



FILTERS

P & L

By Fiscal Years

division All

All values in USD

note: 21vs 20 is no include in pivot ta

Fiscal years		2019	2020	2021	21VS20
Customer					
Acclaimed Stores					
APAC					
Indonesia					
Net Sales		0.6M	1.1M	4.4M	298%
COGS		0.4M	0.7M	2.9M	328%
gross margin		0.2M	0.4M	1.5M	251%
GM%		38.2%	39.3%	34.7%	-12%
NA					
USA					
Net Sales		0.8M	1.8M	6.5M	266%
COGS		0.6M	1.1M	4.1M	259%
gross margin		0.2M	0.6M	2.4M	279%
GM%		30.0%	35.9%	37.1%	3%
All-Out					
APAC					
Japan					
Net Sales		0.2M	0.8M		396%
COGS		0.1M	0.4M		324%
gross margin		0.1M	0.4M		509%
GM%		38.7%	47.5%		23%
Amazon					
APAC					
Australia					
Net Sales		0.6M	2.0M	3.0M	51%
COGS		0.3M	1.1M	2.1M	81%
gross margin		0.2M	0.8M	0.9M	10%
GM%		42.4%	41.4%	30.0%	-28%
Bangladesh					
Net Sales		0.1M	0.6M	1.2M	111%
COGS		0.1M	0.3M	0.9M	154%
gross margin		0.0M	0.2M	0.3M	46%
GM%		25.7%	39.7%	27.4%	-31%
India					
Net Sales		4.6M	9.8M	23.0M	135%
COGS		2.5M	6.4M	15.8M	147%
gross margin		2.0M	3.4M	7.2M	112%
GM%		44.7%	34.8%	31.4%	-10%
Indonesia					
Net Sales		0.6M	1.9M	4.6M	148%



COGS	0.4M	1.1M	3.0M	<div></div>	161%
gross margin	0.3M	0.7M	1.6M	<div></div>	126%
GM%	40.7%	38.8%	35.4%		-9%
Japan					
Net Sales		0.6M	2.0M	<div></div>	246%
COGS		0.4M	1.1M	<div></div>	182%
gross margin		0.2M	0.9M	<div></div>	368%
GM%		34.3%	46.4%		35%
Newzealand					
Net Sales		0.4M	1.6M	<div></div>	345%
COGS		0.3M	0.9M	<div></div>	202%
gross margin		0.1M	0.7M	<div></div>	930%
GM%		19.6%	45.4%	<div></div>	132%
Pakistan					
Net Sales	0.1M	1.3M	1.2M		-9%
COGS	0.1M	0.7M	0.7M		5%
gross margin	0.1M	0.6M	0.5M		-24%
GM%	41.1%	46.8%	39.0%		-17%
Philippines					
Net Sales	0.5M	1.7M	2.8M	<div></div>	67%
COGS	0.3M	0.9M	1.7M	<div></div>	86%
gross margin	0.2M	0.8M	1.1M	<div></div>	45%
GM%	38.9%	46.4%	40.2%		-13%
South Korea					
Net Sales	1.1M	2.2M	4.5M	<div></div>	103%
COGS	0.6M	1.5M	2.7M	<div></div>	78%
gross margin	0.5M	0.7M	1.7M	<div></div>	161%
GM%	48.1%	30.4%	39.1%		28%
EU					
Austria					
Net Sales		0.0M	0.4M	<div></div>	1845%
COGS		0.0M	0.3M	<div></div>	1615%
gross margin		0.0M	0.1M	<div></div>	2488%
GM%		26.4%	35.1%		33%
France					
Net Sales	0.5M	1.2M	3.0M	<div></div>	153%
COGS	0.3M	0.7M	1.7M	<div></div>	154%
gross margin	0.2M	0.5M	1.3M	<div></div>	151%
GM%	44.1%	42.9%	42.6%		-1%
Germany					
Net Sales	0.2M	0.7M	1.2M	<div></div>	77%
COGS	0.2M	0.4M	0.9M	<div></div>	103%
gross margin	0.1M	0.3M	0.3M		32%
GM%	33.1%	37.6%	28.2%		-25%
Italy					
Net Sales	0.3M	0.6M	1.3M	<div></div>	96%
COGS	0.2M	0.4M	0.9M	<div></div>	95%



