

P&L Check

	2018	2019	2020	2021	2022	Total
gross_sales_amount	\$58.32M	\$209.06M	\$535.95M	\$1,664.64M	\$7,370.14M	\$9,838.11M
net_invoice_sales_amount	\$44.40M	\$161.62M	\$411.25M	\$1,272.13M	\$5,643.13M	\$7,532.54M
post_invoice_deduction_amount	\$10.66M	\$29.72M	\$95.85M	\$281.64M	\$1,243.54M	\$1,661.40M
post_invoice_other_deduction_amount	\$4.63M	\$20.53M	\$47.43M	\$166.65M	\$663.42M	\$902.65M
net_sales_amount	\$29.11M	\$111.37M	\$267.98M	\$823.85M	\$3,736.17M	\$4,968.48M

Finance View

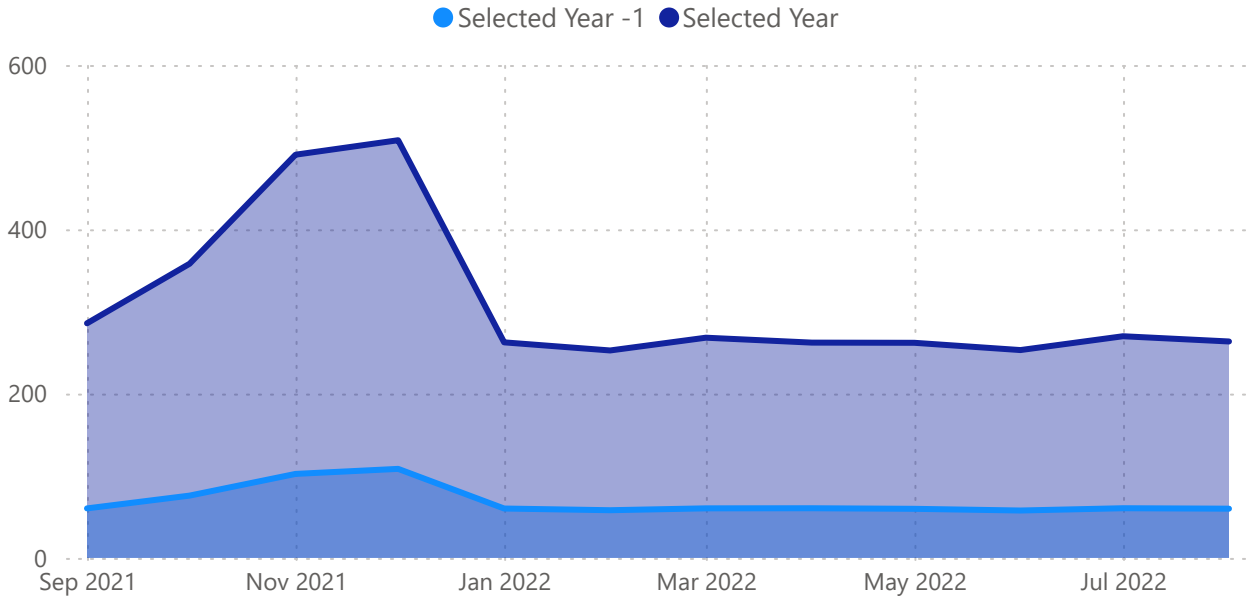
2018	2019	2020	2021	2022 Est
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Q1	Q2	Q3	Q4
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YTD	YTG
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Line Item	2022 Est	LY	YoY chg	YoY chg %
Gross Sales	7370.14	1664.64	5705.50	3.43
Pre Invoice Deduction	1243.54	281.64	961.90	3.42
Net Invoice Sales	5643.13	1272.13	4370.99	3.44
- Post Discounts	1243.54	281.64	961.90	3.42
- Post Deductions	663.42	166.65	496.77	2.98
Total Post Invoice Deduction	1906.95	448.29	1458.67	3.25
Net Sales	3736.17	823.85	2912.32	3.54
- Manufacturing Cost	2197.28	497.78	1699.50	3.41
- Freight Cost	100.49	22.05	78.43	3.56
- Other Cost	15.52	3.39	12.14	3.58
Total COGS	2313.29	523.22	1790.07	3.42
Gross Margin	1422.88	300.63	1122.25	3.73
Gross Margin %	38.08	36.49	1.59	0.04
GM / Unit	15.76	5.99	9.77	1.63
Operational expense	759.22	174.01	585.21	3.36
Net Profit	663.66	126.62	537.04	4.24
Net Profit %	17.76	15.37	2.39	0.16

