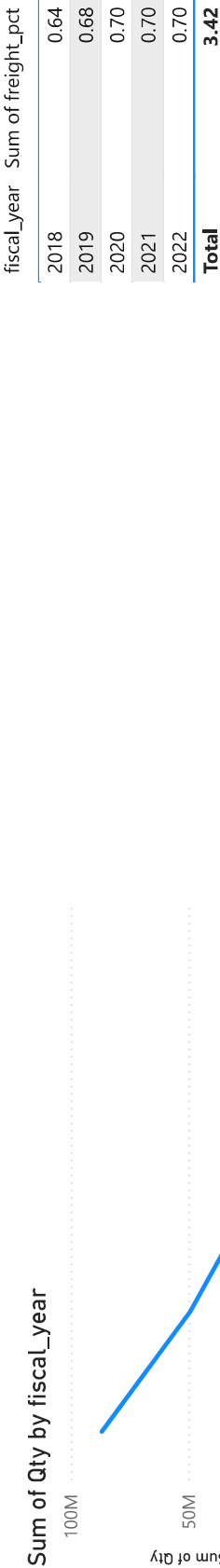


Fact table

fiscal_year										
	2018	2019	2020	2021	2022	2018	2019	2020	2021	2022

	2018	2019	2020	2021	2022	Total
Sum of Gross_sales_amount	\$58,321,003.9459	\$209,061,401.6318	\$535,945,771.902	\$1,664,639,273.5356	\$3,258,678,918.8048	\$5,726,646,369.8201
Sum of Net_invoice_sales_amount	\$44,402,346.5961	\$161,622,082.9231	\$411,251,323.5238	\$1,272,134,937.2737	\$2,494,480,977.3575	\$4,383,891,667.6742
Sum of Post_invoice_deduction_amount	\$10,663,080.3868	\$29,718,264.6214	\$95,845,888.7103	\$281,637,192.0919	\$558,548,659.684	\$976,413,085.4944
Sum of Post_invoice_other_deduction_amount	\$4,627,094.743	\$20,529,647.6731	\$47,426,588.3738	\$166,648,725.6372	\$293,026,510.4125	\$532,258,566.8396
Sum of Net_Sales_amount	\$29,112,171.4663	\$111,374,170.6286	\$267,978,846.4397	\$823,849,019.5446	\$1,642,905,807.261	\$2,875,220,015.3402





A&A IT Tech

YTD

2018

2019

2020

2021

Q1

Q2

Q3

Q4

\$823.85M

LY: \$267.98M (+207.43%)

36.49%

LY: 0.37 (-1.65%)

-6.63%

LY: -0.01 (-676.38%)

Net sales

GM %

Net Profit%

Profit and Loss Statements

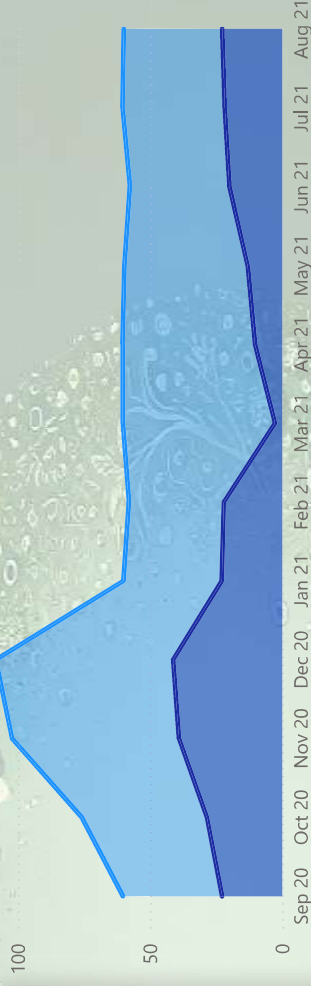
Line Item P&L_values P&L LY YOY Chg YoY Chg%

