

## Atliq Finance View

Line Item	2021	LY	YoY	YoY %
- Freight Cost	19.54	6.37	13.17	206.82
- Manufacturing Cost	522.09	176.63	345.46	195.59
- Other Cost	3.02	0.98	2.04	208.48
- Post Deductions	203.78	57.95	145.83	251.66
- Post Discounts	337.59	114.97	222.62	193.63
GM / Unit	3.71	2.62	1.09	41.79
Gross Margin	186.12	54.36	131.76	242.40
Gross Margin %	25.47	22.81	2.66	11.67
Gross Sales	1,664.64	535.95	1,128.69	210.60
Net Invoice Sales	1,272.13	411.25	860.88	209.33
Net Profit %	-128.50	-35.86	-92.64	258.37
Net Sales	730.77	238.33	492.43	206.62
Operational Expenses	314.62	90.21	224.40	248.75
Pre Invoice Deduction	392.50	124.69	267.81	214.77

2018

2019

2020

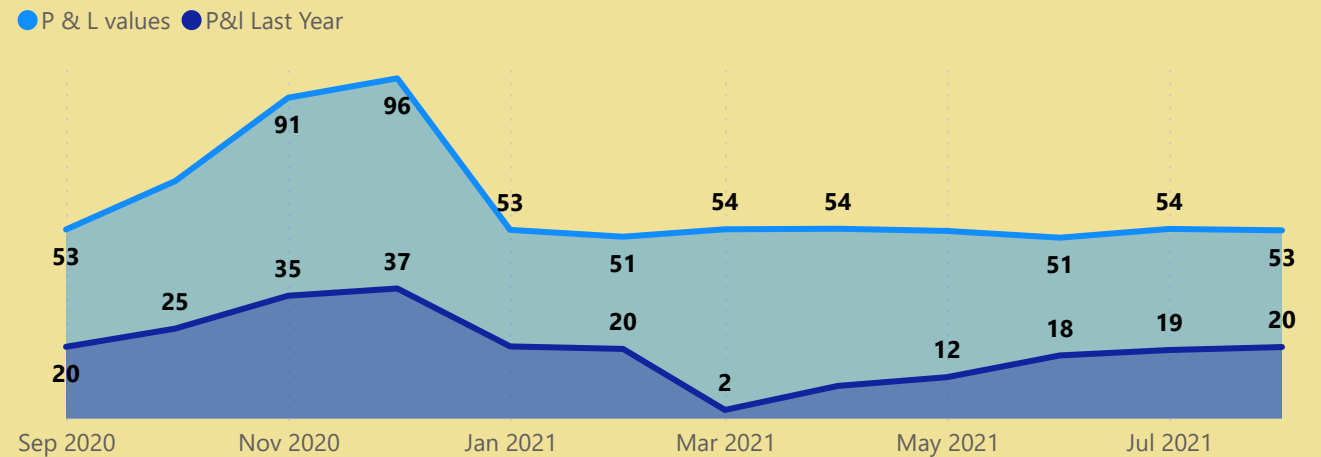
Quator

All

YTD\_...

All

Net sale Performance Over time



market	P & L Final Value	P&L YoY change %
⊕ Brazil	-0.99	-0.99
⊕ Pakistan	16.31	16.31
⊕ Mexico	49.46	49.46
⊕ Australia	82.46	82.46
⊕ Poland	90.74	90.74
⊕ Philipines	131.63	131.63
⊖ Total	206.62	206.62

segment	P & L Final Value	P&L YoY change %
⊕ Networking	72.15	72.15
⊕ Storage	96.78	96.78
⊕ Peripherals	174.22	174.22
⊕ Notebook	207.48	207.48
⊕ Accessories	268.56	268.56
⊕ Desktop	4,787.04	4,787.04
Total	206.62	206.62

