

Region, Market  
All

Customer  
All

Segment, Category, Prod...  
All

2019 2020 2021 2022 Est

Q1 Q2 Q3 Q4  
YTD YTG

vs LY vs Target  
GM % Analysis

\$3.74bn!

BM: 3.81bn (-1.86%)

Net Sales

38.1%!

BM: 38.34% (-0.66%)

GM %

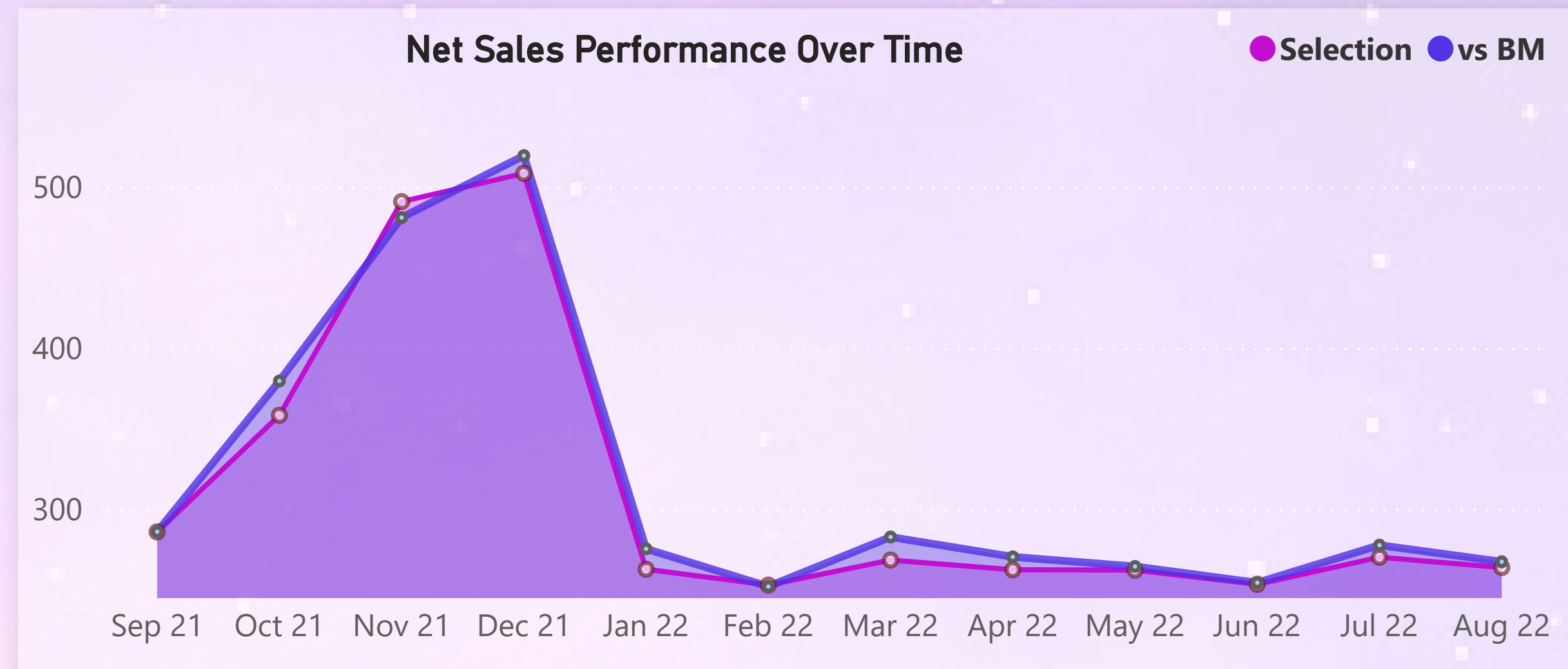
-14.0%✓

BM: -14.19% (+1.47%)

Net Profit %

### Profit and Loss Statement

Line Item	2022 Est	BM	Chg	Chg %
Net Profit %	-13.98	-14.19	0.21	-1.47
Net Profit	-522.42	-540.27	17.84	-3.30
Operational Expense	-1,945.30			
GM / Unit	15.76			
Gross Margin %	38.08	38.34	-0.25	-0.66
Gross Margin	1,422.88	1,459.51	-36.63	-2.51
Total COGS	2,313.29			
- Other Cost	15.52			
- Freight Cost	100.49			
- Manufacturing Cost	2,197.28			
Net Sales	3,736.17	3,807.09	-70.92	-1.86
Total Post Invoice Deduction	1,906.95			
- Post Deductions	663.42			
- Post Discounts	1,243.54			
Net Invoice Sales	5,643.13			
Pre Invoice Deduction	1,727.01			
Gross Sales	7,370.14			



### Top / Bottom Products & Customers by Net Sales

region	P & L Values	P & L Chg %
APAC	1,923.77	-2.48
EU	775.48	-1.13
LATAM	14.82	-1.60
NA	1,022.09	-1.24
<b>Total</b>	<b>3,736.17</b>	<b>-1.86</b>

segment	P & L Values	P & L Chg %
Accessories	454.10	
Desktop	711.08	
Networking	38.43	
Notebook	1,580.43	
Peripherals	897.54	
Storage	54.59	

BM = Benchmark , LY = Last Year , GM = Gross Margin