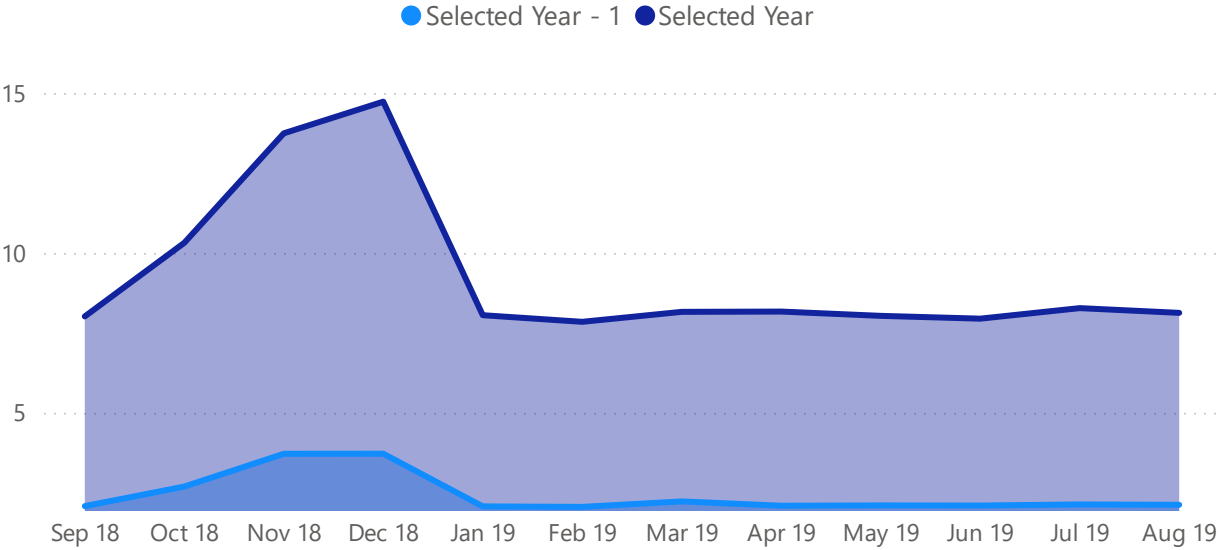


	2018	2019	2020	2021	2022	Total
gross_sales_amount	\$58.32M	\$209.06M	\$535.95M	\$1,664.64M	\$7,370.14M	\$9,838.11
net_invoice_sales_amount	\$44.40M	\$161.62M	\$411.25M	\$1,272.13M	\$5,643.13M	\$7,532.54
post_invoice_deductions_amount	\$10.66M	\$29.72M	\$95.85M	\$281.64M	\$1,243.54M	\$1,661.40
post_invoice_other_deductions_amoun	\$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	\$4,968.48

Line Item ▲	2019	LY	YoY Chg	YoY Chg %
Gross Sales	209.06	58.32	150.74	258.47
Pre Invoice Deduction	47.44	13.92	33.52	240.83
Net Invoice Sales	161.62	44.40	117.22	263.99
- Post Discounts	29.72	10.66	19.06	178.70
- Post Deductions	20.53	4.63	15.90	343.68
Total Post Invoice Deduction	50.25	15.29	34.96	228.63
Net Sales	111.37	29.11	82.26	282.57
- Manufacturing Cost	62.34	17.40	44.94	258.35
- Freight Cost	2.64	0.73	1.91	262.83
- Other Cost	0.51	0.09	0.42	449.41
Total COGS	65.49	18.22	47.27	259.51
Gross Margin	45.89	10.90	34.99	321.12
Gross Margin %	41.20	37.43	3.77	10.08
GM / Unit	4.25	3.15	1.10	34.88
Operational Expense	-43.43	-12.17	-31.26	256.76
Net Profit	2.46	-1.28	3.74	-292.73
Net Profit %	2.21	-4.38	6.59	-150.38