Atliq Sales View

market

All

2018

2019

2020

Quator

All

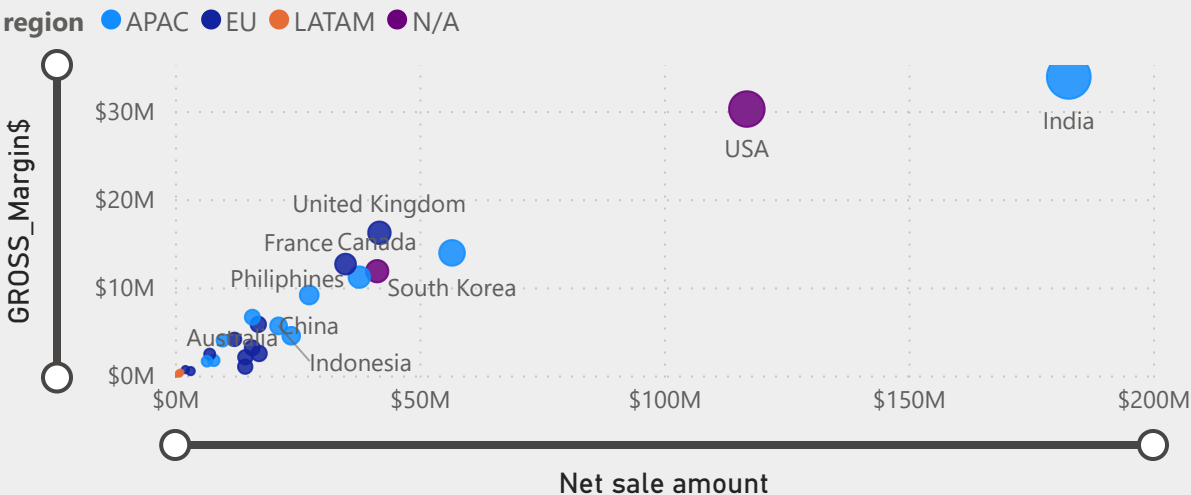
YTD\_...

All

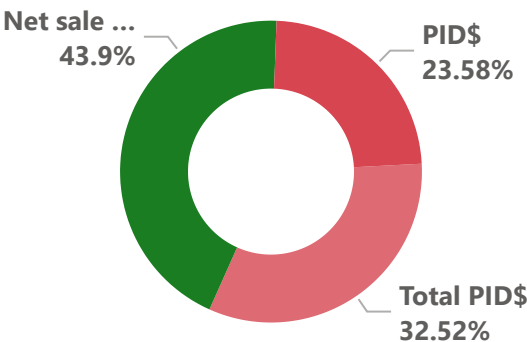
customer	Net sale amount	GROSS_Margin\$	GM%
Acclaimed Stores	\$12.59M	\$3.07M	24.43%
All-Out	\$1.00M	\$0.42M	41.94%
AltiQ Exclusive	\$61.09M	\$22.34M	36.57%
Amazon	\$96.57M	\$23.25M	24.07%
Argos (Sainsbury's)	\$2.61M	\$0.62M	23.57%
Atlas Stores	\$3.85M	\$1.27M	32.86%
Atliq e Store	\$62.34M	\$16.62M	26.66%
Atliq Exclusive	\$9.37M	\$1.36M	14.51%
BestBuy	\$7.33M	\$1.82M	24.88%
...	...	...	...

segment	Net sale amount	GROSS_Margin\$	GM%
Accessories	\$217.13M	\$55.49M	25.56%
Desktop	\$41.13M	\$10.64M	25.88%
Networking	\$40.08M	\$10.43M	26.03%
Notebook	\$236.38M	\$59.38M	25.12%
Peripherals	\$147.79M	\$37.67M	25.49%
Storage	\$48.26M	\$12.50M	25.90%

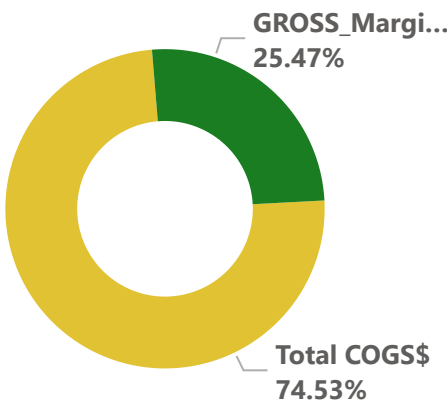
Net sale amount, GROSS\_Margin\$, Net sale amount and GM% by market and region



