

## FILTERS

region All  
division All

## Market

## Performance vs Target

All values are in USD

| Country            | 2019         | 2020          | 2021          | 2021 - Target | %            |
|--------------------|--------------|---------------|---------------|---------------|--------------|
| Australia          | 3.9M         | 10.7M         | 21.0M         | -2.2M         | -9.5%        |
| Austria            |              | 0.1M          | 2.8M          | -0.3M         | -10.5%       |
| Bangladesh         | 0.5M         | 2.3M          | 7.0M          | -0.7M         | -9.3%        |
| Canada             | 4.8M         | 12.2M         | 35.1M         | -5.1M         | -12.6%       |
| China              | 1.4M         | 5.4M          | 22.9M         | -2.1M         | -8.3%        |
| France             | 4.0M         | 7.5M          | 25.9M         | -2.2M         | -7.8%        |
| Germany            | 2.6M         | 4.7M          | 12.0M         | -1.5M         | -11.3%       |
| India              | 30.8M        | 49.8M         | 161.3M        | -9.6M         | -5.6%        |
| Indonesia          | 2.5M         | 6.2M          | 18.4M         | -2.4M         | -11.5%       |
| Italy              | 2.9M         | 4.5M          | 11.7M         | -1.0M         | -8.2%        |
| Japan              |              | 1.9M          | 7.9M          | -0.3M         | -4.0%        |
| Netherlands        | 0.2M         | 3.4M          | 8.0M          | -0.7M         | -7.6%        |
| Newzealand         |              | 2.0M          | 11.4M         | -1.4M         | -11.0%       |
| Norway             |              | 2.5M          | 13.7M         | -1.4M         | -9.5%        |
| Pakistan           | 0.6M         | 4.7M          | 5.7M          | -0.5M         | -8.5%        |
| Philippines        | 5.7M         | 13.4M         | 31.9M         | -2.5M         | -7.3%        |
| Poland             | 0.4M         | 2.8M          | 5.2M          | -0.9M         | -15.3%       |
| Portugal           | 0.7M         | 3.6M          | 11.8M         | -0.5M         | -4.1%        |
| South Korea        | 12.8M        | 17.3M         | 49.0M         | -4.4M         | -8.2%        |
| Spain              |              | 1.8M          | 12.6M         | -1.8M         | -12.4%       |
| Sweden             | 0.1M         | 0.2M          | 1.8M          | -0.2M         | -10.0%       |
| United Kingdom     | 2.0M         | 8.1M          | 34.2M         | -3.0M         | -8.0%        |
| USA                | 11.5M        | 31.9M         | 87.8M         | -10.2M        | -10.4%       |
| <b>Grand Total</b> | <b>87.5M</b> | <b>196.7M</b> | <b>598.9M</b> | <b>-54.9M</b> | <b>-8.4%</b> |



## FILTERS

region All  
market India  
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## Customer

### Net Sales Performance

All values are in USD

| Customer           | 2019         | 2020         | 2021          | 21 vs 20      |
|--------------------|--------------|--------------|---------------|---------------|
| Amazon             | 4.6M         | 9.8M         | 23.0M         | 234.9%        |
| AtliQ e Store      | 1.6M         | 3.5M         | 8.7M          | 249.1%        |
| AtliQ Exclusive    | 3.4M         | 4.7M         | 18.4M         | 392.6%        |
| Croma              | 1.7M         | 2.5M         | 7.5M          | 305.1%        |
| Ebay               | 1.7M         | 3.6M         | 8.5M          | 235.9%        |
| Electricalslytical | 1.6M         | 2.0M         | 8.4M          | 431.1%        |
| Electricalsociety  | 1.8M         | 2.3M         | 9.4M          | 415.1%        |
| Expression         | 1.5M         | 2.2M         | 8.8M          | 391.2%        |
| Ezone              | 1.5M         | 2.0M         | 7.9M          | 391.6%        |
| Flipkart           | 1.9M         | 4.3M         | 9.9M          | 231.8%        |
| Girias             | 1.5M         | 2.1M         | 8.7M          | 419.3%        |
| Lotus              | 1.5M         | 2.1M         | 8.1M          | 382.6%        |
| Propel             | 1.6M         | 2.2M         | 9.1M          | 413.7%        |
| Reliance Digital   | 1.6M         | 2.2M         | 8.5M          | 387.2%        |
| Vijay Sales        | 1.7M         | 2.1M         | 8.5M          | 397.8%        |
| Viveks             | 1.6M         | 2.2M         | 7.8M          | 348.1%        |
| <b>Grand Total</b> | <b>30.8M</b> | <b>49.8M</b> | <b>161.3M</b> | <b>324.0%</b> |