gross margin	0.1M	0.2M	0.4M	100%
GM%	47.1%	31.5%	32.0%	2%
Netherlands				
Net Sales	0.0M	0.6M	1.0M	68%
COGS	0.0M	0.3M	0.6M	88%
gross margin	0.0M	0.3M	0.4M	42%
GM%	36.0%	44.3%	37.5%	-15%
Norway				
Net Sales		0.4M	1.6M	284%
COGS		0.3M	1.2M	329%
gross margin		0.2M	0.5M	208%
GM%		36.9%	29.6%	-20%
Poland				
Net Sales	0.1M	0.5M	0.8M	53%
COGS	0.0M	0.3M	0.5M	40%
gross margin	0.0M	0.2M	0.4M	74%
GM%	38.6%	38.3%	43.6%	14%
Portugal				
Net Sales	0.1M	0.5M	1.2M	130%
COGS	0.0M	0.3M	0.7M	117%
gross margin	0.0M	0.2M	0.5M	151%
GM%	37.3%	39.0%	42.6%	9%
Spain				
Net Sales		0.2M	1.2M	432%
COGS		0.1M	0.8M	479%
gross margin		0.1M	0.4M	362%
GM%		39.7%	34.4%	-13%
Sweden				
Net Sales	0.0M	0.1M	0.4M	649%
COGS	0.0M	0.0M	0.2M	582%
gross margin	0.0M	0.0M	0.2M	761%
GM%	33.3%	37.3%	42.9%	15%
United Kingdom				
Net Sales	0.2M	1.1M	3.0M	179%
COGS	0.1M	0.7M	1.7M	159%
gross margin	0.1M	0.4M	1.3M	211%
GM%	38.8%	37.9%	42.2%	
NA				
Canada				
Net Sales	1.1M	3.6M	7.8M	
COGS	0.6M	2.1M	4.9M	
gross margin	0.5M	1.5M	3.0M	
GM%	43.1%	42.1%	37.7%	
USA				
Net Sales	2.1M	7.7M	15.3M	
COGS	1.4M	4.7M	10.1M	
gross margin	0.7M	3.0M	5.2M	



GM%	31.6%	39.3%	34.2%
Argos (Sainsbury's)			
EU			
Italy			
Net Sales	0.3M	0.4M	1.1M
COGS	0.2M	0.3M	0.8M
gross margin	0.1M	0.1M	0.3M
GM%	44.2%	23.2%	27.5%
Poland			
Net Sales	0.1M	0.3M	0.8M
COGS	0.0M	0.2M	0.4M
gross margin	0.0M	0.1M	0.3M
GM%	37.9%	38.0%	43.8%
Sweden			
Net Sales	0.0M	0.0M	0.4M
COGS	0.0M	0.0M	0.2M
gross margin	0.0M	0.0M	0.2M
GM%	38.6%	45.5%	42.4%
Atlas Stores			
EU			
Austria			
Net Sales		0.0M	0.3M
COGS		0.0M	0.2M
gross margin		0.0M	0.1M
GM%		28.6%	30.3%
United Kingdom			
Net Sales	0.2M	0.7M	2.8M
COGS	0.1M	0.4M	1.7M
gross margin	0.1M	0.3M	1.2M
GM%	39.9%	38.5%	41.6%
Atliq e Store			
APAC			
Australia			
Net Sales	0.5M	2.2M	3.0M
COGS	0.3M	1.1M	1.9M
gross margin	0.2M	1.0M	1.1M
GM%	41.9%	47.2%	35.6%
Bangladesh			
Net Sales	0.1M	0.6M	1.5M
COGS	0.1M	0.4M	1.0M
gross margin	0.0M	0.2M	0.5M
GM%	29.7%	37.9%	34.8%
India			
Net Sales	1.6M	3.5M	8.7M
COGS	0.9M	2.4M	5.7M
gross margin	0.6M	1.1M	3.1M
GM%	40.7%	32.3%	35.0%