Net sales Performance Over Time



market	P & L values	P & L YoY chg %
France	98.75	161.12%
Netherlands	39.23	196.74%
Philippines	129.23	208.57%
Portugal	59.39	219.23%
Austria	12.86	247.22%
Chile	3.04	277.02%
United Kingdom	176.19	293.89%
Indonesia	96.61	298.56%
Bangladesh	36.41	299.56%
Pakistan	31.05	318.88%
Newzealand	70.45	319.06%
Italy	71.28	321.28%
Total	3,736.17	353.50%

segment	P & L values	P & L YoY chg %
Accessories	454.10	85.46%
Desktop	711.08	1431.55%
Networking	38.43	-14.89%
Notebook	1,580.43	493.06%
Peripherals	897.54	439.03%
Storage	54.59	0.32%
Total	3,736.17	353.50%

Sales View

market

▼

region

▼

customer

▼

All

▼

All

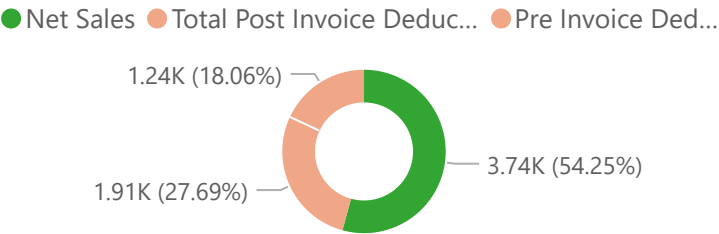
