



region, market

All

customer

All

segment, category, product

All

2019

2020

2021

2022 Est

Q1

Q2

Q3

Q4

YTD

YTG

vs LY

vs Target

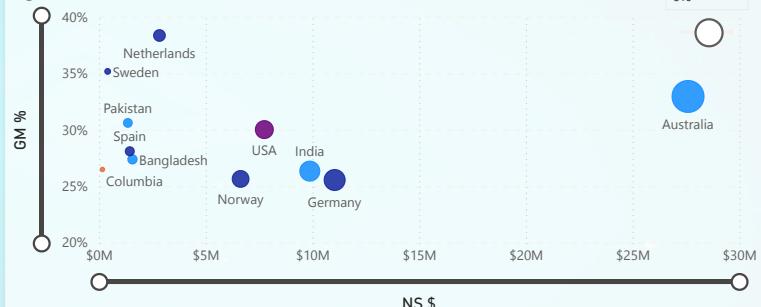
Customers Performance

Performance Matrix



customer	NS \$	GM \$	GM %
Acclaimed Stores	\$14.32M	5.18M	36.18%
All-Out	\$1.06M	0.50M	47.53%
AltIQ Exclusive	\$69.15M	31.88M	46.10%
Amazon	\$109.03M	38.59M	35.40%
Argos (Sainsbury's)	\$2.97M	1.05M	35.42%
Atlas Stores	\$4.16M	1.68M	40.36%
Atliq e Store	\$70.31M	26.40M	37.54%
Atliq Exclusive	\$10.77M	3.07M	28.52%
BestBuy	\$8.26M	2.97M	35.94%
Billa	\$1.65M	0.41M	24.68%
Boulanger	\$5.32M	1.55M	29.11%
Chip 7	\$7.23M	2.94M	40.71%
Total	\$823.85M	300.63M	36.49%

region ● APAC ● EU ● LATAM ● NA



Product Performance

Unit Economics

segment	NS \$	GM \$	GM %
Networking	\$45.16M	16.60M	36.75%
Desktop	\$46.43M	16.79M	36.17%
Storage	\$54.42M	20.00M	36.75%
Peripherals	\$166.51M	60.81M	36.52%
Accessories	\$244.85M	89.30M	36.47%
Notebook	\$266.49M	97.12M	36.45%
Total	\$823.85M	300.63M	36.49%

● Net Sales ● Total Post Invoice Deduction ● Pre Invoice Deduction



region, market

All

customer

All

segment, category, product

All

2019 **2020** **2021** **2022 Est**

Q1 **Q2** **Q3** **Q4**

YTD **YTG**

vs LY **vs Target**

Customers Performance

customer	NS \$	GM \$	GM %
Acclaimed Stores	\$73.36M	29.58M	40.32%
All-Out	\$4.41M	1.68M	38.17%
AltIQ Exclusive	\$307.17M	145.05M	47.22%
Amazon	\$496.88M	182.77M	36.78%
Argos (Sainsbury's)	\$13.70M	5.30M	38.70%
Atlas Stores	\$17.14M	5.43M	31.66%
AltIQ e Store	\$304.10M	112.15M	36.88%
AltIQ Exclusive	\$53.95M	21.10M	39.11%
BestBuy	\$49.34M	22.15M	44.89%
Billa	\$6.82M	1.62M	23.80%
Boulanger	\$26.02M	10.39M	39.95%
Chip 7	\$25.62M	8.26M	32.24%
Total	\$3,736.17M	1,422.88M	38.08%

Performance Matrix

region ● APAC ● EU ● LATAM

GM %

NS \$

Product Performance

segment	NS \$	GM \$	GM %
Networking	\$38.43M	14.78M	38.45%
Storage	\$54.59M	20.93M	38.33%
Accessories	\$454.10M	172.61M	38.01%
Desktop	\$711.08M	272.39M	38.31%
Peripherals	\$897.54M	341.22M	38.02%
Notebook	\$1,580.43M	600.96M	38.03%
Total	\$3,736.17M	1,422.88M	38.08%

Unit Economics

Net Sales ● Total Post Invoice Deduction ● Pre Invoice Deduction

Total COGS ● Gross Margin