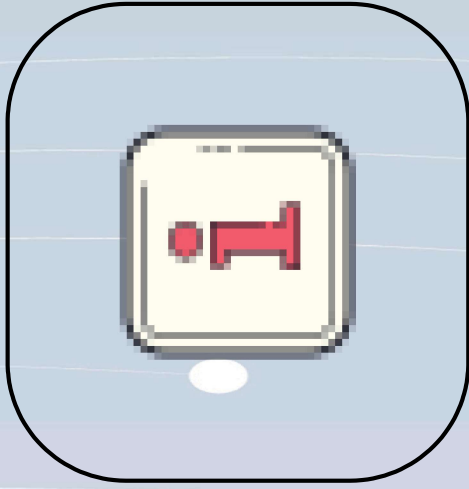
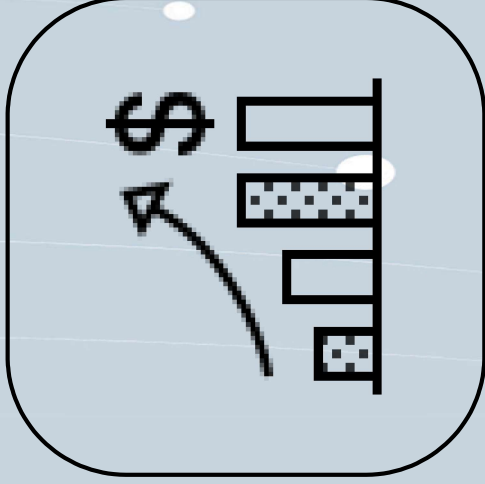




Business



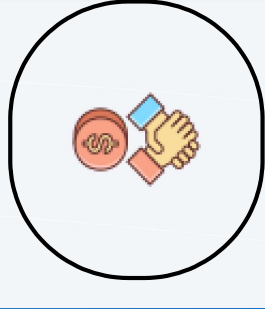
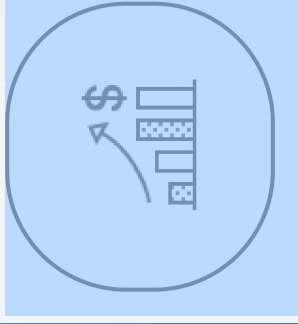
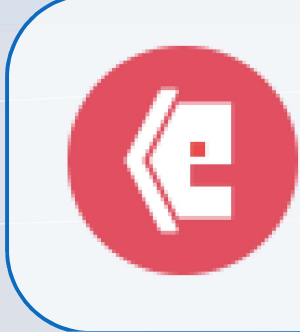
info



Finance View



Sales View



Q1

Q2

Q3

Q4

2018

2019

2020

2021

\$238.41M✓

Last_Year: \$90.54M
(+163.33%)

Net Sales

36.22%!

Last_Year: 0.37 (-2.03%)

GM %

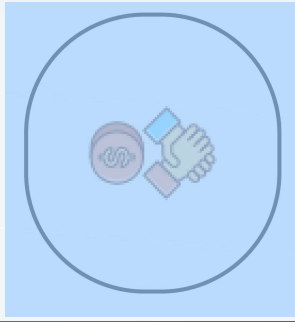
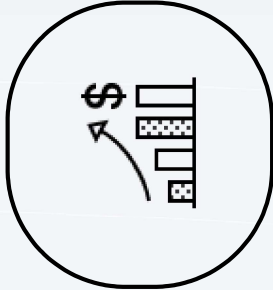
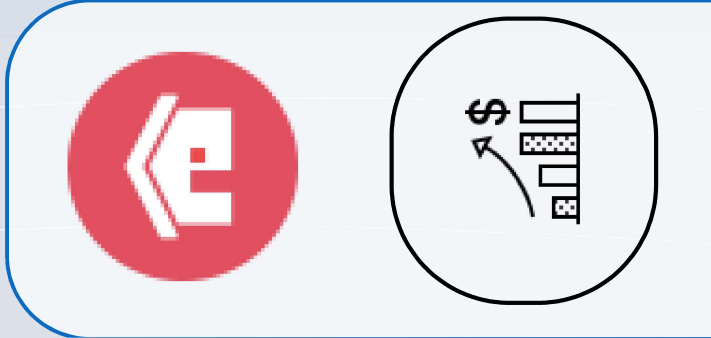
-7.09%

Last_Year: -0.01 (-6

Net Profit

Profit & Loss Statement

Line Item	2021	Last_year	YoY_Chg	YOY_Chg
Gross Sales	481.49	180.54	300.94	166.0
Pre Invoice Deduction	113.03	41.67	71.36	171.0
Net Invoice Sales	368.46	138.88	229.58	165.0
- Post Discounts	81.74	32.32	49.42	152.0
- Post Deductions	48.31	16.02	32.29	201.0
Total Post Invoice Deduction	130.05	48.34	81.71	169.0