2019	2020	2021	2022 Est	Q1	Q2	Q3	Q4	YTD	YTG
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Net Sales Performace Over Time



market	P & L values	P & L YoY Chg %	segment	P & L values	P
⊕ Bangladesh	0.59	0.00	⊖ Accessories	28.04	
⊕ Germany	3.49	0.00	⊕ Batteries		
⊕ Mexico	0.30	0.00	⊕ Keyboard	17.47	
⊕ Netherlands	0.31	0.00	⊕ Mouse	10.57	
⊕ Pakistan	0.77	0.00	⊖ Desktop		
⊕ Portugal	1.05	0.00	⊕ Personal Desktop		
⊕ Sweden	0.06	0.00	⊕ Networking	17.36	
⊕ United Kingdom	2.45	0.00	⊖ Notebook	32.40	
⊕ Brazil	0.52	165.99	⊕ Business Laptop	11.45	
⊕ USA	16.16	172.06	⊕ Gaming Laptop	8.35	
⊕ India	37.77	196.89	⊕ Personal Laptop	12.60	
⊕ Australia	4.74	233.62	⊖ Parinherale	10.72	
Total	111.37	282.57	Total	111.37	

region

▼

All

▼

market

▼

All

▼

customer

▼

All

▼

2019

2020

2021

2022 Est

Q1

Q2

Q3

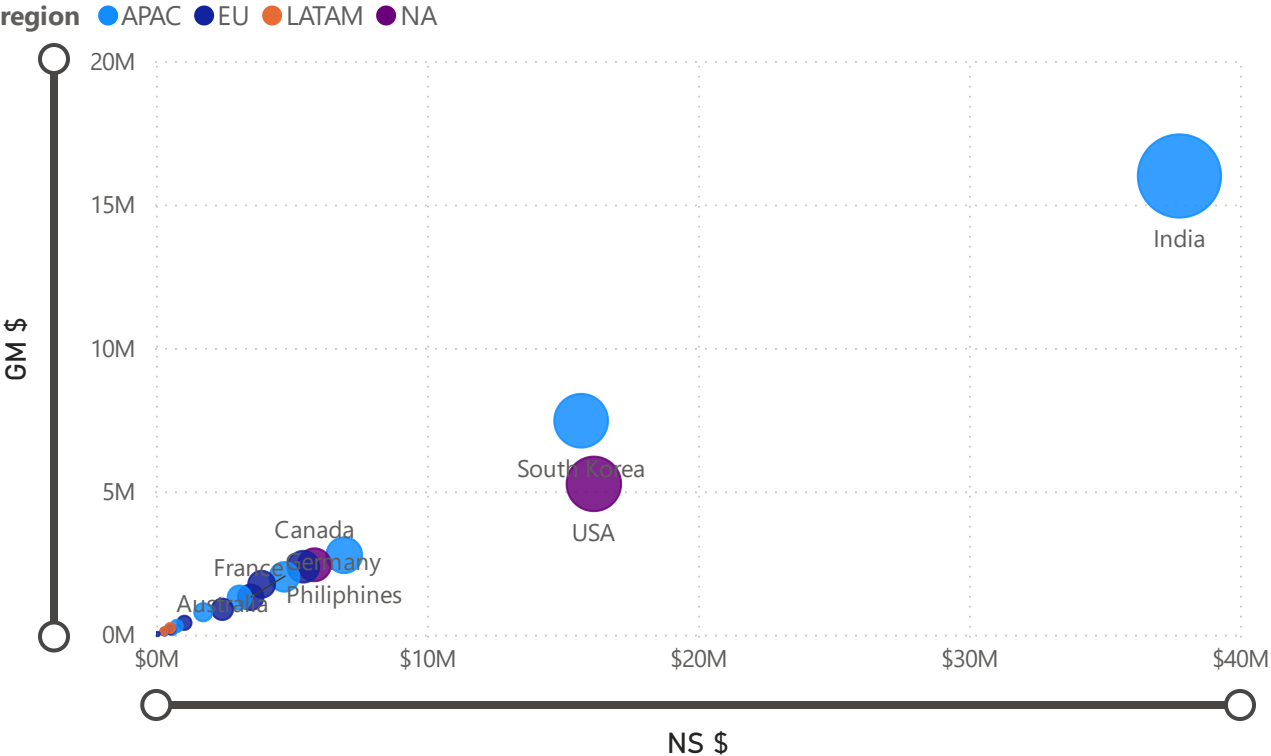
Q4

YTD

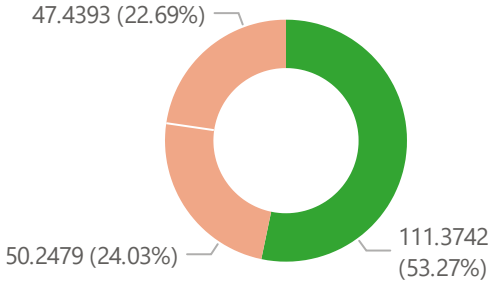
YTG

customer	NS \$	GM \$	GM %
