



**\$3.74bn !**  
BM: 3.81bn  
(-1.86%)  
**Net Sales**

**37.80% !**  
BM: 38.34%  
(-1.4%)  
**GM%**

**-14.26% !**  
BM: -14.19%  
(-0.52%)  
**Net Profit%**

2018

2019

2020

2021

2022EST

region, market ▼ customer ▼ segment, category, product ▼  
All ▼ All ▼ All ▼

Q1

Q2

Q3

Q4

YTD

YTG

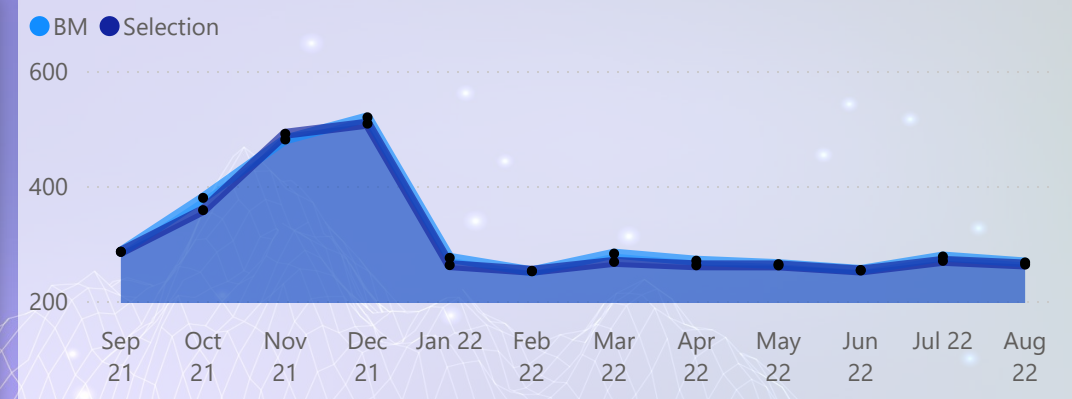
vs LY

vs Target

## Profit and Loss Statement

Line Item	2022EST	BM	Chg	Chg%
Gross Sales	7,370.14			
Pre Invoice Deduction	1,727.01			
Net Invoice Sales	5,643.13			
- Post Discounts	1,243.54			
- Post Deductions	663.42			
Total Post Invoice Deduction	1,906.95			
Net Sales	3,736.17	3,807.09	-70.92	-1.86
- Manufacturing Cost	2,197.28			
- Freight Cost	107.05			
- Other Cost	19.50			
Total COGS	2,323.83			
Gross Margin	1,412.34	1,459.51	-47.17	-3.23
Gross Margin %	37.80	38.34	-0.53	-1.40
GM / Unit	15.64			
Operational Expenses	-1,945.30			
Net Profit	-532.96			
Net Profit%	-14.26	-14.19	-0.07	0.52

## Net Sales Performance Over Time



## Top/Bottom Customers & Products by Net Sales

region	P & L values	P&L YoY Chnge%
⊕ 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 YoY Chnge%
⊕ Accessories	454.10	
⊕ Desktop	711.08	
⊕ Networking	38.43	
⊕ Notebook	1,580.4	
	3	
⊕ Peripherals	897.54	
⊕ Storage	54.59	