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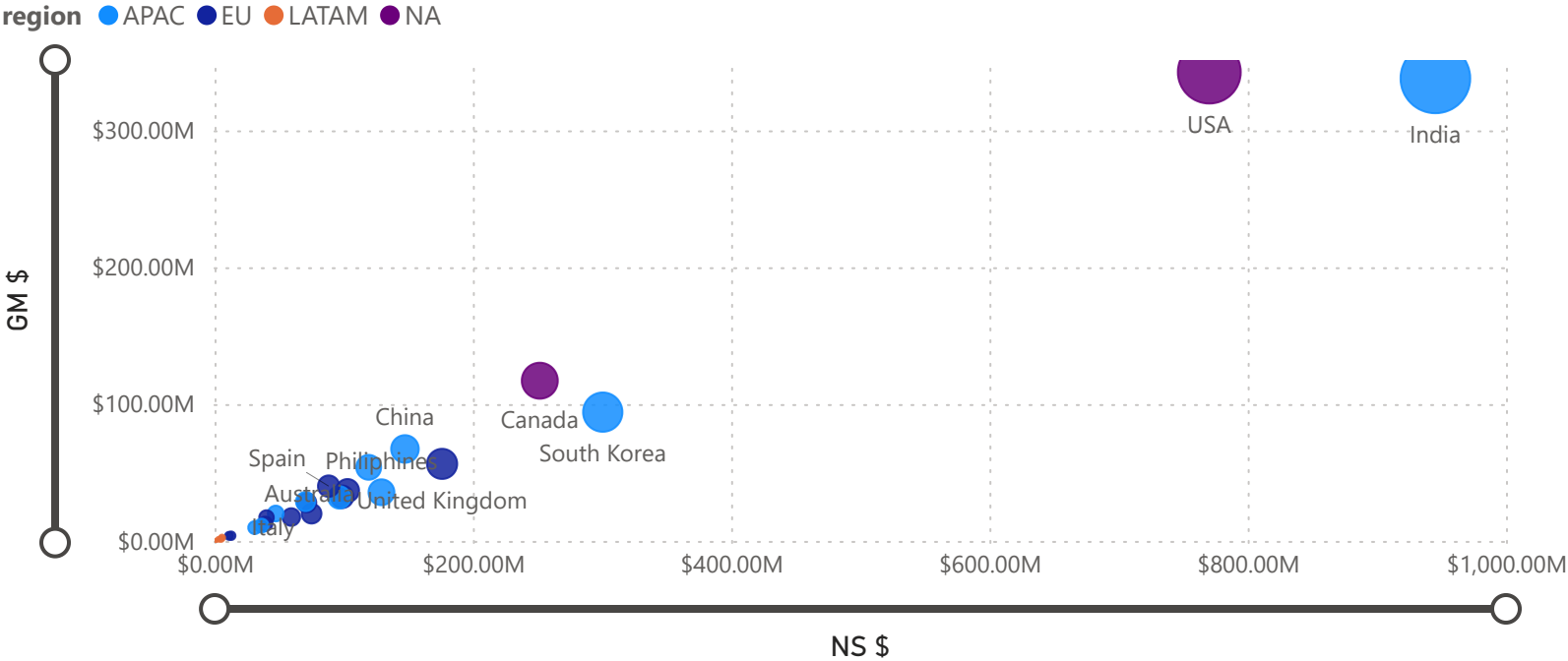
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customer	NS \$	GM \$	GM %
Acclaimed Stores	\$73.4M	\$29.6M	40.32%
All-Out	\$4.4M	\$1.7M	38.17%
AltiQ Exclusive	\$307.2M	\$145.0M	47.22%
Amazon	\$496.9M	\$182.8M	36.78%
Argos (Sainsbury's)	\$13.7M	\$5.3M	38.70%
Atlas Stores	\$17.1M	\$5.4M	31.66%
Atliq e Store	\$304.1M	\$112.1M	36.88%
Atliq Exclusive	\$54.0M	\$21.1M	39.11%
BestBuy	\$49.3M	\$22.1M	44.89%
Billa	\$6.8M	\$1.6M	23.80%
Boulanger	\$26.0M	\$10.4M	39.95%
Chip 7	\$25.6M	\$8.3M	32.24%
Chinter	\$18.9M	\$7.1M	38.01%
Total	\$3,736.2M	\$1,422.9M	38.08%

