



region, market

All

customer

All

segment, category, p...

All

2018

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

YTG

\$3.74bn !

BM: 3.81bn (-1.86%)

Net Sales**38.08% !**

BM: 38.34% (-0.66%)

GM %**-13.98% ✓**

BM: -37.02% (+62.23%)

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 Expense	-1,945.30			
Net Profit	-522.42			
Net Profit %	-13.98	-37.02	23.03	-62.23

Net Sales Performance Over Time

vs LY

vs Target

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

region	P & L values	P & L Chg %	segment	P & L values	P & L Chg %
APAC	1,923.77	-2.48	Accessories	454.10	
Australia	119.33	-2.01	Desktop	711.08	
Bangladesh	36.41	0.62	Networking	38.43	
China	147.43	0.56	Notebook	1,580.43	
India	945.34	-3.28	Peripherals	897.54	
Indonesia	96.61	-2.70	Storage	54.59	
Japan	47.34	-2.88	Total	3,736.17	-1.86
Newzealand	70.45	0.13			
Pakistan	31.05	-3.17			
Philippines	129.23	-4.91			
South Korea	300.59	-1.24			
Total	3,736.17	-1.86			

BM = Benchmark, LY = Last Year