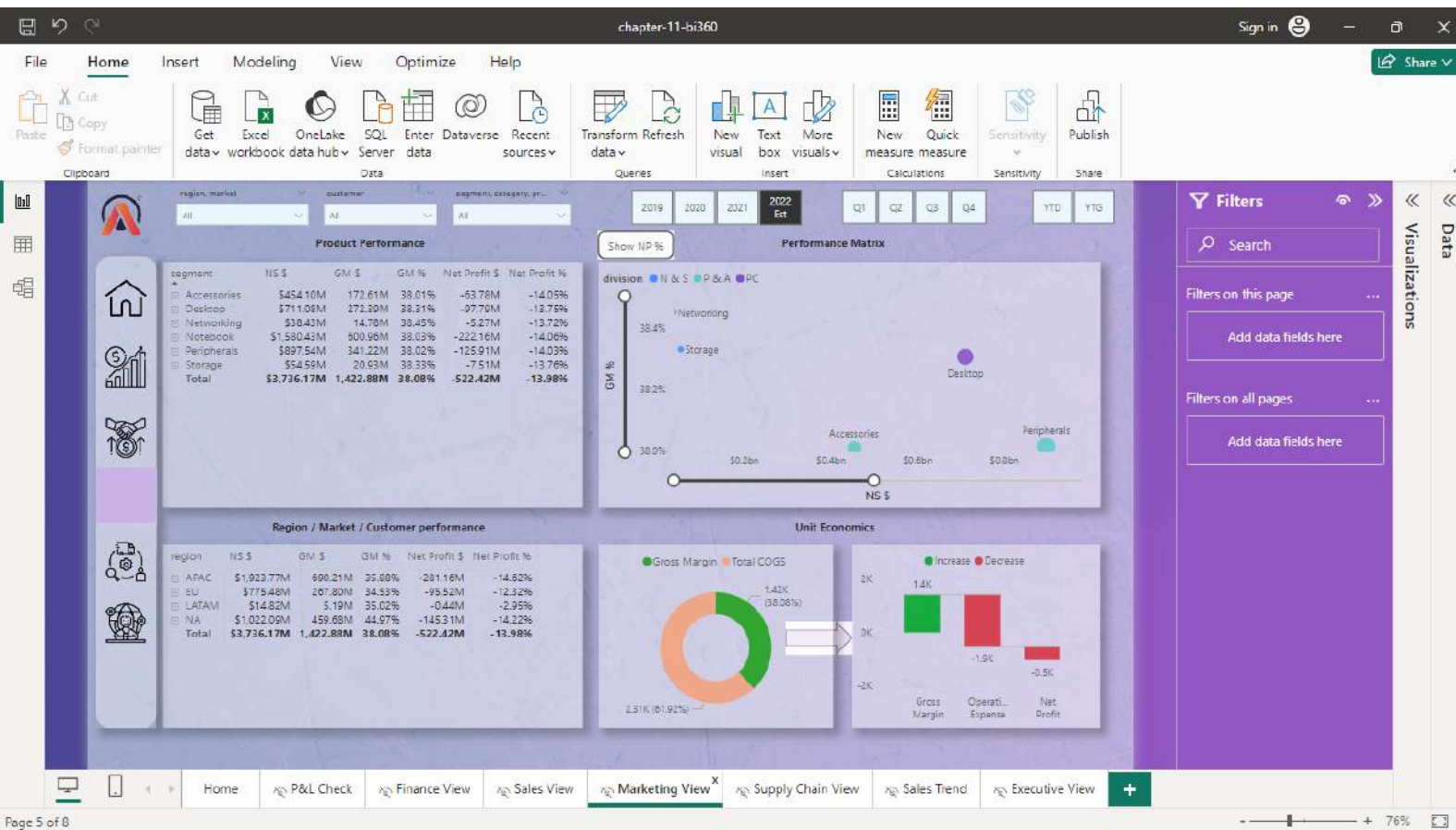


$- \quad \text{---} \quad | \quad \text{---} \quad + \quad 76\% \quad \boxed{E}$



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Sensitivity

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region, market

customer

segment, category, product

All

All

All

2019202020212022 Est

Q1Q2Q3Q4

YTDYTD

vs LYvs Target

\$3.74bn

BM 823.65M (+351.5%)

Net Sales

38.08%

BM 36.49% (+4.37%)

GM %

-13.98%

BM -6.63% (-116.79%)

Net Profit %

Profit and Loss Statement

Line Item	2022 Est	BM	Chg	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	78.45	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
Operational Expense	-1,945.30	-355.28	-1,590.02	447.54
Net Profit	-522.42	-54.65	-467.77	855.93
Net Profit %	-13.98	-6.63	-7.35	110.79

Net Sales Performance Over Time

Top / Bottom Products & Customers by Net Sales

region	P & L values	P & L Chg %
APAC	1,923.77	335.27
EU	775.48	286.26
LATAM	14.82	368.40
NA	1,022.09	474.40
Total	3,736.17	353.50

segment	P & L values	P & L Chg %
Accessories	454.10	85.46
Desktop	711.08	1,431.55
Networking	38.43	-14.89
Notebook	1,580.43	493.06
Peripherals	897.54	439.03
Storage	54.59	0.32
Total	3,736.17	353.50

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region, marketAllAllAll

2019202020212022 Est

Q1Q2Q3Q4

YTDYTD

81.17%
L: 80.21% (+1.2%)
Forecast Accuracy

-3472.7K
LY: 793.7K (+381.97%)
Net Error

6899.0K
LY: 9780.7K (-2940%)
ABS Error

Key Metrics By Customer

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Acclaimed Stores	57.74%	50.99%	83037	10.7%	E
BestBuy	46.60%	35.31%	81170	16.7%	E
Billie	42.03%	18.29%	3704	3.9%	E
Circuit City	46.17%	35.02%	85248	16.5%	E
Control	52.06%	47.42%	64731	13.0%	E
Costco	51.95%	49.42%	101913	15.8%	E
Currys (Dixons Carphone)	64.20%	35.02%	8104	6.0%	E
Leader	48.72%	24.45%	106751	11.0%	E
Logic Stores	52.49%	51.44%	6430	2.4%	E
Nomad Stores	53.44%	50.59%	3394	1.3%	E
Notebiling	42.70%	18.87%	1141	1.3%	E
Ote	45.76%	19.37%	1062	2.4%	E
Path	50.51%	45.53%	91480	14.9%	E
Radio Shack	45.64%	38.46%	69253	16.5%	E
Sage	50.72%	33.58%	154291	10.1%	E
Saturn	41.54%	19.16%	2197	2.9%	E
Staples	64.46%	40.38%	70821	11.6%	E
walmart	54.78%	50.12%	84334	12.1%	E
Total	81.17%	80.21%	-3472690	-9.5%	OOS

Accuracy / Net Error Trend

Key Metrics by Products

segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Profit %	Risk
Accessories	87.42%	77.00%	341458	-14.05%	E
Desktop	87.53%	84.31%	78576	-13.75%	E
Networking	91.06%	90.40%	-12067	-13.72%	OOS
Notebook	87.24%	79.99%	-47221	-14.06%	OOS
Storage	71.50%	83.54%	-628256	-13.76%	OOS
Peripherals	66.17%	83.23%	-3204230	-14.03%	OOS
Total	81.17%	80.21%	-3472690	-13.98%	OOS

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Visualizations

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76%