Total PID\$, Net sale amount and PID\$



Total COGS\$ and GROSS\_Margin\$



# Atliq Marketing View

market

All

2018

2019

2020

Quator

All

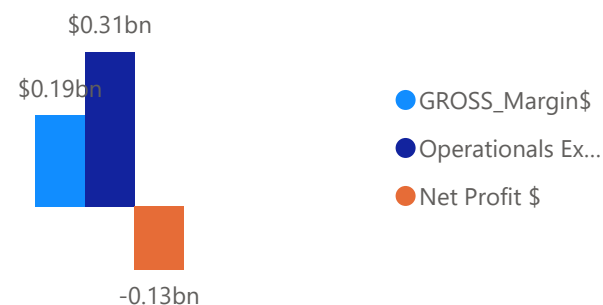
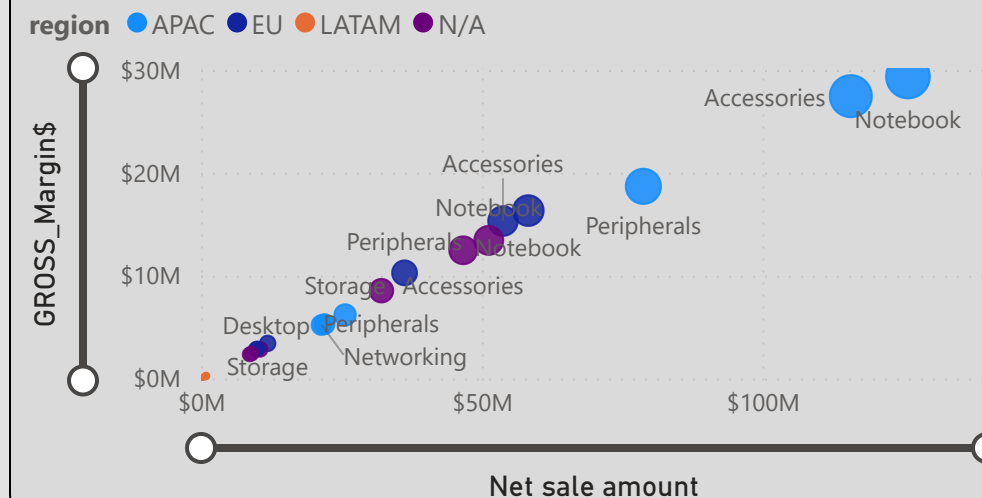
YTD\_...

All

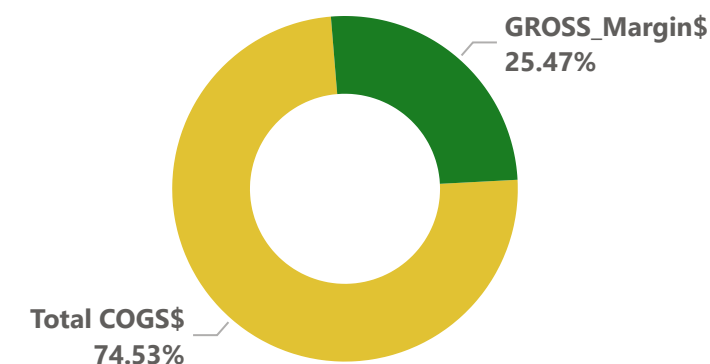
segment	Net sale amount	GROSS_Margin\$	GM%	Net Profit \$	Net Profit %
Accessories	\$217.13M	\$55.49M	25.56%	-37.976M	-17.49%
Desktop	\$41.13M	\$10.64M	25.88%	-7.101M	-17.26%
Networking	\$40.08M	\$10.43M	26.03%	-6.851M	-17.09%
Notebook	\$236.38M	\$59.38M	25.12%	-42.316M	-17.90%
Peripherals	\$147.79M	\$37.67M	25.49%	-25.988M	-17.58%
Storage	\$48.26M	\$12.50M	25.90%	-8.271M	-17.14%

region	GROSS_Margin\$	Net sale amount	GM%	Net Profit \$	Net Profit %
APAC	\$92,179,400.02	\$389,588,820.54	23.66%	-74,066,362.45	-19.01%
EU	\$51,073,417.12	\$180,029,666.36	28.37%	-15,888,821.33	-8.83%
LATAM	\$798,048.61	\$2,856,532.89	27.94%	-98,174.49	-3.44%
N/A	\$42,065,837.52	\$158,290,436.94	26.58%	-38,448,919.22	-24.29%

Net sale amount, GROSS\_Margin\$, Net sale amount and GM% by segment and region



Total COGS\$ and GROSS\_Margin\$



# Atliq Supply Chain view

market

All

2018

2019

2020

2021

2022Est

Quator

All

YTD\_...