Indonesia				
Net Sales	0.6M	1.9M		4.5M
COGS	0.4M	1.1M		2.8M
gross margin	0.2M	0.8M		1.7M
GM%	39.8%	43.4%		37.8%
Japan				
Net Sales		0.2M		0.7M
COGS		0.1M		0.4M
gross margin		0.1M		0.3M
GM%		39.8%		45.0%
Newzealand				
Net Sales		0.4M		1.5M
COGS		0.3M		0.8M
gross margin		0.1M		0.6M
GM%		29.0%		42.9%
Pakistan				
Net Sales	0.1M	1.2M		1.1M
COGS	0.1M	0.7M		0.7M
gross margin	0.1M	0.5M		0.4M
GM%	38.9%	41.5%		35.1%
Philiphines				
Net Sales	0.5M	1.6M		2.6M
COGS	0.3M	0.9M		1.6M
gross margin	0.2M	0.7M		1.0M
GM%	41.9%	44.7%		38.3%
South Korea				
Net Sales	1.2M	2.2M		4.6M
COGS	0.6M	1.5M		2.8M
gross margin	0.6M	0.7M		1.8M
GM%	48.8%	31.1%		38.6%
EU				
Austria				
Net Sales		0.0M		0.4M
COGS		0.0M		0.3M
gross margin		0.0M		0.1M
GM%		25.9%		27.5%
France				
Net Sales	0.5M	1.2M		3.0M
COGS	0.2M	0.7M		1.6M
gross margin	0.2M	0.5M		1.4M
GM%	46.7%	44.6%		46.5%
Germany				
Net Sales	0.3M	0.7M		1.2M
COGS	0.2M	0.4M		0.9M
gross margin	0.1M	0.3M		0.3M
GM%	37.7%	39.4%		26.1%
Italy				



Net Sales	0.3M	0.6M	1.1M
COGS	0.2M	0.4M	0.8M
gross margin	0.1M	0.2M	0.3M
GM%	43.7%	29.3%	24.8%
Netherlands			
Net Sales	0.0M	0.6M	1.1M
COGS	0.0M	0.3M	0.7M
gross margin	0.0M	0.3M	0.4M
GM%	32.3%	48.7%	40.6%
Norway			
Net Sales		0.5M	1.7M
COGS		0.3M	1.3M
gross margin		0.2M	0.5M
GM%		39.9%	27.9%
Poland			
Net Sales	0.1M	0.5M	0.7M
COGS	0.0M	0.3M	0.4M
gross margin	0.0M	0.2M	0.3M
GM%	38.2%	35.4%	40.2%
Portugal			
Net Sales	0.1M	0.5M	1.3M
COGS	0.0M	0.3M	0.7M
gross margin	0.0M	0.2M	0.6M
GM%	42.1%	39.1%	46.0%
Spain			
Net Sales		0.2M	1.3M
COGS		0.1M	0.8M
gross margin		0.1M	0.4M
GM%		34.0%	34.6%
Sweden			
Net Sales	0.0M	0.1M	0.4M
COGS	0.0M	0.0M	0.2M
gross margin	0.0M	0.0M	0.1M
GM%	40.8%	46.2%	38.9%
United Kingdom			
Net Sales	0.2M	1.0M	3.0M
COGS	0.1M	0.7M	1.7M
gross margin	0.1M	0.3M	1.3M
GM%	39.3%	30.6%	42.1%
NA			
Canada			
Net Sales	0.4M	1.3M	3.0M
COGS	0.3M	0.8M	2.0M
gross margin	0.1M	0.5M	1.1M
GM%	36.4%	38.2%	35.3%
USA			
Net Sales	0.8M	2.6M	6.5M



