



region, market

All

customer

All

segment, category, pro...

All

2018

2019

2020

2021

2022  
Est

Q1

Q2

Q3

Q4

YTD

YTG

vs LY

vs Target

\$3.74bn✓

BM: 823.85M (+353.5%)

Net Sales

38.08%✓

BM: 36.49% (+4.37%)

GM %

-13.98%!

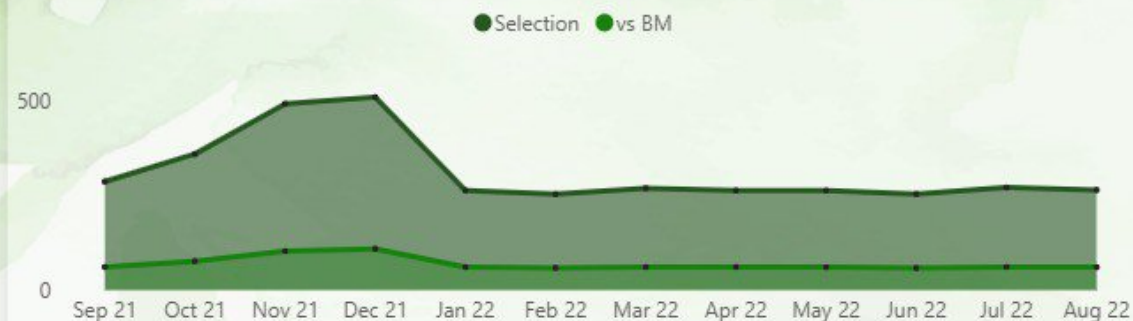
BM: -6.63% (-110.79%)

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	78.43	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	0.00	0.00	0.00	110.79
Net profit %	-13.98	-6.63	-7.35	110.79

## Net Sales Performance Over Time



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

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

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

BM = Benchmark, LY = Last Year