



region, market

APAC (region) +...

customer

All

segment, category, product

All

2018

2019

2020

2021

2022
Est

Qtr 1

Qtr 2

Qtr 3

Qtr 4

YTD

YTG

\$119.33M!

BM: 121.78M (-2.01%)

Net Sales

45.08%!

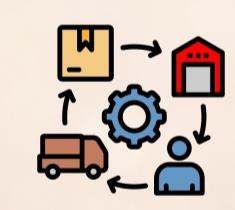
BM: 45.56% (-1.06%)

GM %

-10.07%!

BM: -9.87% (-1.99%)

Net Profit %



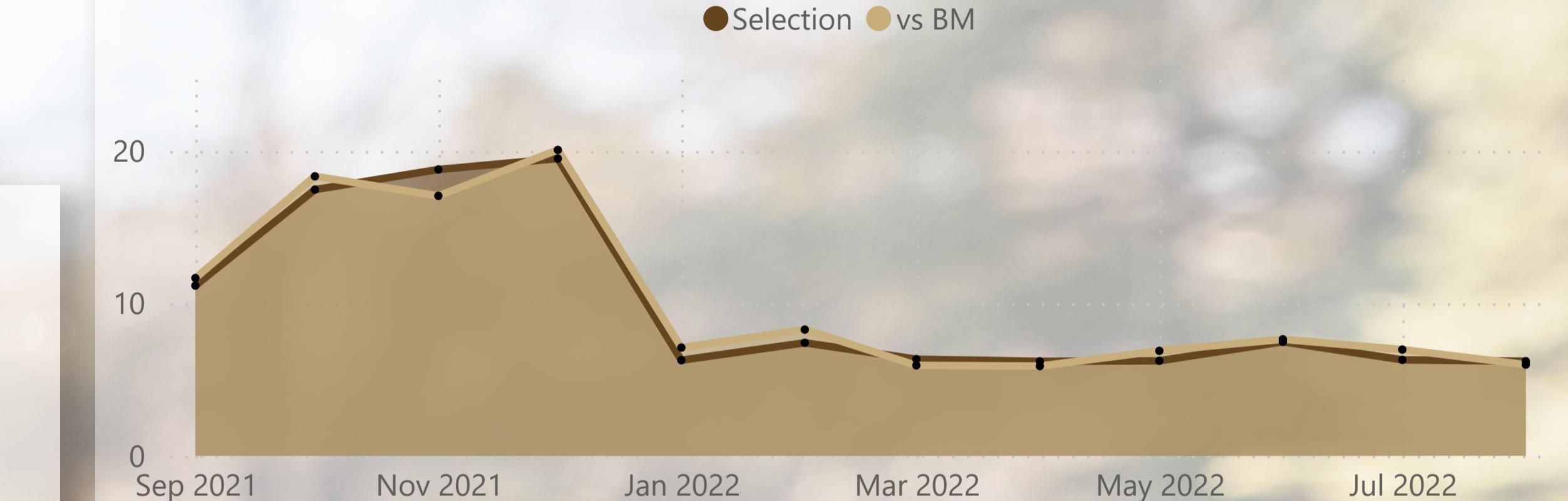
Profit and Loss Statement

Line Item	2022 Est	BM	Chg	Chg %
Gross Sales	207.96			
Pre Invoice Deduction	45.00			
Net Invoice Sales	162.96			
- Post Discounts	20.19			
- Post Deductions	23.44			
Total Post Invoice Deduction	43.63			
Net Sales	119.33	121.78	-2.45	-2.01
- Manufacturing Cost	61.99			
- Freight Cost	3.03			
- Other Cost	0.51			
Total COGS	65.54			
Gross Margin	53.79	55.48	-1.69	-3.05
Gross Margin %	45.08	45.56	-0.48	-1.06
GM / Unit	21.17			
Operational Expense	-65.80			
Net Profit	-12.02			
Net Profit %	-10.07	-9.87	-0.20	1.99

Net Sales Performance Over Time

vs LY

vs Target



Top/Bottom Products & Customers by Net Sales

region	P&L values	P&L Chg %
+ APAC	119.33	-2.01
Total	119.33	-2.01

segment	P&L values	P&L Chg %
+ Notebook	50.37	
+ Peripherals	29.24	
+ Desktop	22.35	
+ Accessories	14.33	
+ Storage	1.78	
+ Networking	1.26	
Total	119.33	-2.01

BM= Benchmark, LY= Last Year