.77	-248857478.32%
Total	3,736.17	-545299740.75%

segment	P & L values	P & L chg %
Accessories	454.10	-66127301.25%
Desktop	711.08	-97935993.54%
Networking	38.43	-5778704.65%
Notebook	1,580.43	-230313903.00%
Peripherals	897.54	-131270531.28%
Storage	54.59	-8311991.48%
Total	3,736.17	-545299740.75%

BM=BenchMark LY=Last Year