



CUSTOMER PERFORMANCE REPORT

All values in USD

region	All
market	All
division	All

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%
Electricalsocity	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%

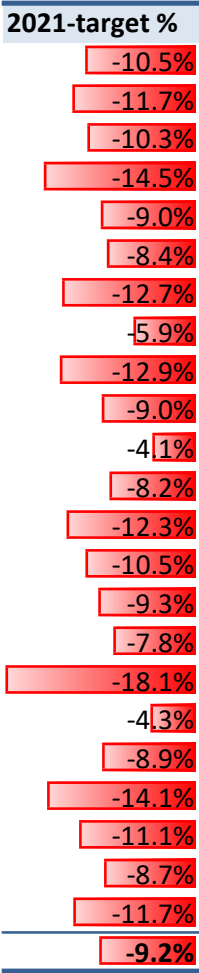


region	All
division	All

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





FILTERS

region	All
market	All
division	All

P & L
By Fiscal Years
All values in USD

Fiscal Years				
Metrics	2019	2020	2021	2021 vs 2020
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									
Metrics	Q1			Q2			Q3		
	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%