COGS	0.5M	1.8M	3.9M
gross margin	0.2M	0.9M	2.6M
GM%	30.6%	32.5%	39.9%
AtliQ Exclusive			
APAC			
Australia			
Net Sales	0.6M	1.4M	3.4M
COGS	0.3M	0.7M	1.9M
gross margin	0.3M	0.8M	1.4M
GM%	49.5%	54.0%	42.5%
Bangladesh			
Net Sales	0.1M	0.4M	1.7M
COGS	0.1M	0.2M	0.9M
gross margin	0.0M	0.2M	0.8M
GM%	39.8%	46.3%	45.8%
India			
Net Sales	3.4M	4.7M	18.4M
COGS	1.9M	3.0M	11.6M
gross margin	1.5M	1.7M	6.8M
GM%	45.1%	36.9%	37.0%
Indonesia			
Net Sales	0.7M	1.3M	4.9M
COGS	0.3M	0.7M	2.7M
gross margin	0.3M	0.7M	2.2M
GM%	48.8%	50.8%	45.0%
Japan			
Net Sales	0.2M	0.9M	
COGS	0.1M	0.4M	
gross margin	0.1M	0.5M	
GM%	48.5%	53.9%	
Newzealand			
Net Sales	0.3M	1.8M	
COGS	0.2M	0.8M	
gross margin	0.1M	1.0M	
GM%	36.0%	54.5%	
Philippines			
Net Sales	0.5M	1.2M	3.1M
COGS	0.3M	0.5M	1.6M
gross margin	0.3M	0.6M	1.5M
GM%	47.9%	53.9%	48.5%
South Korea			
Net Sales	1.4M	1.7M	5.2M
COGS	0.6M	1.0M	2.8M
gross margin	0.8M	0.7M	2.5M
GM%	55.3%	41.3%	47.2%
EU			
France			



Net Sales	0.5M	0.8M	3.3M
COGS	0.3M	0.4M	1.6M
gross margin	0.3M	0.4M	1.7M
GM%	53.6%	51.7%	51.0%
Germany			
Net Sales	0.3M	0.5M	1.4M
COGS	0.2M	0.3M	0.9M
gross margin	0.2M	0.2M	0.5M
GM%	48.4%	45.8%	36.5%
Italy			
Net Sales	0.3M	0.5M	1.3M
COGS	0.2M	0.3M	0.8M
gross margin	0.2M	0.2M	0.5M
GM%	54.3%	40.7%	39.5%
Netherlands			
Net Sales	0.0M	0.5M	1.3M
COGS	0.0M	0.2M	0.7M
gross margin	0.0M	0.3M	0.7M
GM%	47.5%	55.8%	51.2%
Norway			
Net Sales		0.3M	2.1M
COGS		0.2M	1.2M
gross margin		0.1M	0.9M
GM%		45.9%	41.2%
Poland			
Net Sales	0.1M	0.4M	0.8M
COGS	0.0M	0.2M	0.4M
gross margin	0.0M	0.2M	0.4M
GM%	46.0%	49.5%	50.1%
NA			
Canada			
Net Sales	0.5M	1.1M	3.7M
COGS	0.2M	0.5M	1.9M
gross margin	0.3M	0.6M	1.8M
GM%	50.6%	53.9%	48.5%
USA			
Net Sales	1.0M	2.4M	7.8M
COGS	0.6M	1.2M	4.2M
gross margin	0.5M	1.2M	3.6M
GM%	45.2%	48.6%	46.2%
BestBuy			
NA			
USA			
Net Sales	0.9M	1.8M	6.3M
COGS	0.6M	1.1M	4.0M
gross margin	0.3M	0.7M	2.3M
GM%	31.4%	38.9%	35.9%



