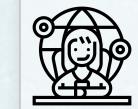
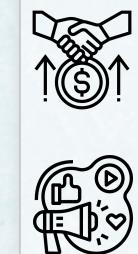
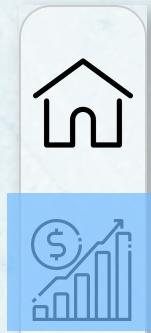




| region, market | customer | segment, category, p... |
|------------------------------------|--------------------------------|-----------------------------------|
| All | All | All |
| \$3.74bn✓ BM: 823.85M (+353.5%) | 38.08%✓ BM: 36.49% (+4.37%) | -13.98%! BM: -6.63% (-110.79%) |
| Net Sales | GM % | Net Profit % |

| | | | | | | | | | |
|------|------|------|-------------|----|----|----|----|-----|-----|
| 2019 | 2020 | 2021 | 2022 Est | Q1 | Q2 | Q3 | Q4 | YTD | YTG |
|------|------|------|-------------|----|----|----|----|-----|-----|



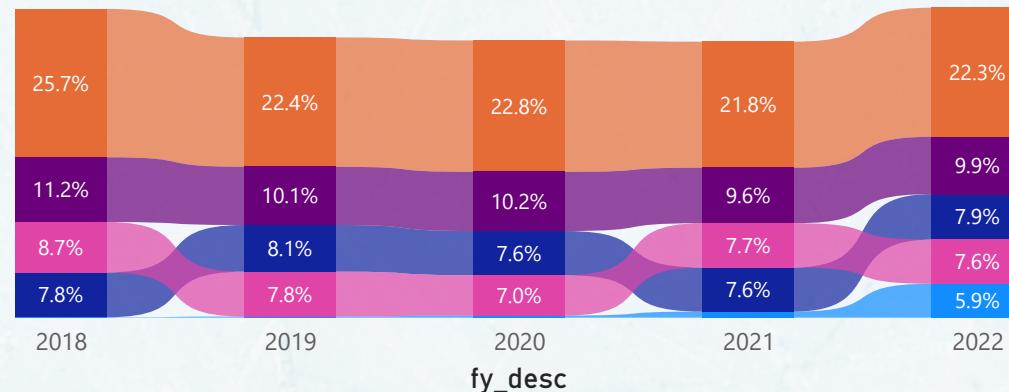
| sub_zone | NS \$ | RC % | GM % | Atliq MS% | Net Profit % | Net Error % | Risk |
|--------------|-------------------|---------------|---------------|-------------|----------------|--------------|------------|
| LATAM | \$14.8M | 0.4% | 35.02% ↓ | 0.1% | -2.95% | 3.4% | EI |
| NA | \$1,022.1M | 27.4% | 44.97% | 1.8% | -14.22% | 14.4% | EI |
| ANZ | \$189.8M | 5.1% | 43.50% | 0.5% | -7.39% | -37.6% | OOS |
| India | \$945.3M | 25.3% | 35.75% | 5.1% | -22.99% | -24.4% | OOS |
| NE | \$457.7M | 12.3% | 32.80% ↓ | 2.5% | -18.09% | -4.6% | OOS |
| ROA | \$788.7M | 21.1% | 34.19% ↓ | 3.2% | -6.32% | -4.6% | OOS |
| SE | \$317.8M | 8.5% | 37.03% ↓ | 6.6% | -4.00% | -55.5% | OOS |
| Total | \$3,736.2M | 100.0% | 38.08% | 2.3% | -13.98% | -9.5% | OOS |

Key insights by sub zone

Top / Bottom Products & Customers by Net Sales

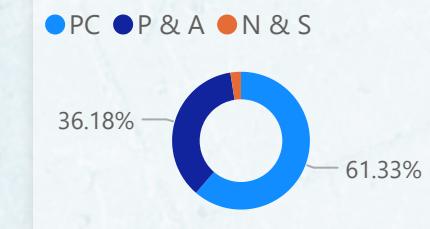
market share % by fy_desc and manufacturer

manufacturer ● atliq ● bp ● dale ● innovo ● pacer



BM= Benchmark, LY= Last year, EI= Excess Inventory, OOS= Out of stock

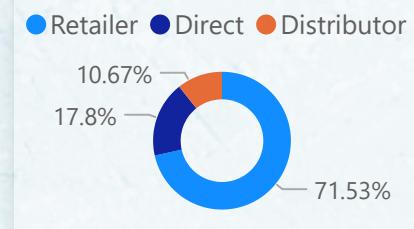
Revenue by division



VS LY

VS Target

Revenue by channel



Yearly trend by Revenue, GM%, Net Profit% PC Market share%

● NS \$ ● GM % ● Net Profit % ● Atliq MS%

\$4bn

\$2bn

\$0bn

2018 2019 2020 2021 2022 Est

Top 5 customers by revenue

| customer | RC % | GM % |
|-----------------|--------------|---------------|
| Amazon | 13.3% | 36.78% |
| Atliq e Store | 8.1% | 36.88% ↓ |
| AtliQ Exclusive | 9.7% | 46.01% |
| Flipkart | 3.7% | 42.14% |
| Sage | 3.4% | 31.53% ↓ |
| Total | 38.2% | 39.19% |

Top 5 Products by revenue

| product | RC % | GM % |
|----------------------|--------------|---------------|
| AQ BZ Allin1 Gen 2 | 5.4% | 38.51% |
| AQ Home Allin1 | 4.1% | 38.71% |
| AQ HOME Allin1 Gen 2 | 5.7% | 38.08% |
| AQ Smash 1 | 3.8% | 37.43% ↓ |
| AQ Smash 2 | 4.1% | 37.40% |
| Total | 23.2% | 38.06% |