



region	All
market	All
division	All

CUSTOMER PERFORMANCE REPORT

All values in USD

Customers	Net Sales 19	Net Sales 20	Net Sales 21	20 vs 21
Acclaimed Stores	1.4M	2.9M	10.9M	378.1%
All-Out		0.2M	0.8M	495.7%
Amazon	12.2M	37.5M	82.1M	218.9%
Argos (Sainsbury's)	0.4M	0.7M	2.3M	306.0%
Atlas Stores	0.2M	0.7M	3.2M	470.3%
Atliq e Store	7.2M	23.7M	53.0M	223.8%
AtliQ Exclusive	9.6M	17.7M	61.1M	345.8%
BestBuy	0.9M	1.8M	6.3M	356.1%
Boulanger	0.2M	0.8M	4.1M	492.9%
Chip 7	0.6M	1.3M	5.5M	416.1%
Chiptec		0.4M	3.0M	722.0%
Control	0.9M	2.2M	7.7M	349.2%
Coolblue	0.5M	1.2M	4.2M	360.0%
Costco	1.1M	2.8M	9.3M	337.4%
Croma	1.7M	2.5M	7.5M	305.1%
Currys (Dixons Carphone)	0.3M	0.8M	1.9M	246.9%
Digimarket	0.8M	1.7M	4.1M	241.1%
Ebay	2.6M	6.3M	15.2M	242.2%
Electricalsara Stores	0.1M	0.6M	1.9M	286.0%
Electricalsbea Stores		0.1M	0.7M	504.6%
Electricalslance Stores	0.1M	0.7M	2.3M	313.3%
Electricalslytical	1.8M	2.6M	11.9M	457.5%
Electricalsociety	2.3M	3.5M	12.4M	358.8%
Electricalsquipo Stores	0.2M	0.7M	3.6M	535.3%
Elite	0.4M	0.8M	4.1M	495.5%
Elkjøp	0.5M	1.3M	5.2M	391.9%
Epic Stores	0.4M	0.9M	4.2M	446.1%
Euronics	0.4M	0.9M	3.9M	444.7%
Expert	0.8M	1.8M	6.4M	364.0%
Expression	1.7M	3.0M	9.8M	328.2%
Ezone	1.5M	2.0M	7.9M	391.6%
Flawless Stores	0.1M	0.5M	1.8M	396.3%
Flipkart	2.9M	8.3M	19.3M	231.0%
Fnac-Darty	0.5M	0.8M	2.9M	349.8%
Forward Stores	0.6M	1.5M	4.1M	272.0%
Girias	1.5M	2.1M	8.7M	419.3%
Info Stores	0.1M	0.5M	1.8M	384.1%
Insight	0.4M	1.0M	2.8M	271.8%
Integration Stores		0.2M	1.4M	887.2%
Leader	4.7M	6.0M	18.8M	314.8%
Logic Stores	0.2M	0.9M	4.8M	515.2%
Lotus	1.5M	2.1M	8.1M	382.6%



Neptune	1.0M	3.4M	16.1M	471.5%
Nomad Stores	0.5M	1.6M	4.0M	246.9%
Notebillig	0.2M	0.4M	1.1M	287.4%
Nova		0.0M	0.4M	2664.9%
Novus	1.9M	3.7M	9.9M	264.2%
Otto	0.3M	0.4M	1.2M	298.6%
Premium Stores	0.5M	1.1M	3.9M	353.1%
Propel	1.6M	2.5M	10.8M	440.6%
Radio Popular	0.5M	1.5M	5.3M	362.6%
Radio Shack	0.8M	1.7M	5.4M	311.5%
Reliance Digital	1.6M	2.6M	9.7M	377.9%
Relief	0.4M	1.0M	4.1M	403.6%
Sage	4.8M	6.4M	20.7M	321.5%
Saturn	0.2M	0.4M	1.2M	310.5%
Sorefoz	0.6M	1.1M	4.7M	433.6%
Sound	0.6M	1.7M	4.4M	260.3%
Staples	1.2M	2.9M	8.8M	307.0%
Surface Stores	0.1M	0.5M	2.1M	398.8%
Synthetic	1.9M	4.4M	12.2M	276.0%
Taobao	0.2M	1.3M	3.3M	248.7%
UniEuro	0.6M	1.6M	7.3M	457.0%
Vijay Sales	1.7M	2.1M	8.5M	397.8%
Viveks	1.6M	2.2M	7.8M	348.1%
walmart	1.3M	2.6M	9.7M	370.4%
Zone	0.3M	1.6M	5.3M	336.2%
Grand Total	87.5M	196.7M	598.9M	304.5%