Boulanger				
EU				
Italy				
Net Sales	0.2M	0.4M		1.2M
COGS	0.1M	0.3M		0.8M
gross margin	0.1M	0.1M		0.4M
GM%	38.5%	31.7%		31.8%
Norway				
Net Sales		0.3M		1.6M
COGS		0.2M		1.3M
gross margin		0.1M		0.4M
GM%		37.1%		22.0%
Spain				
Net Sales		0.2M		1.3M
COGS		0.1M		0.8M
gross margin		0.1M		0.4M
GM%		38.6%		35.7%
Chip 7				
EU				
France				
Net Sales	0.4M	0.7M		2.7M
COGS	0.3M	0.4M		1.6M
gross margin	0.2M	0.3M		1.1M
GM%	40.0%	39.3%		39.0%
United Kingdom				
Net Sales	0.2M	0.7M		2.8M
COGS	0.1M	0.4M		1.6M
gross margin	0.1M	0.2M		1.2M
GM%	35.4%	35.3%		42.3%
Chiptec				
EU				
Norway				
Net Sales		0.3M		1.8M
COGS		0.2M		1.2M
gross margin		0.1M		0.6M
GM%		36.4%		32.2%
Spain				
Net Sales		0.2M		1.2M
COGS		0.1M		0.8M
gross margin		0.1M		0.4M
GM%		41.7%		33.4%
Control				
APAC				
Bangladesh				
Net Sales	0.1M	0.3M		1.2M
COGS	0.1M	0.2M		0.9M
gross margin	0.0M	0.1M		0.4M



GM%	23.7%	34.1%	28.8%
NA			
USA			
Net Sales	0.8M	1.9M	6.4M
COGS	0.5M	1.1M	3.9M
gross margin	0.3M	0.8M	2.5M
GM%	33.0%	41.2%	39.2%
Coolblue			
EU			
Italy			
Net Sales	0.3M	0.4M	1.2M
COGS	0.2M	0.3M	0.9M
gross margin	0.1M	0.1M	0.4M
GM%	44.8%	33.2%	29.5%
United Kingdom			
Net Sales	0.2M	0.7M	3.0M
COGS	0.1M	0.5M	1.6M
gross margin	0.0M	0.3M	1.4M
GM%	30.5%	38.9%	45.9%
Costco			
NA			
Canada			
Net Sales	0.4M	0.9M	3.0M
COGS	0.2M	0.5M	1.9M
gross margin	0.1M	0.4M	1.1M
GM%	35.6%	42.6%	37.1%
USA			
Net Sales	0.8M	1.8M	6.3M
COGS	0.5M	1.1M	3.9M
gross margin	0.2M	0.7M	2.4M
GM%	29.1%	38.3%	37.7%
Croma			
APAC			
India			
Net Sales	1.7M	2.5M	7.5M
COGS	0.9M	1.6M	5.6M
gross margin	0.8M	0.9M	2.0M
GM%	45.5%	35.8%	26.2%
Currys (Dixons Carphone)			
EU			
Germany			
Net Sales	0.2M	0.4M	1.2M
COGS	0.2M	0.3M	0.9M
gross margin	0.1M	0.1M	0.2M
GM%	30.6%	33.0%	20.9%
Poland			
Net Sales	0.1M	0.4M	0.7M



COGS	0.0M	0.2M	0.4M
gross margin	0.0M	0.2M	0.3M
GM%	31.6%	43.6%	40.8%
Digimarket			
APAC			
Australia			
Net Sales	0.5M	1.3M	3.0M
COGS	0.3M	0.8M	2.1M
gross margin	0.2M	0.6M	0.9M
GM%	40.6%	43.7%	30.1%
EU			
Germany			
Net Sales	0.3M	0.4M	1.1M
COGS	0.2M	0.3M	0.9M
gross margin	0.1M	0.1M	0.3M
GM%	40.2%	30.8%	22.7%
Ebay			
APAC			
India			
Net Sales	1.7M	3.6M	8.5M
COGS	0.9M	2.4M	5.7M
gross margin	0.8M	1.2M	2.8M
GM%	45.9%	33.8%	33.4%
NA			
USA			
Net Sales	0.9M	2.7M	6.7M
COGS	0.6M	1.7M	4.0M
gross margin	0.3M	0.9M	2.6M
GM%	36.5%	35.4%	39.5%
Electricalsara Stores			
EU			
Poland			
Net Sales	0.1M	0.3M	0.7M
COGS	0.0M	0.2M	0.4M
gross margin	0.0M	0.1M	0.3M
GM%	29.6%	37.9%	37.4%
Portugal			
Net Sales	0.1M	0.3M	1.2M
COGS	0.0M	0.2M	0.7M
gross margin	0.0M	0.1M	0.5M
GM%	34.9%	33.1%	41.1%
Electricalsbea Stores			
APAC			
Japan			
Net Sales		0.1M	0.7M
COGS		0.1M	0.4M
gross margin		0.0M	0.3M