**FILTERS**

region All  
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 customer All

**FY 2019**

**P & L****By Fiscal Months**

All values are in USD

**Note:** Do not modify the povit table.

| Metrics      | Quarters |       |       |       |       |       |       |       |       |       |  |  |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|--|
|              | Q1       |       |       |       | Q2    |       |       |       | Q3    |       |  |  |
|              | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   |  |  |
| Net Sales    | 6.5M     | 8.0M  | 10.7M | 11.4M | 6.5M  | 6.1M  | 6.4M  | 6.3M  | 6.5M  | 6.2M  |  |  |
| COGS         | 3.8M     | 4.7M  | 6.3M  | 6.7M  | 3.9M  | 3.5M  | 3.8M  | 3.7M  | 3.8M  | 3.6M  |  |  |
| Gross Margin | 2.6M     | 3.4M  | 4.5M  | 4.7M  | 2.7M  | 2.6M  | 2.7M  | 2.6M  | 2.6M  | 2.6M  |  |  |
| GM%          | 40.9%    | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% | 41.4% | 40.8% | 42.0% |  |  |

region All  
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**FY 2020**

**P & L****By Fiscal Months**

All values are in USD

**Note:** Do not modify the povit table.

| Metrics      | Quarters |       |       |       |       |       |       |       |       |       |  |  |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|--|
|              | Q1       |       |       |       | Q2    |       |       |       | Q3    |       |  |  |
|              | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   |  |  |
| Net Sales    | 17.1M    | 20.6M | 28.7M | 29.9M | 17.1M | 15.9M | 2.1M  | 7.8M  | 9.9M  | 14.9M |  |  |
| COGS         | 10.6M    | 12.8M | 18.1M | 18.9M | 10.7M | 9.9M  | 1.3M  | 4.8M  | 6.2M  | 9.3M  |  |  |
| Gross Margin | 6.5M     | 7.8M  | 10.6M | 11.0M | 6.5M  | 6.0M  | 0.8M  | 2.9M  | 3.7M  | 5.5M  |  |  |
| GM%          | 37.8%    | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% | 37.3% |  |  |

region All



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**FY 2021**

### P & L

### By Fiscal Months

All values are in USD

**Note:** Do not modify the povit table.

| Metrics      | Quarters |       |       |       |       |       |       |       |       |       |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|              | Q1       |       |       | Q2    |       |       | Q3    |       |       | Q4    |
|              | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   |
| Net Sales    | 44.8M    | 54.6M | 74.3M | 78.1M | 44.8M | 41.8M | 44.0M | 43.5M | 44.4M | 41.5M |
| COGS         | 28.4M    | 34.7M | 47.4M | 49.8M | 28.4M | 26.5M | 28.0M | 27.7M | 28.1M | 26.4M |
| Gross Margin | 16.4M    | 19.9M | 27.0M | 28.3M | 16.4M | 15.3M | 16.0M | 15.8M | 16.3M | 15.1M |
| GM%          | 36.7%    | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% | 36.4% |

### Net Sales

### Comparison

|                 |        |        |        |        |        |        |         |        |        |        |
|-----------------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|
| <b>21 vs 20</b> | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% | 461.2% | 347.0% | 178.6% |
| <b>20 vs 19</b> | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1%  | 22.7%  | 53.1%  | 140.7% |



FILTERS

|          |     |
|----------|-----|
| region   | All |
| market   | All |
| division | All |
| customer | All |

P & L  
By Fiscal Years  
All values are in USD

| Values       | Fiscal Years |        |        |
|--------------|--------------|--------|--------|
|              | 2019         | 2020   | 2021   |
| Net Sales    | 87.5M        | 196.7M | 598.9M |
| COGS         | 51.2M        | 123.4M | 380.7M |
| Gross Margin | 36.2M        | 73.3M  | 218.2M |
| GM%          | 41.4%        | 37.3%  | 36.4%  |