Amazon	\$15.3M	6.4M	41.57%
AltiQ Exclusive	\$9.9M	5.0M	50.58%
Atliq e Store	\$9.1M	3.7M	40.99%
Sage	\$5.9M	2.6M	43.70%
Leader	\$5.8M	2.8M	48.13%
Flipkart	\$3.6M	1.2M	34.84%
Ebay	\$3.2M	1.4M	42.58%
Electricalsociety	\$2.9M	1.3M	44.33%
Synthetic	\$2.3M	0.9M	40.68%
Novus	\$2.3M	0.9M	37.45%
Electricalslytical	\$2.2M	0.9M	41.39%
Vijay Sales	\$2.1M	0.9M	42.79%
Croma	\$2.1M	0.9M	45.54%
Expression	\$2.0M	0.8M	39.95%
Reliance Digital	\$2.0M	0.9M	42.97%
Propel	\$2.0M	0.8M	41.22%
Viveks	\$1.9M	0.8M	40.01%
Total	\$111.4M	45.9M	41.20%

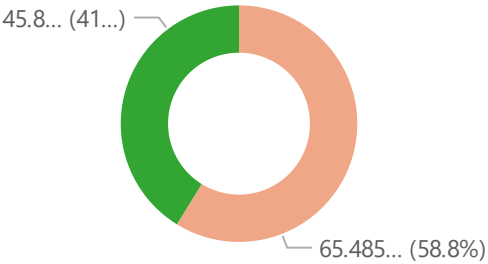
NS \$, GM \$, NS \$ and GM % by market and region



● Net Sales ● Total Post Invoice... ● Pre Invoice ...



● Total COGS ● Gross Margin



segment	NS \$	GM \$	GM %
⊕ Networking	\$17.4M	7.0M	40.08%
⊕ Storage	\$13.8M	5.7M	41.04%
⊕ Notebook	\$32.4M	13.4M	41.29%
⊕ Accessories	\$28.0M	11.6M	41.31%
⊕ Peripherals	\$19.7M	8.3M	42.01%
Total	\$111.4M	45.9M	41.20%