GM%		32.3%	44.5%
Electricalsance Stores			
EU			
Netherlands			
Net Sales	0.0M	0.4M	1.1M
COGS	0.0M	0.2M	0.7M
gross margin	0.0M	0.2M	0.4M
GM%	34.2%	49.0%	37.7%
Portugal			
Net Sales	0.1M	0.3M	1.3M
COGS	0.0M	0.2M	0.7M
gross margin	0.0M	0.1M	0.6M
GM%	39.1%	35.6%	44.8%
Electricalslytical			
APAC			
India			
Net Sales	1.6M	2.0M	8.4M
COGS	0.9M	1.4M	5.6M
gross margin	0.7M	0.5M	2.8M
GM%	41.9%	26.6%	33.4%
EU			
United Kingdom			
Net Sales	0.2M	0.7M	3.5M
COGS	0.1M	0.5M	1.8M
gross margin	0.1M	0.2M	1.7M
GM%	37.9%	30.3%	48.6%
Electricalsociety			
APAC			
Australia			
Net Sales	0.6M	1.2M	3.0M
COGS	0.3M	0.7M	2.1M
gross margin	0.2M	0.5M	1.0M
GM%	43.1%	41.8%	31.7%
India			
Net Sales	1.8M	2.3M	9.4M
COGS	1.0M	1.6M	6.0M
gross margin	0.8M	0.7M	3.4M
GM%	44.8%	29.7%	35.8%
Electricalsquipo Stores			
EU			
Austria			
Net Sales	0.0M	0.3M	
COGS	0.0M	0.2M	
gross margin	0.0M	0.1M	
GM%	27.9%	25.4%	
United Kingdom			
Net Sales	0.2M	0.7M	3.3M



COGS	0.1M	0.5M	1.7M
gross margin	0.1M	0.2M	1.6M
GM%	37.8%	31.9%	49.2%

Elite

EU

France

Net Sales	0.4M	0.7M	2.8M
COGS	0.2M	0.4M	1.6M
gross margin	0.2M	0.3M	1.2M
GM%	41.0%	37.2%	42.9%

Spain

Net Sales	0.1M	1.3M
COGS	0.1M	0.8M
gross margin	0.1M	0.5M
GM%	39.5%	35.9%

Elkjøp

EU

France

Net Sales	0.4M	0.8M	2.8M
COGS	0.3M	0.4M	1.7M
gross margin	0.2M	0.3M	1.1M
GM%	40.0%	41.1%	38.3%

Netherlands

Net Sales	0.0M	0.4M	1.1M
COGS	0.0M	0.2M	0.7M
gross margin	0.0M	0.2M	0.4M
GM%	33.3%	48.5%	39.0%

Spain

Net Sales	0.2M	1.3M
COGS	0.1M	0.8M
gross margin	0.1M	0.5M
GM%	42.1%	36.7%

Epic Stores

APAC

Newzealand

Net Sales	0.2M	1.5M
COGS	0.2M	0.8M
gross margin	0.0M	0.6M
GM%	21.0%	42.4%

EU

France

Net Sales	0.4M	0.7M	2.7M
COGS	0.2M	0.4M	1.6M
gross margin	0.2M	0.3M	1.1M
GM%	41.3%	44.6%	41.4%

