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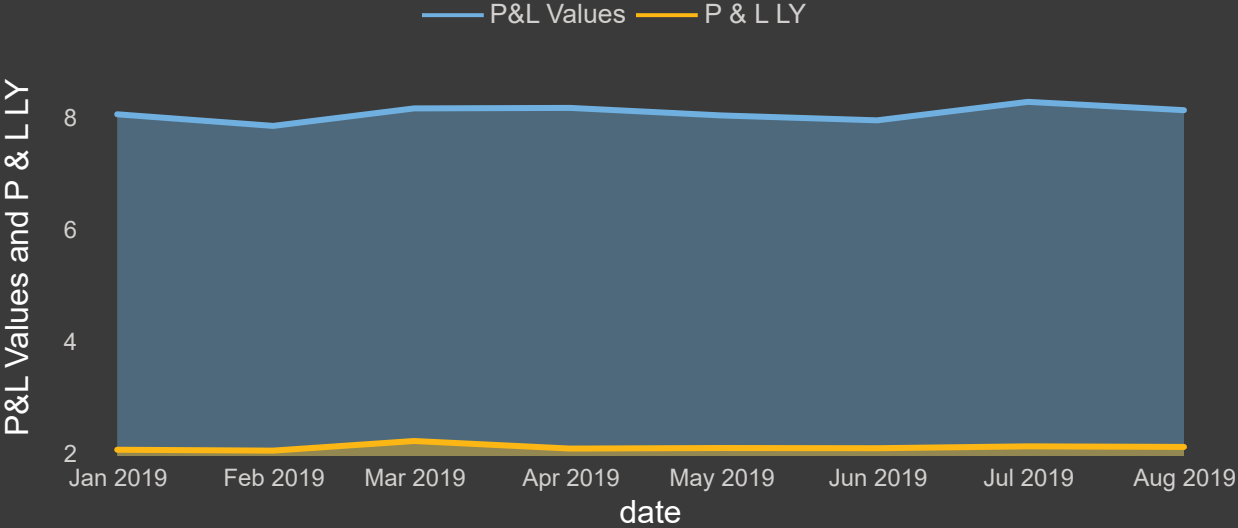
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YTD

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| Line Item | 2019 | LY | YoY Chg | YoY Chg % |
|------------------------------|--------|--------|---------|-----------|
| Gross Sales | 121.25 | 33.87 | 87.38 | 258.00 |
| Pre Invoice Deduction | 27.52 | 8.08 | 19.44 | 240.58 |
| Net Invoice Sales | 93.73 | 25.79 | 67.94 | 263.45 |
| - Post Discounts | 17.22 | 6.20 | 11.02 | 177.71 |
| - Post Deductions | 11.93 | 2.68 | 9.24 | 344.32 |
| Total Post Invoice Deduction | 29.15 | 8.89 | 20.26 | 228.04 |
| Net Sales | 64.58 | 16.90 | 47.68 | 282.07 |
| - Manufacturing Cost | 44.85 | 11.65 | 33.19 | 284.88 |
| - Freight Cost | 1.53 | 0.42 | 1.11 | 262.57 |
| - Other Cost | 0.30 | 0.05 | 0.24 | 449.26 |
| Total COGS | 46.67 | 12.13 | 34.54 | 284.83 |
| Gross Margin | 17.91 | 4.78 | 13.13 | 275.05 |
| Gross Margin % | 27.73 | 28.25 | -0.52 | -1.84 |
| GM / Unit | 2.86 | 2.38 | 0.48 | 20.38 |
| Operational expenses | -25.18 | -7.07 | -18.11 | 256.19 |
| Net profit | -7.28 | -2.30 | -4.98 | 216.96 |
| Net profit % | -11.26 | -13.58 | 2.31 | -17.04 |

Net Sales



| market | P&L Values | P & L YoY chg % |
|-------------|------------|-----------------|
| Italy | 2.24 | 1,368.81 |
| Canada | 3.41 | 957.48 |
| China | 1.00 | 810.19 |
| Philippines | 4.06 | 570.47 |
| Poland | 0.29 | 470.43 |
| France | 3.16 | 292.66 |
| Indonesia | 1.79 | 258.06 |
| South Korea | 9.04 | 254.45 |
| Australia | 2.73 | 230.75 |
| India | 22.04 | 194.80 |
| USA | 9.38 | 176.56 |
| Brazil | 0.20 | 160.04 |
| Total | 64.58 | 282.07 |

| segment | P&L Values | P & L YoY chg % |
|-------------|------------|-----------------|
| Accessories | 16.34 | 214.37 |
| Networking | 10.08 | 412.75 |
| Notebook | 18.72 | 342.54 |
| Peripherals | 11.39 | 157.80 |
| Storage | 8.06 | 637.48 |
| Total | 64.58 | 282.07 |