region

▼

All

▼

market

▼

All

▼

customer

▼

All

▼

2019

2020

2021

2022 Est

Q1

Q2

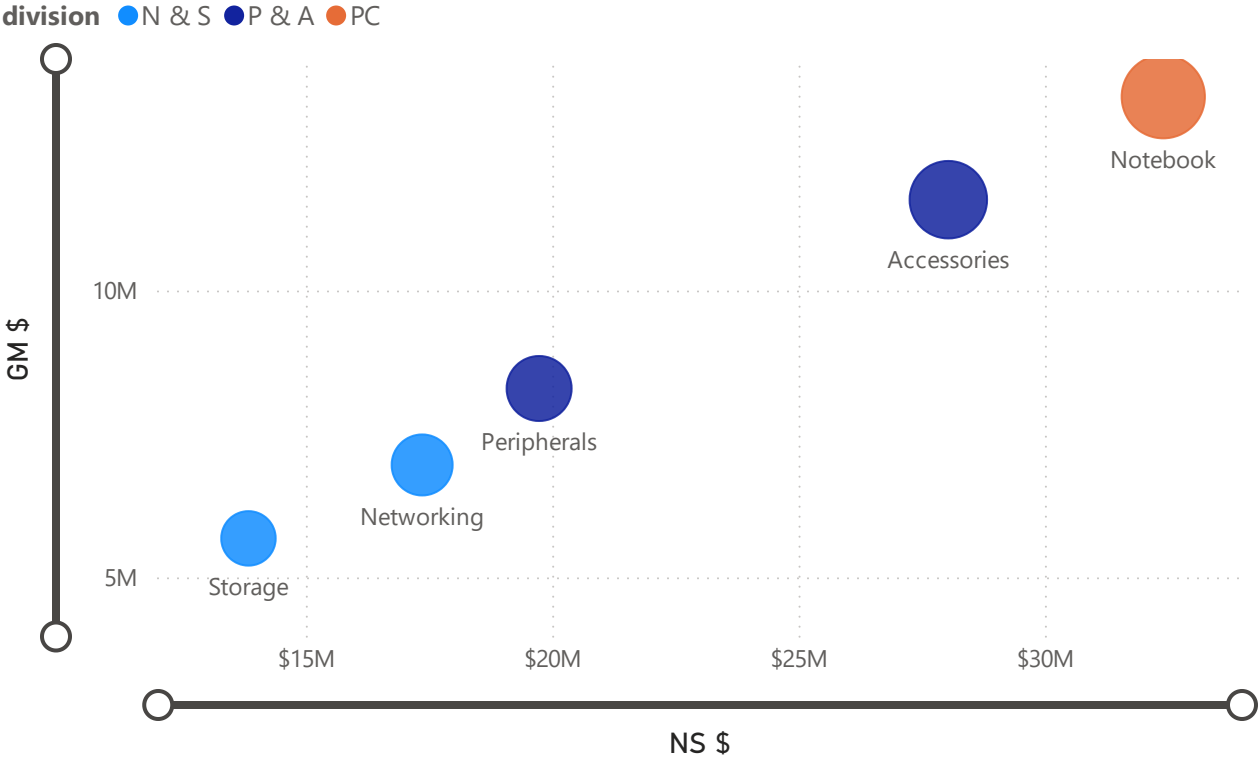
Q3

Q4

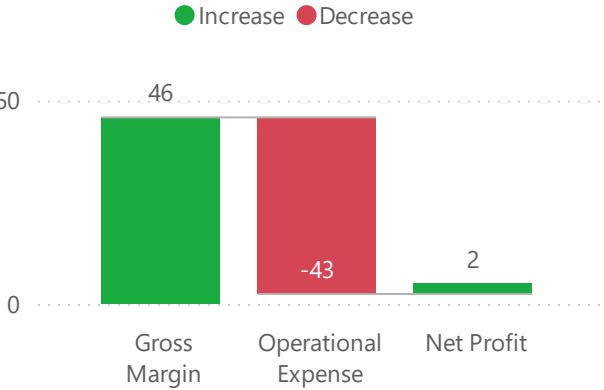
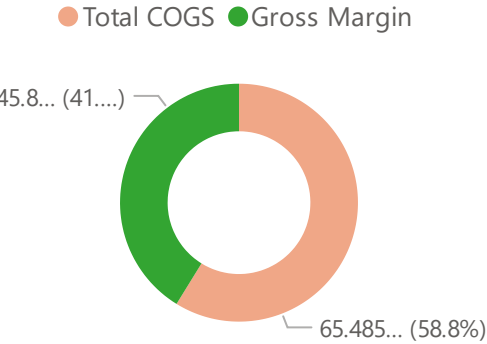
YTD