Euronics

EU



Austria				
Net Sales		0.0M		0.4M
COGS		0.0M		0.2M
gross margin		0.0M		0.1M
GM%		25.2%		35.0%
Italy				
Net Sales	0.3M	0.4M		1.1M
COGS	0.2M	0.3M		0.8M
gross margin	0.1M	0.1M		0.3M
GM%	45.5%	31.6%		29.2%
Portugal				
Net Sales	0.1M	0.3M		1.2M
COGS	0.0M	0.2M		0.7M
gross margin	0.0M	0.1M		0.6M
GM%	44.4%	40.1%		45.7%
Spain				
Net Sales		0.2M		1.2M
COGS		0.1M		0.8M
gross margin		0.1M		0.3M
GM%		34.6%		28.4%
Expert				
EU				
Germany				
Net Sales	0.3M	0.4M		1.1M
COGS	0.2M	0.3M		0.9M
gross margin	0.1M	0.1M		0.2M
GM%	36.2%	34.9%		21.5%
Italy				
Net Sales	0.3M	0.4M		1.2M
COGS	0.2M	0.3M		0.8M
gross margin	0.1M	0.1M		0.4M
GM%	42.6%	27.0%		30.3%
Poland				
Net Sales	0.1M	0.3M		0.7M
COGS	0.0M	0.2M		0.4M
gross margin	0.0M	0.1M		0.3M
GM%	37.2%	40.2%		40.2%
Sweden				
Net Sales	0.0M	0.0M		0.3M
COGS	0.0M	0.0M		0.2M
gross margin	0.0M	0.0M		0.1M
GM%	40.6%	46.6%		35.1%
United Kingdom				
Net Sales	0.2M	0.6M		3.1M
COGS	0.1M	0.4M		1.7M
gross margin	0.1M	0.2M		1.4M
GM%	34.7%	30.7%		44.8%



Expression				
APAC				
India				
Net Sales	1.5M	2.2M		8.8M
COGS	0.9M	1.6M		5.7M
gross margin	0.6M	0.7M		3.1M
GM%	39.9%	29.1%		35.0%
Pakistan				
Net Sales	0.1M	0.7M		1.0M
COGS	0.1M	0.4M		0.7M
gross margin	0.1M	0.3M		0.3M
GM%	40.8%	41.0%		30.6%
Ezone				
APAC				
India				
Net Sales	1.5M	2.0M		7.9M
COGS	0.9M	1.4M		5.8M
gross margin	0.6M	0.6M		2.1M
GM%	38.5%	29.4%		26.3%
Flawless Stores				
APAC				
Japan				
Net Sales		0.1M		0.7M
COGS		0.1M		0.4M
gross margin		0.0M		0.3M
GM%		33.3%		43.1%
EU				
Portugal				
Net Sales	0.1M	0.3M		1.1M
COGS	0.0M	0.2M		0.7M
gross margin	0.0M	0.1M		0.5M
GM%	37.5%	32.5%		41.3%
Flipkart				
APAC				
India				
Net Sales	1.9M	4.3M		9.9M
COGS	1.2M	3.1M		7.3M
gross margin	0.7M	1.2M		2.6M
GM%	38.0%	27.4%		25.8%
EU				
Spain				
Net Sales		0.3M		1.5M
COGS		0.2M		1.0M
gross margin		0.1M		0.4M
GM%		33.4%		30.1%
NA				
USA				



Net Sales	1.0M	3.8M	7.9M
COGS	0.7M	2.3M	5.1M
gross margin	0.3M	1.5M	2.8M
GM%	28.7%	40.7%	35.7%

Fnac-Darty

EU

Austria

Net Sales	0.0M	0.4M
COGS	0.0M	0.2M
gross margin	0.0M	0.1M
GM%	20.9%	34.3%

Germany

Net Sales	0.3M	0.4M	1.3M
COGS	0.2M	0.3M	0.9M
gross margin	0.1M	0.1M	0.4M
GM%	34.6%	33.9%	30.2%

Italy

Net Sales	0.3M	0.4M	1.2M
COGS	0.2M	0.3M	0.8M
gross margin	0.1M	0.1M	0.4M
GM%	47.0%	27.9%	31.6%

Forward Stores

APAC

Australia

Net Sales	0.5M	1.2M	2.9M
COGS	0.3M	0.7M	2.0M
gross margin	0.2M	0.5M	1.0M
GM%	38.7%	44.5%	33.5%