Net Profit %	-6.63	-0.85	-5.78	6.76%
Net Profit	-54.65	-2.29	-52.36	22.87%
Operational Expense	-355.28	-101.71	-253.57	2.49%
GM / Unit	5.99	4.79	1.21	0.25%
Gross Margin %	36.49	37.10	-0.61	-0.02%
Gross Margin	300.63	99.42	201.21	2.02%
Total COGS	523.22	168.56	354.66	2.10%
- Other Cost	3.39	1.10	2.29	2.10%
- Freight Cost	22.05	7.16	14.89	2.08%
- Manufacturing Cost	497.78	160.30	337.48	2.11%
Net Sales	823.85	267.98	555.87	2.07%
Total Post Invoice Deduction	448.29	143.27	305.01	2.13%
- Post Deductions	166.65	47.43	119.22	2.51%
- Post Discounts	281.64	95.85	185.79	1.94%
Net Invoice Sales	1,272.13	411.25	860.88	2.09%
Pre Invoice Deduction	392.50	124.69	267.81	2.15%
Gross Sales	1,664.64	535.95	1,128.69	2.11%

NetSalesPerformance over time

NetSalesPerformance over time

Selected year -1 Selected year



region P&L_values P&L YoY Chg%

APAC	441.98	1.99%
EU	200.77	2.60%
NA	177.94	1.86%
LATAM	3.16	0.58%
Total	823.85	2.07%

segment P&L_values P&L YoY Chg%

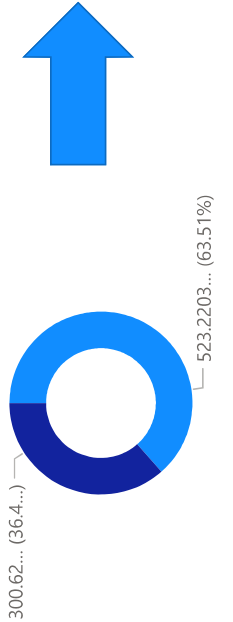
Networking	45.16	0.72%
Storage	54.42	0.97%
Peripherals	166.51	1.75%
Notebook	266.49	2.08%
Accessories	244.85	2.70%
Desktop	46.43	47.91%
Total	823.85	2.07%

segment	Net_sales\$	Gross_margin\$	Gross_margin%	Net_profit\$	Net_profit%
[-] Networking	\$45,159,199.14	16,596,898.22	36.75%	-2.91M	-6.44%
[-] Wi fi extender	\$45,159,199.14	16,596,898.22	36.75%	-2.91M	-6.44%
[-] Desktop	\$46,428,615.09	16,794,347.06	36.17%	-3.27M	-7.04%
[-] Storage	\$54,421,068.88	20,001,936.57	36.75%	-3.46M	-6.36%
[-] USB Flash Drives	\$5,550,263.65	1,967,927.23	35.46%	-0.42M	-7.59%
AQ Pen Drive 2 IN 1	\$1,538,263.54	523,280.16	34.02%	-0.14M	-9.19%
AQ Pen Drive DRC	\$4,012,000.12	1,444,647.07	36.01%	-0.28M	-6.98%
[-] External Solid State Drives	\$48,870,805.23	18,034,009.35	36.90%	-3.04M	-6.22%
AQ Clk3	\$4,625,195.85	1,789,989.26	38.70%	-0.21M	-4.52%
AQ Digit SSD	\$9,254,703.06	3,360,351.38	36.31%	-0.64M	-6.88%
AQ Neuer SSD	\$11,178,040.34	4,166,721.94	37.28%	-0.65M	-5.78%
AQ Clk1	\$11,608,039.04	4,193,591.52	36.13%	-0.83M	-7.14%
AQ Clk2	\$12,204,826.93	4,523,355.24	37.06%	-0.72M	-5.89%
[-] Peripherals	\$166,508,315.17	60,809,494.95	36.52%	-11.02M	-6.62%
[-] Internal HDD	\$11,467,126.63	4,213,399.70	36.74%	-0.73M	-6.40%
[-] MotherBoard	\$16,040,127.81	5,910,076.04	36.85%	-1.01M	-6.30%
[-] Graphic Card	\$37,666,756.39	13,791,436.56	36.61%	-2.48M	-6.59%
[-] Processors	\$101,334,304.35	36,894,582.64	36.41%	-6.80M	-6.71%
[-] Accessories	\$244,846,241.75	80,201,256.05	32.76%	-16,39M	-6.65%
Total	\$823,849,019.54	300,628,704.25	36.49%	-54.65M	-6.63%

Describe...

Total COGS

Gross Margin





A&A IT Tech

80.21%

LY: 72.99%, 26797.88M%

Forecast Accuracy

-751714

LY: 491.60K
(+252.91%)

Net Error %

9780738!