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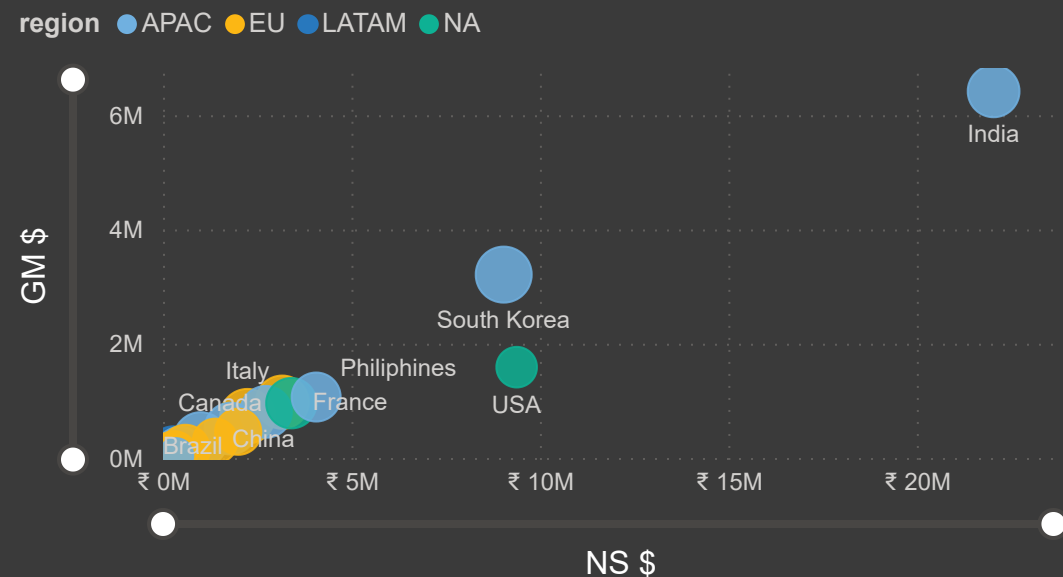
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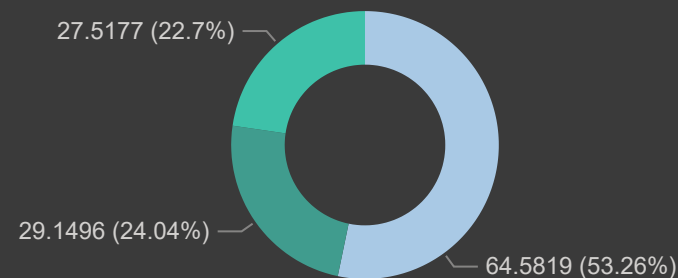
| customer | NS \$ | GM \$ | GM % | Quantity |
|---------------------|---------|-------|--------|----------|
| Acclaimed Stores | ₹ 1.0M | 0.2M | 18.02% | 0M |
| AltiQ Exclusive | ₹ 5.8M | 2.3M | 39.44% | 0M |
| Amazon | ₹ 8.8M | 2.5M | 28.20% | 1M |
| Argos (Sainsbury's) | ₹ 0.2M | 0.1M | 29.99% | 0M |
| Atlas Stores | ₹ 0.1M | 0.0M | 25.94% | 0M |
| Atliq e Store | ₹ 5.3M | 1.5M | 27.31% | 1M |
| Atliq Exclusive | ₹ 1.0M | 0.2M | 22.16% | 0M |
| BestBuy | ₹ 0.6M | 0.1M | 15.66% | 0M |
| Billa | ₹ 0.2M | 0.1M | 27.03% | 0M |
| Boulanger | ₹ 0.2M | 0.0M | 24.54% | 0M |
| China 7 | ₹ 0.4M | 0.1M | 21.56% | 0M |
| Total | ₹ 64.6M | 17.9M | 27.73% | 6M |

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



P&L Values by Description

Description ● Net Sales ● Total Post Inv... ● Pre Invoic...