YTG

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



segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
Accessories	\$28.0M	11.6M	41.31%	0.66M	2.34%
Keyboard	\$17.5M	7.2M	41.39%	0.42M	2.42%
Mouse	\$10.6M	4.4M	41.17%	0.23M	2.22%
Networking	\$17.4M	7.0M	40.08%	0.18M	1.02%
Wi fi extender	\$17.4M	7.0M	40.08%	0.18M	1.02%
Notebook	\$32.4M	13.4M	41.29%	0.74M	2.28%
Business Laptop	\$11.4M	4.8M	41.62%	0.29M	2.52%
Gaming Laptop	\$8.4M	3.4M	41.25%	0.20M	2.35%
Personal Laptop	\$12.6M	5.2M	41.00%	0.25M	2.02%
Peripherals	\$19.7M	8.3M	42.01%	0.60M	3.02%
Graphic Card	\$5.7M	2.3M	41.37%	0.13M	2.38%
Internal HDD	\$2.5M	1.0M	41.73%	0.07M	2.67%
MotherBoard	\$0.4M	0.1M	41.25%	0.01M	2.26%
Processors	\$11.2M	4.8M	42.42%	0.39M	3.45%
Storage	\$13.8M	5.7M	41.04%	0.29M	2.09%
External Solid State Drives	\$13.8M	5.7M	41.04%	0.29M	2.09%
Total	\$111.4M	45.9M	41.20%	2.46M	2.21%



region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
APAC	\$71.3M	30.8M	43.17%	4.35M	6.10%
EU	\$17.2M	7.1M	40.97%	0.04M	0.23%
LATAM	\$0.8M	0.3M	42.32%	0.06M	7.53%
NA	\$22.0M	7.7M	34.97%	-1.99M	-9.05%
Total	\$111.4M	45.9M	41.20%	2.46M	2.21%

region

▼

All

▼

market

▼

All

▼

customer

▼

All

▼

2019

2020

2021

2022 Est

Q1

Q2

Q3

Q4

YTD

YTG

86.45%

637K

2M

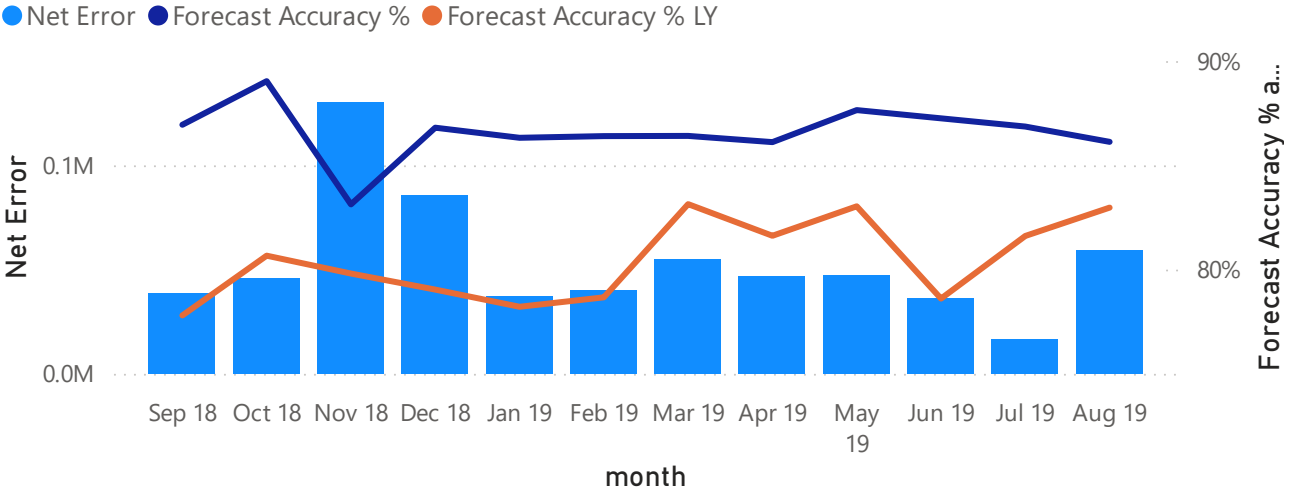
Forecast Accur...