LY: 5743199 (-70.3%)

ABS Error%

Key Metrics By Customer

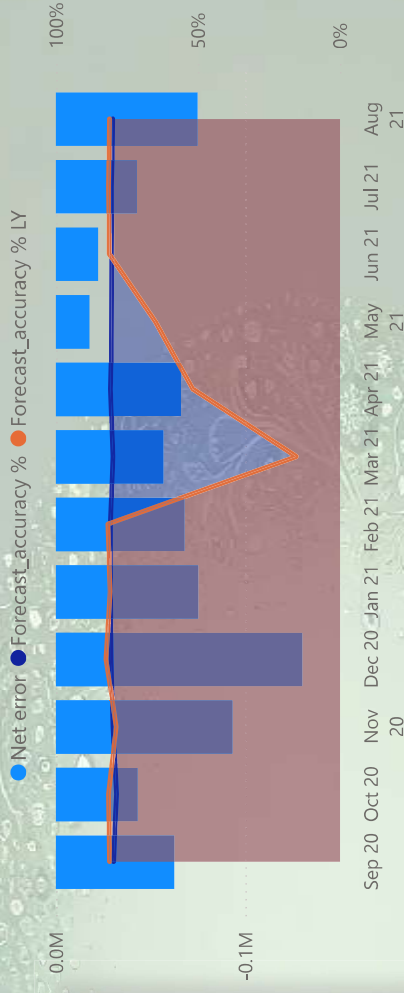
customer	Forecast accuracy %	Forecast accuracy % LY	Net error	Net Error%	Risk
Zone	50.30%	40.90%	19622	4.95%	Excess Inventory
walmart	50.12%	34.80%	-35298	-4.90%	out of stock
Viveks	43.03%	32.48%	20576	2.77%	Excess Inventory
Vijay Sales	42.98%	34.48%	34335	4.27%	Excess Inventory
Unity Stores	44.61%	27.53%	24931	18.60%	Excess Inventory
UniEuro	58.22%	45.77%	173583	23.54%	Excess Inventory
Taobao	44.98%	4.05%	38245	12.84%	Excess Inventory
Synthetic	37.93%	38.32%	-145604	-18.65%	out of stock
Surface Stores	49.59%	42.94%	11423	6.45%	Excess Inventory
Staples	49.38%	35.69%	-22263	-3.12%	out of stock
Sound	52.83%	41.27%	37163	8.32%	Excess Inventory
Sorefoz	55.21%	41.33%	22682	6.49%	Excess Inventory
Saturn	19.16%	25.11%	-33396	-43.36%	out of stock
Sage	33.58%	35.92%	-425909	-33.69%	out of stock
Relief	52.04%	42.81%	44941	11.74%	Excess Inventory
Reliance Digital	45.19%	38.76%	-8040	-1.04%	out of stock
Radio Shack	38.46%	7.10%	-47096	-11.19%	out of stock
Radio Popular	56.74%	50.36%	72810	15.52%	Excess Inventory
Propel	46.53%	33.27%	63305	7.05%	Excess Inventory
Premium Stores	55.64%	42.85%	75214	19.87%	Excess Inventory
Power	56.72%	40.19%	22117	13.18%	Excess Inventory
Path	45.53%	9.55%	-59454	-10.57%	out of stock
Carta	18.37%	28.76%	-35855	-17.00%	out of stock
Total	80.21%	72.99%	-751714	-1.52%	out of stock

2018201920202021

Q1Q2Q3Q4

Accuracy & Net Error Trend

NetSalesPerformance over time



Top & Bottom Products And Customer by Net Sales

segment	Forecast_accuracy %	Net error	Net Error%	Risk
<input type="checkbox"/> Desktop	84.37%	16205	11.22%	Excess Inventory
<input type="checkbox"/> Networking	90.40%	227056	8.17%	Excess Inventory
<input type="checkbox"/> Storage	83.54%	1507656	15.77%	Excess Inventory
<input type="checkbox"/> Accessories	77.66%	-2133183	-7.06%	out of stock
<input type="checkbox"/> Notebook	79.99%	-51254	-3.96%	out of stock
<input type="checkbox"/> Peripherals	83.23%	-318194	-5.89%	out of stock
Total	80.21%	-751714	-1.52%	out of stock