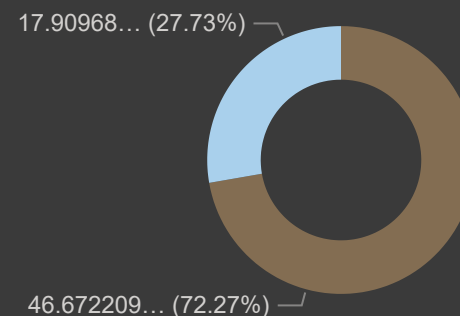


6M

Sales_qty

P&L Values by Description

Description ● Total COGS ● Gross Margin



| segment | NS \$ | GM \$ | GM % |
|-------------|---------|-------|--------|
| Accessories | ₹ 16.3M | 4.4M | 27.12% |
| Networking | ₹ 10.1M | 2.6M | 25.96% |
| Notebook | ₹ 18.7M | 5.0M | 26.93% |
| Peripherals | ₹ 11.4M | 3.4M | 29.54% |
| Storage | ₹ 8.1M | 2.5M | 30.49% |
| Total | ₹ 64.6M | 17.9M | 27.73% |

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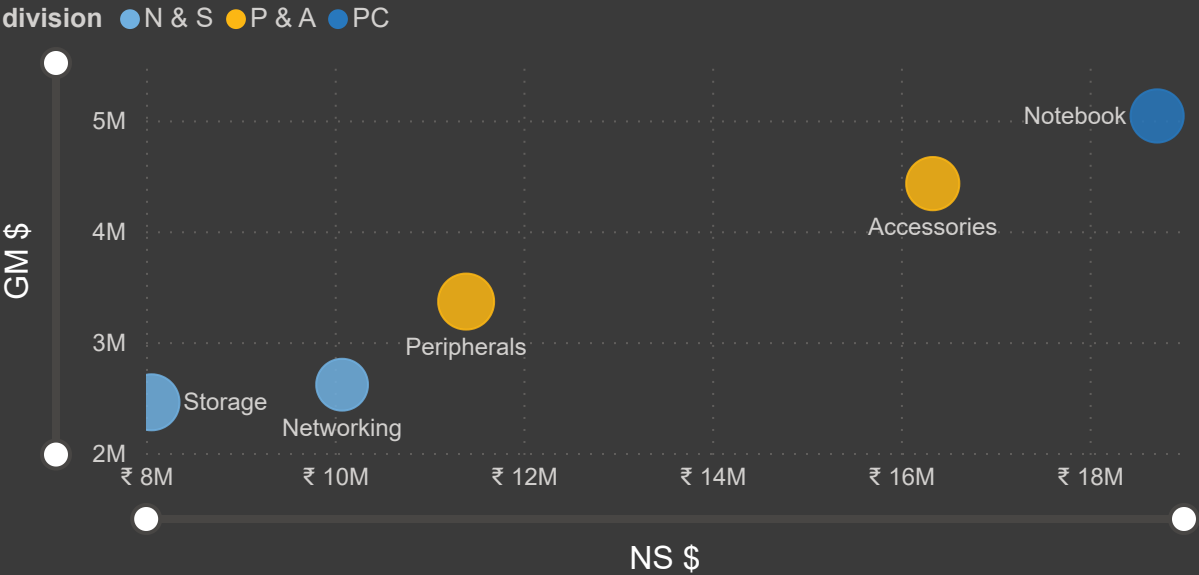
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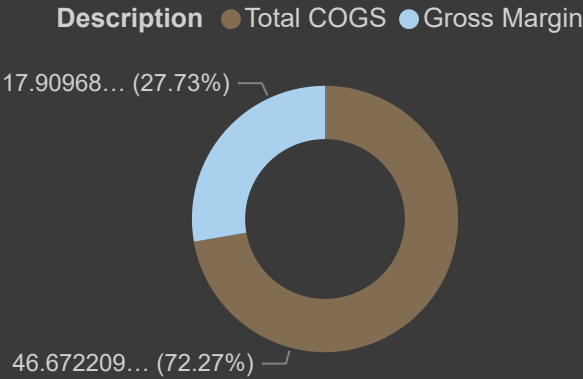
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| segment | NS \$ | GM \$ | GM % | Net Profit | Net profit % |
|-----------------------------|---------|-------|--------|------------|--------------|
| Accessories | | | | | |
| Keyboard | ₹ 10.2M | 2.7M | 26.49% | -1.3M | -0.12 |
| Mouse | ₹ 6.1M | 1.7M | 28.16% | -0.7M | -0.11 |
| Networking | | | | | |
| Wi fi extender | ₹ 10.1M | 2.6M | 25.96% | -1.3M | -0.13 |
| Notebook | | | | | |
| Business Laptop | ₹ 6.6M | 1.8M | 27.56% | -0.8M | -0.12 |
| Gaming Laptop | ₹ 4.8M | 1.3M | 27.33% | -0.5M | -0.12 |
| Personal Laptop | ₹ 7.3M | 1.9M | 26.12% | -0.9M | -0.13 |
| Peripherals | ₹ 11.4M | 3.4M | 29.54% | -1.1M | -0.09 |
| Storage | | | | | |
| External Solid State Drives | ₹ 8.1M | 2.5M | 30.49% | -0.7M | -0.08 |