Q1

Q2

Q3

Q4

2018

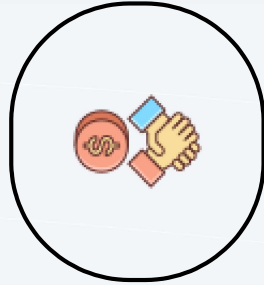
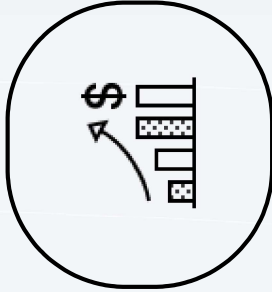
2019

2020

2021

Customer Performance

customer	Net_Sales \$	Gross_Margin \$	Gross_Margin %
Amazon	\$31.77M	\$11.10M	34.94%
AltiQ Exclusive	\$23.30M	\$10.67M	45.79%
Atliq e Store	\$18.69M	\$6.99M	37.40%
Sage	\$7.16M	\$2.46M	34.41%
Leader	\$7.10M	\$2.39M	33.62%
Flipkart	\$8.02M	\$2.31M	28.83%
Neptune	\$5.54M	\$2.29M	41.31%
Electricalslytical	\$5.60M	\$2.04M	36.46%
Reliance Digital	\$4.95M	\$1.76M	35.51%
Ebay	\$4.80M	\$1.73M	36.10%
Control	\$4.08M	\$1.53M	37.46%
Electricalsociety	\$4.40M	\$1.52M	34.42%
Synthetic	\$3.96M	\$1.51M	38.05%
Propel	\$3.67M	\$1.37M	37.36%
Acclaimed Stores	\$3.66M	\$1.33M	36.20%



Q1

Q2

Q3

Q4

2018

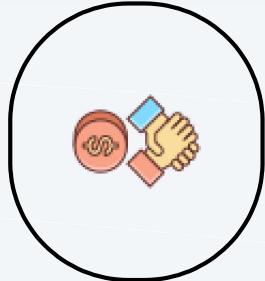
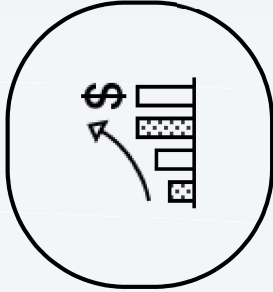
2019

2020

2021

Product Performance

	segment	Net_Sales \$	Gross_Margin \$	Gross_Margin %	Net_Sales \$
+	Accessories	\$70.79M	\$25.63M	36.20%	\$70.79M
+	Desktop	\$13.60M	\$4.88M	35.85%	\$13.60M
+	Networking	\$13.11M	\$4.80M	36.62%	\$13.11M
-	Notebook	\$77.19M	\$27.94M	36.20%	\$77.19M
	<input type="checkbox"/> Business Laptop	\$21.75M	\$7.89M	36.29%	\$21.75M
	<input type="checkbox"/> Gaming Laptop	\$22.72M	\$8.30M	36.55%	\$22.72M
	<input type="checkbox"/> Personal Laptop	\$32.72M	\$11.75M	35.90%	\$32.72M
+	Peripherals	\$48.10M	\$17.40M	36.18%	\$48.10M
+	Storage	\$15.62M	\$5.70M	36.50%	\$15.62M
	Total	\$238.41M	\$86.35M	36.22%	\$238.41M



Q1

Q2

Q3

Q4

2018

2019

2020

2021

79.48%!

Last_Year: 80.26% (-0.97%)

Forecast Accuracy

-198.68K!

Last_Year: -940.23K

(+78.87%)