region	All
division	All

MARKET PERFORMANCE VS TARGET

All values in USD

Customers	Net Sales 19	Net Sales 20	Net Sales 21	2021-target	
Australia	3.9M	10.7M	21.0M	-2.21M	
Austria		0.1M	2.8M	-0.33M	
Bangladesh	0.5M	2.3M	7.0M	-0.72M	
Canada	4.8M	12.2M	35.1M	-5.07M	
China	1.4M	5.4M	22.9M	-2.07M	
France	4.0M	7.5M	25.9M	-2.19M	
Germany	2.6M	4.7M	12.0M	-1.53M	
India	30.8M	49.8M	161.3M	-9.55M	
Indonesia	2.5M	6.2M	18.4M	-2.38M	
Italy	2.9M	4.5M	11.7M	-1.05M	
Japan		1.9M	7.9M	-0.33M	
Netherlands	0.2M	3.4M	8.0M	-0.66M	
Newzealand		2.0M	11.4M	-1.40M	
Norway		2.5M	13.7M	-1.44M	
Pakistan	0.6M	4.7M	5.7M	-0.52M	
Philippines	5.7M	13.4M	31.9M	-2.50M	
Poland	0.4M	2.8M	5.2M	-0.94M	
Portugal	0.7M	3.6M	11.8M	-0.51M	
South Korea	12.8M	17.3M	49.0M	-4.36M	
Spain		1.8M	12.6M	-1.79M	
Sweden	0.1M	0.2M	1.8M	-0.20M	
United Kingdom	2.0M	8.1M	34.2M	-2.98M	
USA	11.5M	31.9M	87.8M	-10.24M	
Grand Total	87.5M	196.7M	598.9M	-54.94M	

2021-target %**-10.5%****-11.7%****-10.3%****-14.5%****-9.0%****-8.4%****-12.7%****-5.9%****-12.9%****-9.0%****-4.1%****-8.2%****-12.3%****-10.5%****-9.3%****-7.8%****-18.1%****-4.3%****-8.9%****-14.1%****-11.1%****-8.7%****-11.7%****-9.2%**

**FILTERS**

region	All
market	All
division	All

P & L**By Fiscal Years**

All values in USD

Metrics	Fiscal Years			2021 vs 2020
	2019	2020	2021	
Net Sales	87.5M	196.7M	598.9M	204.48%
COGS	51.2M	123.4M	380.7M	208.59%
Gross Margin	36.2M	73.3M	218.2M	197.55%
GM %	41.43%	37.28%	36.43%	-2.27%

**FILTERS**

region	All
Country	All
division	All
customer	All

P & L
By Months

All values in USD

Quarters**Q1****Q2****Q3**

Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	68.4M	83.3M	113.8M	119.4M	68.4M	63.8M	52.5M	57.6M
COGS	42.9M	52.2M	71.7M	75.4M	42.9M	40.0M	33.1M	36.3M
Gross Margin	25.5M	31.1M	42.1M	44.0M	25.6M	23.8M	19.4M	21.4M
GM %	37.33%	37.36%	36.97%	36.89%	37.35%	37.35%	37.00%	37.07%

Q3		Q4	
May	Jun	Jul	Aug
60.8M	62.5M	66.6M	65.9M
38.2M	39.3M	42.0M	41.6M
22.6M	23.3M	24.6M	24.3M
37.22%	37.19%	36.94%	36.88%