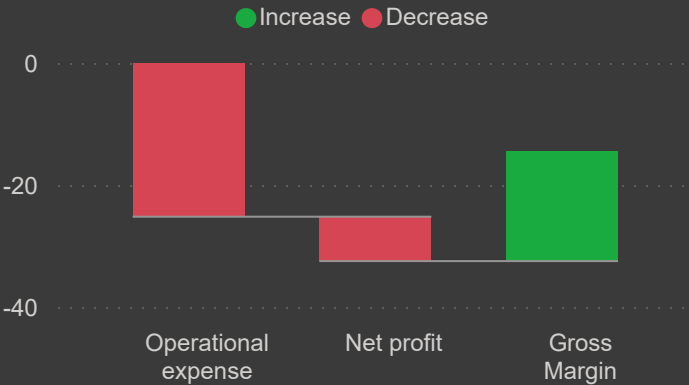
NS \$, GM \$ and GM % by segment and division



P&L Values by Description



P&L Values by Description



| region | NS \$ | GM \$ | GM % | Net Profit | Net profit % |
|--------|---------|-------|--------|------------|--------------|
| APAC | ₹ 41.5M | 12.5M | 30.15% | -2.9M | -0.07 |
| EU | ₹ 9.9M | 2.7M | 27.60% | -1.3M | -0.13 |
| LATAM | ₹ 0.5M | 0.1M | 29.07% | 0.0M | -0.06 |
| NA | ₹ 12.8M | 2.5M | 19.93% | -3.1M | -0.24 |

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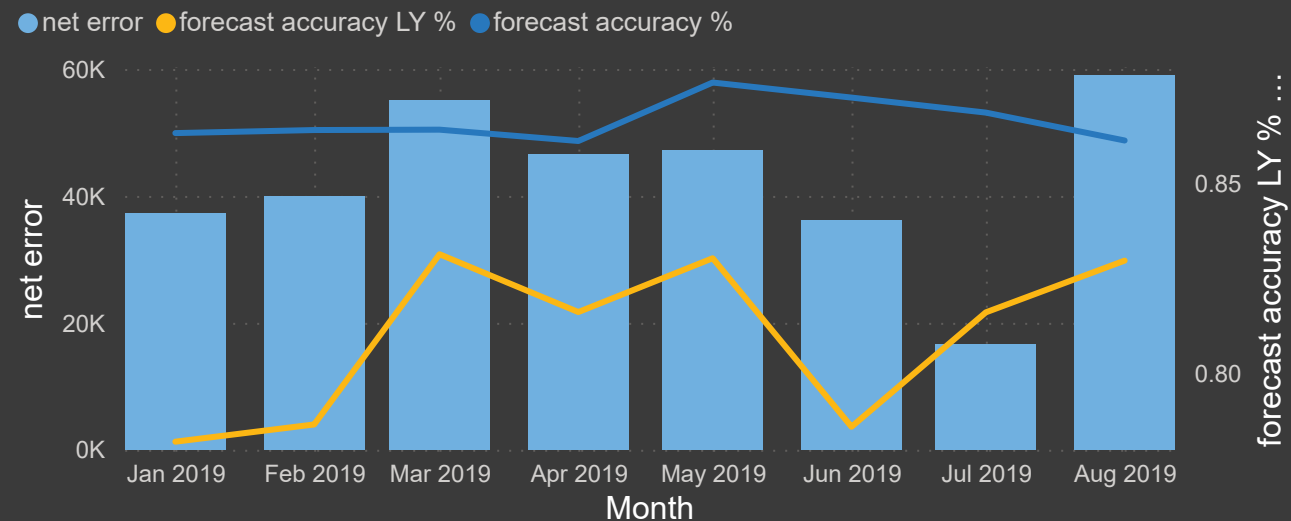
YTG