All

50M

Sales Qty

49M

Forecast Qty

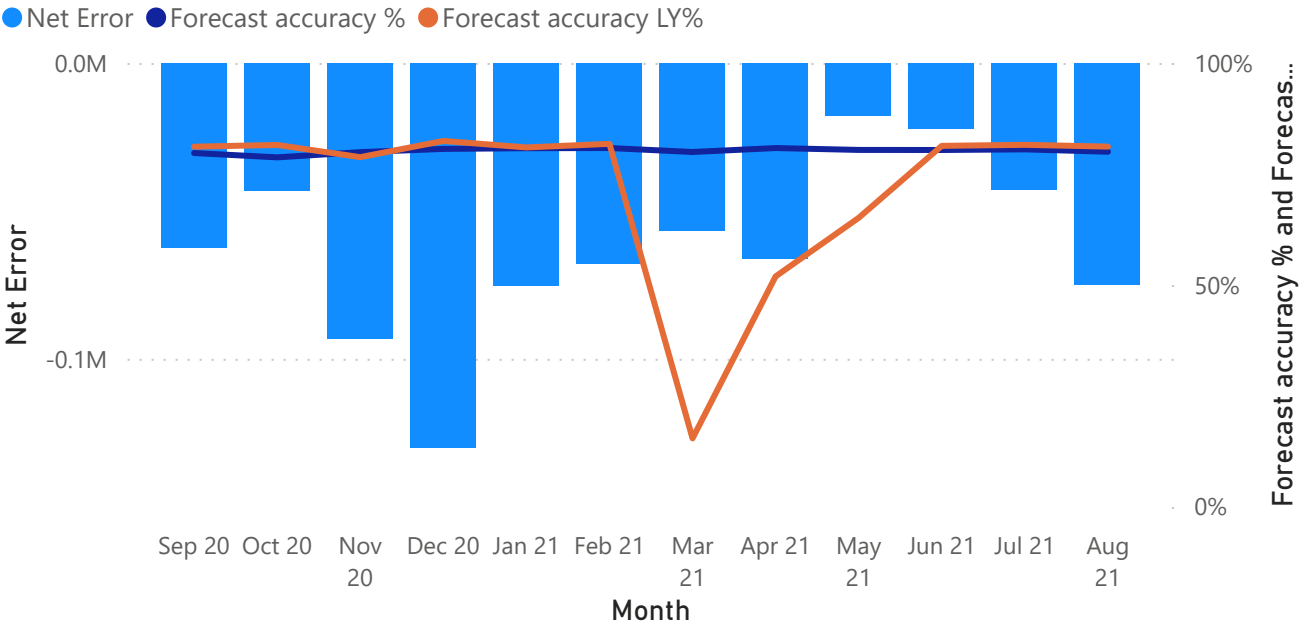
19.79%

ABS error %

80.21%

Forecast accuracy %

customer	Forecast accuracy %	Net Error	Risk
Acclaimed Stores	50.69%	-122555	Out of Stocks
All-Out	29.09%	-12425	Out of Stocks
AltiQ Exclusive	71.15%	-191800	Out of Stocks
Amazon	74.54%	-155116	Out of Stocks
Argos (Sainsbury's)	56.08%	8033	Excess Inventory
Atlas Stores	48.16%	99521	Excess Inventory
Atliq e Store	74.59%	-94643	Out of Stocks
Atliq Exclusive	42.13%	2714	Excess Inventory
BestBuy	35.31%	-73279	Out of Stocks
Billa	18.29%	-37856	Out of Stocks
Boulanger	58.77%	81786	Excess Inventory
Chip 7	53.44%	95124	Excess Inventory
Chiptec	52.54%	72175	Excess Inventory
Circuit City	35.02%	-84752	Out of Stocks
Control	47.42%	-64707	Out of Stocks
Coolblue	52.95%	116840	Excess Inventory
Costco	49.42%	-24581	Out of Stocks
Croma	42.78%	45046	Excess Inventory
Currys (Dixons Carphone)	35.92%	-44680	Out of Stocks
Digimarket	40.79%	-72129	Out of Stocks
Ebay	50.49%	-49299	Out of Stocks
Electricalsara Stores	52.02%	19891	Excess Inventory
Electricalsbea Stores	51.56%	-10310	Out of Stocks



segment	Forecast accuracy %	Net Error	Risk
Networking	90.40%	227056	Excess Inventory
Desktop	84.37%	16205	Excess Inventory
Storage	83.54%	1507656	Excess Inventory
Peripherals	83.23%	-318194	Out of Stocks
Notebook	79.99%	-51254	Out of Stocks
Accessories	77.66%	-2133183	Out of Stocks
			Out of Stocks