



Vs LY

Vs Target

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

YTG

region, market

All

customer

All

segment, cate...

All

net sales performance over time

Selection ● Vs BM

800

600

400

200

Sep 21 Oct 21 Nov 21 Dec 21 Jan 22 Feb 22 Mar 22 Apr 22 May 22 Jun 22 Jul 22 Aug 22

Date

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
LATA	14.82	-1.60
NA	1,022.09	-1.24
Total	3,736.17	-1.86

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	
Total	3,736.17	-1.86

\$3.74bn!

BM: 3.81bn (-1.86%)
Net Sales

38.08%

BM: 38.34% (-0.66%)
GM %

-13.98%

BM: 0.00 (-3817.81%)
Net Profit %

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	100.49			
- Other Cost	15.52			
Total COGS	2,313.29			
Gross Margin	1,422.88	1,459.51	-36.63	-2.51
Gross Margin %	38.08	38.34	-0.25	-0.66
GM / Unit	15.76			
operational expenses	-1,945.30			
Net profit	-522.42			
Net profit %	-13.98	0.38	-14.36	-3,817.81

BM = Bench Mark , LY = Last Year