Net Error

ABS Error

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Neptune	-10.43%	45.08%	-49959	-86.1%	Out of Stock
walmart	32.57%	35.05%	-48876	-42.1%	Out of Stock
Staples	33.85%	37.07%	-45598	-38.5%	Out of Stock
Costco	38.04%	24.26%	-41265	-35.8%	Out of Stock
BestBuy	26.90%	25.46%	-33020	-39.8%	Out of Stock
Control	36.19%	26.39%	-30678	-33.0%	Out of Stock
Circuit City	26.23%	14.77%	-30383	-36.1%	Out of Stock
Radio Shack	28.64%	14.18%	-26871	-33.0%	Out of Stock
Path	29.61%	15.60%	-25562	-28.8%	Out of Stock
Acclaimed Stores	56.42%	47.35%	-25364	-15.2%	Out of Stock
Chip 7	30.35%	40.86%	-23273	-45.5%	Out of Stock
Elkjøp	12.35%	43.67%	-22316	-67.2%	Out of Stock
UniEuro	32.17%	41.51%	-22183	-43.4%	Out of Stock
Media Markt	7.98%	39.58%	-21666	-68.3%	Out of Stock
Elite	1.74%	37.83%	-20944	-74.4%	Out of Stock
Epic Stores	1.51%	43.10%	-20666	-76.6%	Out of Stock
Sorefoz	32.03%	43.20%	-18954	-43.0%	Out of Stock
Relief	16.73%	44.27%	-17204	-55.4%	Out of Stock
Premium Stores	44.40%	45.90%	-12102	-26.7%	Out of Stock
Taobao	4.43%	42.45%	-10583	-69.5%	Out of Stock
Total	86.45%	80.31%	637478	5.6%	Excess Inventory

Net Error, Forecast Accuracy % and Forecast Accuracy % LY by month



segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Profit %	Risk
⊕ Accessories	90.20%	79.13%	-56895	2.34%	Out of Stock
⊕ Networking	81.50%	84.87%	305573	1.02%	Excess Inventory
⊕ Notebook	83.02%	85.46%	-29145	2.28%	Out of Stock
⊕ Peripherals	85.06%	79.51%	-14576	3.02%	Out of Stock
⊕ Storage	80.25%	88.60%	432521	2.09%	Excess Inventory
Total	86.45%	80.31%	637478	2.21%	Excess Inventory