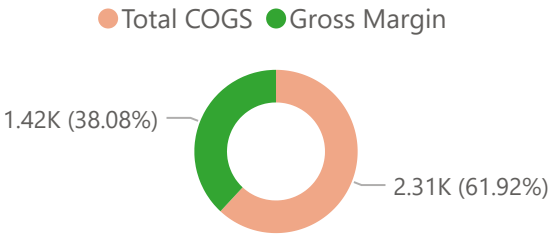
P & L values by Description



NS \$, GM \$, NS \$ and GM % by market and region



P & L values by Description



segment	NS \$	GM \$	GM %
Accessories	\$454.1M	\$172.6M	38.01%
Desktop	\$711.1M	\$272.4M	38.31%
Networking	\$38.4M	\$14.8M	38.45%
Notebook	\$1,580.4M	\$601.0M	38.03%
Peripherals	\$897.5M	\$341.2M	38.02%
Storage	\$54.6M	\$20.9M	38.33%
Total	\$3,736.2M	\$1,422.9M	38.08%

Marketing View

market

▼

region

▼

customer

▼

All

▼

All

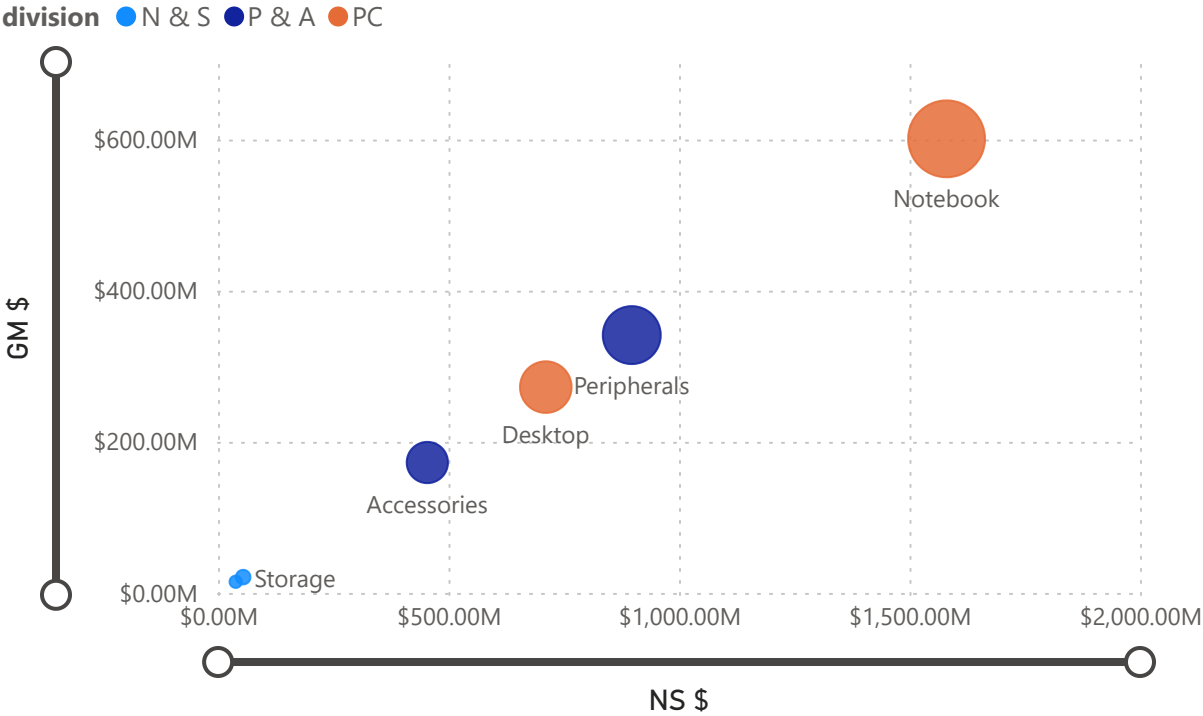
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All

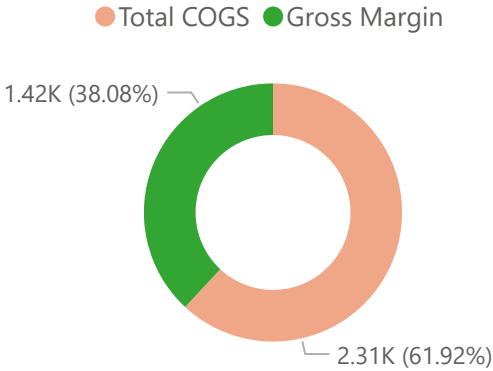
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segment	NS \$	GM \$	GM %	Net profit \$	Net Profit %
<div>+</div> Accessories	\$454.1M	\$172.6M	38.01%	80.39M	17.70%
<div>+</div> Desktop	\$711.1M	\$272.4M	38.31%	127.88M	17.98%
<div>+</div> Networking	\$38.4M	\$14.8M	38.45%	6.95M	18.09%
<div>+</div> Notebook	\$1,580.4M	\$601.0M	38.03%	279.97M	17.71%
<div>+</div> Peripherals	\$897.5M	\$341.2M	38.02%	158.63M	17.67%
<div>+</div> Storage	\$54.6M	\$20.9M	38.33%	9.85M	18.04%
Total	\$3,736.2M	\$1,422.9M	38.08%	663.66M	17.76%

NS \$, GM \$, NS \$ and GM % by segment and division



P & L values by Description



P & L values by Description