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forecast accuracy %net errorabs error

| customer | forecast accuracy % | net error | net error % | risk |
|--------------------------|---------------------|-----------|-------------|------------------|
| Acclaimed Stores | 0.54 | -18341 | -0.20 | Out of stock |
| AltiQ Exclusive | 0.74 | 35840 | 0.07 | Excess Inventory |
| Amazon | 0.78 | 23255 | 0.03 | Excess Inventory |
| Argos (Sainsbury's) | 0.56 | 1445 | 0.06 | Excess Inventory |
| Atlas Stores | 0.45 | -727 | -0.05 | Out of stock |
| Atliq e Store | 0.76 | 20818 | 0.04 | Excess Inventory |
| Atliq Exclusive | 0.49 | 24419 | 0.18 | Excess Inventory |
| BestBuy | 0.27 | -18298 | -0.39 | Out of stock |
| Billa | 0.36 | -3436 | -0.21 | Out of stock |
| Boulanger | 0.45 | 979 | 0.05 | Excess Inventory |
| Chip 7 | 0.33 | -13095 | -0.44 | Out of stock |
| Circuit City | 0.30 | -15997 | -0.33 | Out of stock |
| Control | 0.36 | -19131 | -0.34 | Out of stock |
| Coolblue | 0.55 | -1473 | -0.05 | Out of stock |
| Costco | 0.39 | -22691 | -0.33 | Out of stock |
| Croma | 0.50 | 26817 | 0.20 | Excess Inventory |
| Currys (Dixons Carphone) | 0.47 | -897 | -0.04 | Out of stock |
| Digimarket | 0.52 | 11744 | 0.18 | Excess Inventory |
| Ebay | 0.52 | 9553 | 0.05 | Excess Inventory |
| Electricalsara Stores | 0.52 | 4427 | 0.30 | Excess Inventory |
| Total | 0.87 | 337900 | 0.05 | Excess Inventor |

net error, forecast accuracy LY % and forecast accuracy % by Month



| segment | forecast accuracy % | forecast accuracy LY % | net error | net error % | risk |
|-------------|---------------------|------------------------|-----------|-------------|------------------|
| Accessories | 0.90 | 0.80 | -52711 | -0.01 | Out of stock |
| Networking | 0.83 | 0.88 | 163004 | 0.17 | Excess Inventory |
| Notebook | 0.82 | 0.85 | -17702 | -0.17 | Out of stock |
| Peripherals | 0.85 | 0.80 | -9576 | -0.02 | Out of stock |
| Storage | 0.80 | 0.90 | 254885 | 0.20 | Excess Inventory |
| Total | 0.87 | 0.81 | 337900 | 0.05 | Excess Inventor |

| | 2018 | 2019 | 2020 | 2021 | 2022 | Total |
|------------------------------------|--------------------|---------------------|--------------------|-----------------------|-----------------------|-----------------------|
| Sum of gross sales amount | ₹ 5,83,21,003.9459 | ₹ 20,90,61,401.6318 | ₹ 53,59,45,771.902 | ₹ 1,66,46,39,273.5356 | ₹ 7,37,01,38,775.0866 | ₹ 9,83,81,06,226.1019 |
| Sum of pre invoice discount amount | ₹ 1,39,18,657.35 | ₹ 4,74,39,318.71 | ₹ 12,46,94,448.38 | ₹ 39,25,04,336.26 | ₹ 1,72,70,13,772.57 | ₹ 2,30,55,70,533.27 |
| Sum of net invoice sales amount | 4,44,02,346.596 | 16,16,22,082.923 | 41,12,51,323.524 | 1,27,21,34,937.274 | 5,64,31,25,002.513 | 7,53,25,35,692.830 |
| Sum of PostInvoiceDeduc | ₹ 1,06,63,080.39 | ₹ 2,97,18,264.62 | ₹ 9,58,45,888.71 | ₹ 28,16,37,192.09 | ₹ 1,24,35,36,870.43 | ₹ 1,66,14,01,296.24 |
| Sum of PostInvoiceOtherDeduc | ₹ 46,27,094.74 | ₹ 2,05,29,647.67 | ₹ 4,74,26,588.37 | ₹ 16,66,48,725.64 | ₹ 66,34,17,601.21 | ₹ 90,26,49,657.64 |
| Sum of net_sales_amount | ₹ 2,91,12,171.47 | ₹ 11,13,74,170.63 | ₹ 26,79,78,846.44 | ₹ 82,38,49,019.54 | ₹ 3,73,61,70,530.87 | ₹ 4,96,84,84,738.95 |
| Sum of total_cogs_amount | ₹ 2,08,93,356.19 | ₹ 8,04,73,103.10 | ₹ 18,48,82,338.57 | ₹ 54,75,31,719.48 | ₹ 2,31,32,90,805.85 | ₹ 3,14,70,71,323.20 |
| Sum of gross_margin | ₹ 82,18,815.27 | ₹ 3,09,01,067.53 | ₹ 8,30,96,507.87 | ₹ 27,63,17,300.06 | ₹ 1,42,28,79,725.02 | ₹ 1,82,14,13,415.75 |