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FILTERS

[2018](#)[2019](#)[2020](#)[2021](#)[2022
Est](#)[Q1](#)[Q2](#)[Q3](#)[Q4](#)[YTD](#)[YTG](#)[vs LY](#)[vs
Targets](#)[segment, categ...](#)[All](#)[region, market](#)[All](#)[customer](#)[All](#)

\$12.68M
NS \$

Last Year
\$0.95M
+0.13%

36.7%
GM %

Last Year
36.47%
+36.7%

-6.92%
NP %

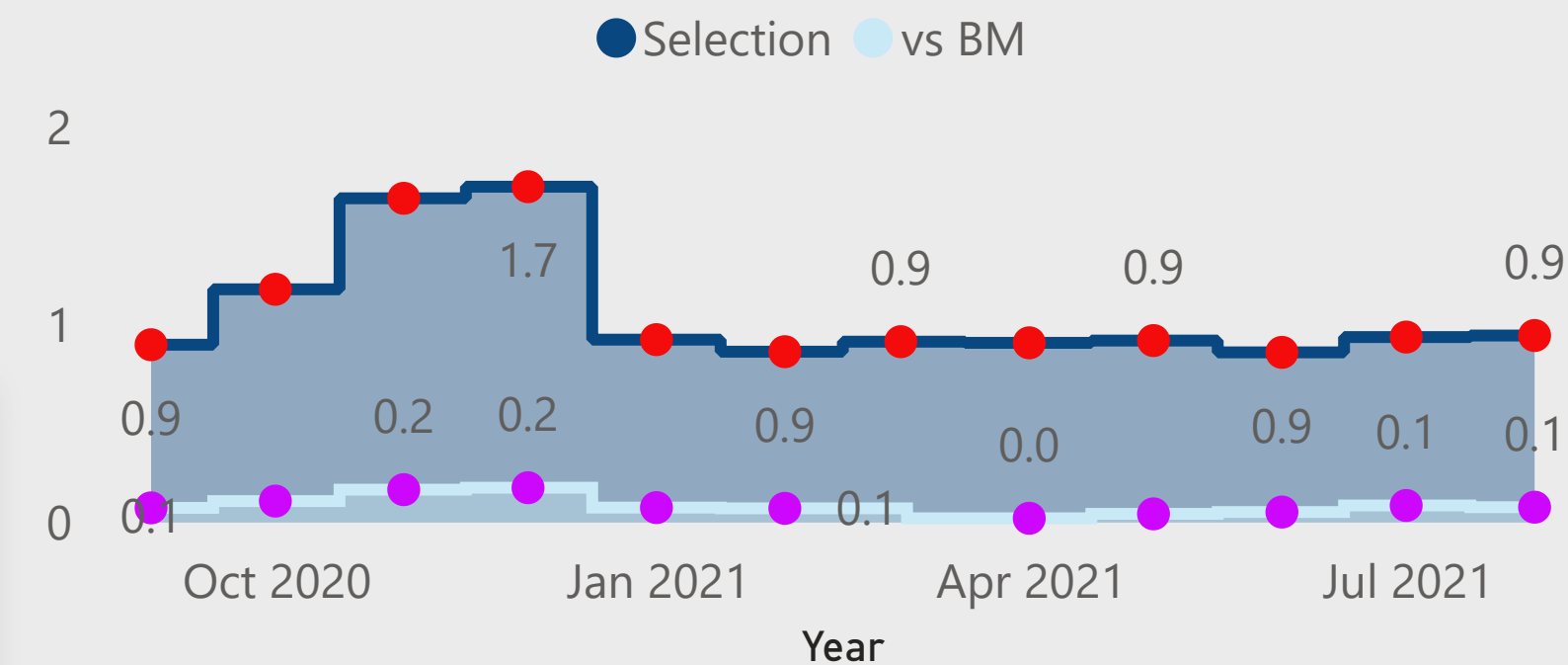
Last Year
-2.88%
-6.92%

Profit & Loss Statements

Line Item	2021	BM	CHG	CHG %
Gross Sales	25.68	1.92	23.76	1,237.08
Pre Invoice Deduction	6.05	0.45	5.60	1,251.24
Net Invoice Sales	19.63	1.47	18.16	1,232.69
- Post Discounts	4.37	0.36	4.01	1,112.82
- Post Deductions	2.58	0.16	2.42	1,480.00
Total Post Invoice Deduction	6.95	0.52	6.43	1,227.43
Net Sales	12.68	0.95	11.73	1,235.74
- Manufacturing Cost	7.63	0.57	7.06	1,231.38
- Freight Cost	0.34	0.03	0.31	1,209.65
- Other Cost	0.05	0.00	0.05	1,273.68
Total COGS	8.03	0.60	7.42	1,230.79
Gross Margin	4.65	0.35	4.31	1,244.19
Gross Margin %	36.70	36.47	0.23	0.64
GM / Unit	143.12	130.59	12.52	9.59
Operational Expense	-5.53	-0.37	-5.16	-1,380.88
Net Profit	-0.88	-0.03	-0.85	-3,111.74
Net Profit %	-6.92	-2.88	-4.04	-140.46

Net Sales performance over time

Net Sales performance over time



Top / Bottom Customers by Net Sales

region	p & l values	P & L Chg %
+ APAC	6.91	981.73
+ EU	2.91	8,176.92
+ NA	2.86	940.05

Top / Bottom Products by Net Sales

segment	p & l values	P & L Chg %
+ Storage	54.42	97.48
+ Peripherals	166.51	174.64
+ Notebook	266.49	208.45
+ Networking	45.16	72.26
+ Desktop	46.43	4,791.34
+ Accessories	244.85	269.67

NS \$ = Net Sales, GM % = Gross Margin %, NP % = Net Profit %, YTD = Year To Date, YTG = Year To Go

BM = Bench Mark, LY = Last Year