Net Error

2929.19

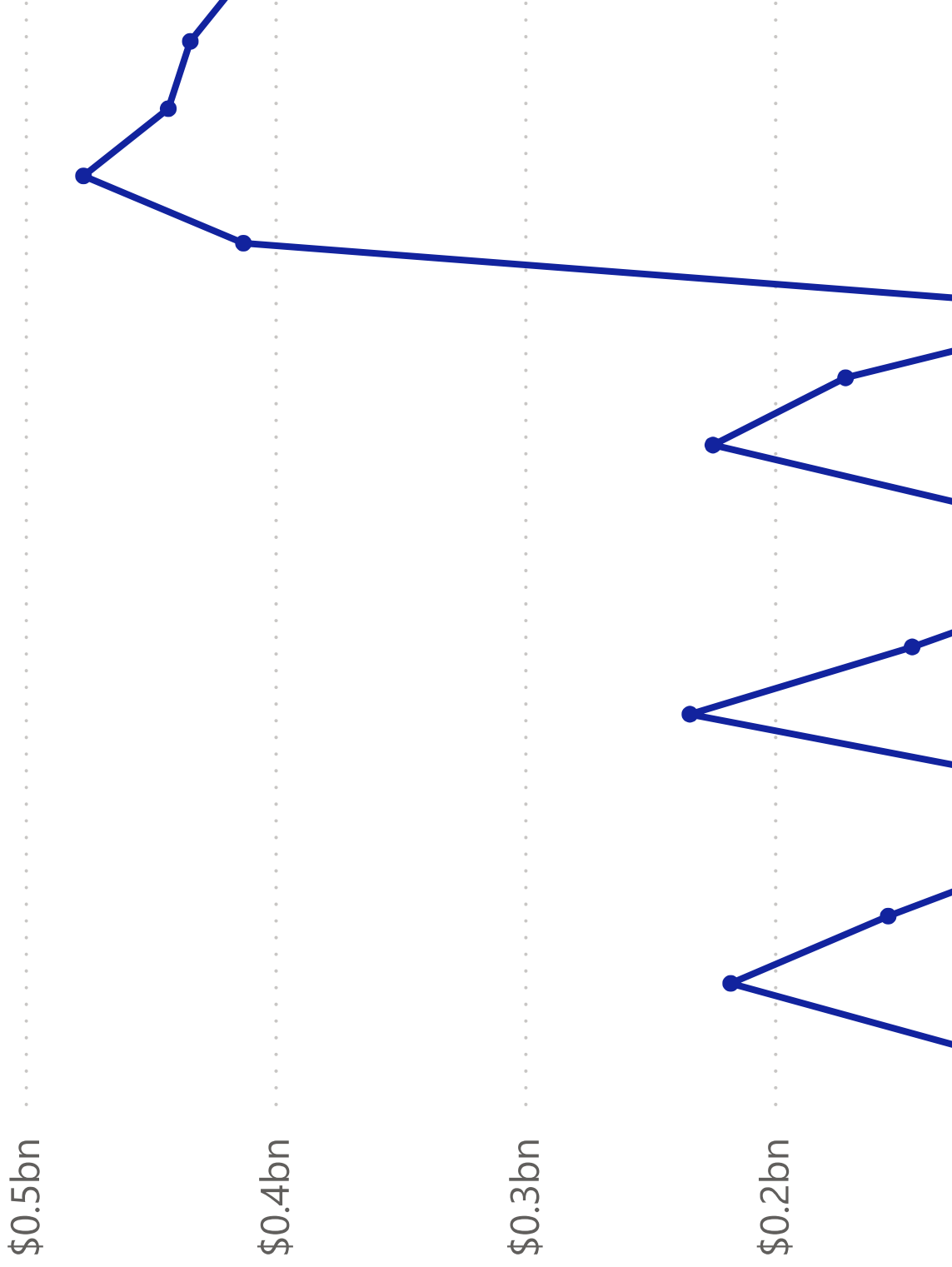
Last_Year: 1197

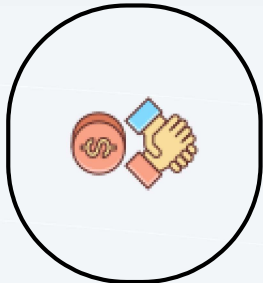
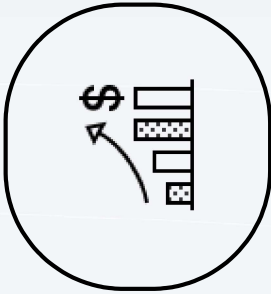
(+144.64%)

Absolute Error

Key Metrics by Customer

customer	Forecast_acc uracy %	Forecast_a ccuracy %	Net_err or	Net_Err or %	Risk
Amazon	73.85%	71.49%	-109825	-5.90%	out of Stock
Atliq e Store	73.56%	72.96%	-25273	-2.31%	out of Stock
AltiQ Exclusive	70.64%	72.84%	-62598	-5.57%	out of Stock
Euronics	64.53%	44.28%	19128	13.98%	Excess Inven
Mbit	62.82%	58.99%	11316	13.86%	Excess Inven





Q1

Q2

Q3

Q4

2018

2019

2020

2021

79.48%!

Last_Year: 80.26%
(-0.97%)

Forecast Accuracy

36.22%!

Last_Year: 0.37 (-2.03%)

GM %

-7.09%!

Last_Year: -0.01 (-632.23%)

Net Profit %

Key Insights By Sub Zone

sub_zone	Net_Sales \$	RC %	Gross_Margin %	Net_profit %	Att
India	\$62.42M	26.18%	32.01%	-24.67%	
ROA	\$52.41M	21.99%	38.14%	7.92%	
NA	\$51.78M	21.72%	36.98%	-14.03%	
NE	\$30.92M	12.97%	37.47%	-1.50%	
SE	\$26.78M	11.23%	38.18%	3.94%	
ANZ	\$13.15M	5.52%	38.56%	7.34%	
LATAM	\$0.95M	0.40%	37.30%	5.97%	
Total	\$238.41M	100.00%	36.22%	-7.09%	