region

All

market

All

customer

All

86.45%

Forecast Accuracy %

637K

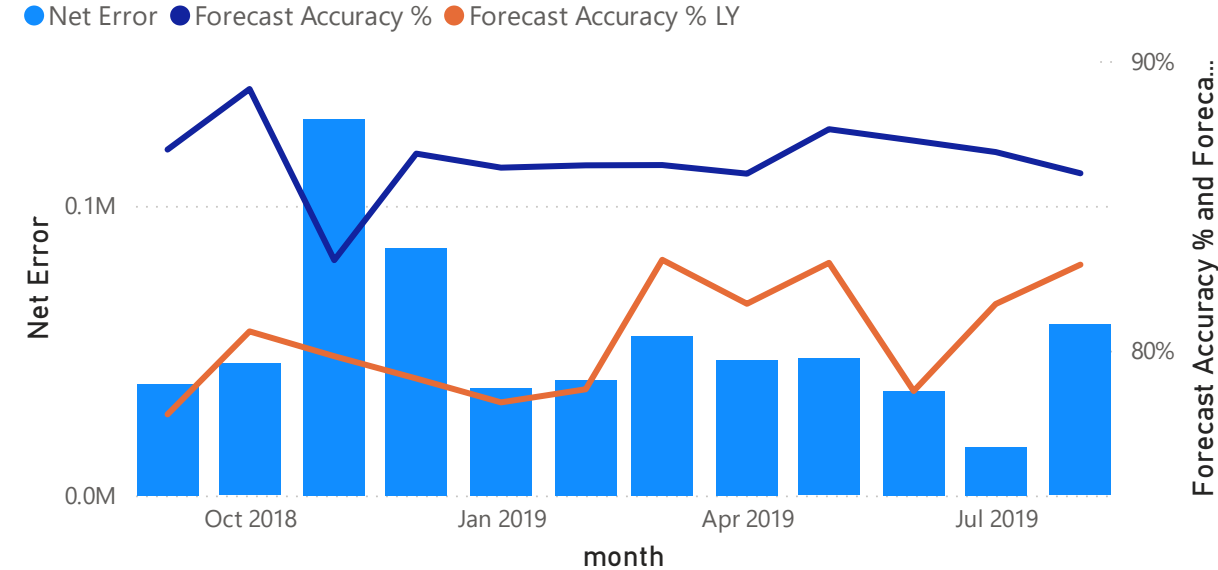
Net Error

2M

ABS Error

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Currys (Dixons Carphone)	48.54%	39.53%	-1302	-3.2%	Out of Stock
Digimarket	52.62%	44.10%	19920	17.4%	Excess Inventory
Ebay	51.05%	51.42%	12676	4.1%	Excess Inventory
Electricalsara Stores	52.73%	41.97%	7322	28.9%	Excess Inventory
Electricalslance Stores	57.64%		3507	19.3%	Excess Inventory
Electricalslytical	51.50%	44.88%	43072	16.9%	Excess Inventory
Electricalsocity	52.63%	49.12%	64722	20.1%	Excess Inventory
Electricalsquipo Stores	38.16%		-1715	-7.7%	Out of Stock
Elite	1.74%	37.83%	-20944	-74.4%	Out of Stock
Elkj�p	12.35%	43.67%	-22316	-67.2%	Out of Stock
Epic Stores	1.51%	43.10%	-20666	-76.6%	Out of Stock
Euronics	57.34%	43.62%	3078	7.1%	Excess Inventory
Expert	64.24%	50.29%	-6513	-6.8%	Out of Stock
Expression	46.37%	45.67%	50774	20.0%	Excess Inventory
Ezone	47.80%	42.50%	58241	23.8%	Excess Inventory
Flawless Stores	47.26%		3166	24.2%	Excess Inventory
Total	86.45%	80.31%	637478	5.6%	Excess Inventory

2019202020212022 EstQ1Q2Q3Q4YTDYTG



segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Accessories	90.20%	79.13%	-56895	-0.9%	Out of Stock
Networking	81.50%	84.87%	305573	18.5%	Excess Inventory
Notebook	83.02%	85.46%	-29145	-15.9%	Out of Stock
Peripherals	85.06%	79.51%	-14576	-1.5%	Out of Stock
Storage	80.25%	88.60%	432521	19.5%	Excess Inventory
Total	86.45%	80.31%	637478	5.6%	Excess Inventory

product_code	Net Error %	ABS Error %
A0118150101	-15.8%	28.28%
A0118150102	-13.5%	25.63%
A0118150103	-15.2%	22.38%
A0118150104	-17.5%	25.00%
A0219150201	-20.0%	27.30%
A0219150202	-15.6%	22.61%
A0220150203	-13.7%	21.28%
A0320150301	-13.1%	20.10%
A0321150302	-26.6%	26.64%
A0321150303	-20.8%	20.83%
A0418150101	9.9%	15.55%
A0418150102	6.8%	17.24%
A0418150103	-15.2%	22.78%
A0418150104	-12.1%	20.06%
A0418150105	-14.6%	21.91%
A0418150106	-9.8%	18.99%
A0418150107	12.1%	14.77%
A0418150108	9.1%	15.74%
A0519150201	1.8%	12.78%
Total	-2.0%	20.17%