EU

Portugal

Net Sales	0.1M	0.3M	1.1M
COGS	0.0M	0.2M	0.7M
gross margin	0.0M	0.1M	0.4M
GM%	40.2%	30.8%	39.2%

Girias

APAC

India

Net Sales	1.5M	2.1M	8.7M
COGS	1.0M	1.5M	5.9M
gross margin	0.6M	0.6M	2.7M
GM%	37.1%	29.1%	31.4%

Info Stores

APAC

Japan

Net Sales	0.1M	0.7M
COGS	0.1M	0.4M
gross margin	0.1M	0.3M



GM%		37.4%		43.6%
EU				
Portugal				
Net Sales	0.1M	0.3M	1.2M	
COGS	0.0M	0.2M	0.7M	
gross margin	0.0M	0.1M	0.5M	
GM%	37.1%	40.0%	41.7%	
Insight				
APAC				
Philippines				
Net Sales	0.4M	1.0M	2.8M	
COGS	0.3M	0.5M	1.6M	
gross margin	0.1M	0.5M	1.2M	
GM%	35.6%	47.9%	42.6%	
Integration Stores				
EU				
Austria				
Net Sales		0.0M	0.3M	
COGS		0.0M	0.3M	
gross margin		0.0M	0.1M	
GM%		29.6%	25.0%	
Spain				
Net Sales		0.1M	1.1M	
COGS		0.1M	0.8M	
gross margin		0.1M	0.3M	
GM%		41.7%	28.1%	
Leader				
APAC				
Newzealand				
Net Sales		0.2M	1.6M	
COGS		0.2M	0.8M	
gross margin		0.1M	0.8M	
GM%		25.8%	50.1%	
South Korea				
Net Sales	4.7M	5.7M	17.2M	
COGS	2.4M	4.2M	11.6M	
gross margin	2.3M	1.5M	5.6M	
GM%	48.1%	26.6%	32.5%	
Logic Stores				
APAC				
Newzealand				
Net Sales		0.2M	1.7M	
COGS		0.2M	0.8M	
gross margin		0.1M	0.8M	
GM%		25.7%	50.2%	
EU				
United Kingdom				



Net Sales	0.2M	0.7M	3.1M
COGS	0.1M	0.4M	1.7M
gross margin	0.1M	0.3M	1.4M
GM%	32.4%	37.9%	45.2%
Lotus			
APAC			
India			
Net Sales	1.5M	2.1M	8.1M
COGS	0.9M	1.4M	5.7M
gross margin	0.6M	0.7M	2.4M
GM%	40.4%	31.9%	29.6%
Neptune			
APAC			
China			
Net Sales	1.0M	3.3M	15.5M
COGS	0.5M	2.0M	9.1M
gross margin	0.5M	1.3M	6.4M
GM%	46.1%	38.8%	41.1%
Japan			
Net Sales		0.1M	0.7M
COGS		0.1M	0.4M
gross margin		0.1M	0.3M
GM%		37.6%	42.4%
Nomad Stores			
APAC			
Pakistan			
Net Sales	0.1M	0.8M	1.2M
COGS	0.1M	0.5M	0.8M
gross margin	0.0M	0.3M	0.4M
GM%	34.5%	39.0%	36.4%
NA			
Canada			
Net Sales	0.4M	0.9M	2.8M
COGS	0.2M	0.5M	1.8M
gross margin	0.2M	0.3M	1.1M
GM%	44.6%	38.3%	37.2%
Notebillig			
EU			
Germany			
Net Sales	0.2M	0.4M	1.1M
COGS	0.2M	0.3M	0.9M
gross margin	0.1M	0.1M	0.2M
GM%	34.6%	30.2%	18.3%
Nova			
EU			
Austria			
Net Sales		0.0M	0.4M



COGS	0.0M	0.3M
gross margin	0.0M	0.1M
GM%	24.5%	26.6%
<hr/>		
Novus		
APAC		
Philippines		
Net Sales	1.9M	3.7M
COGS	1.2M	2.2M
gross margin	0.7M	1.5M
GM%	37.5%	41.4%
<hr/>		
Otto		
EU		
Germany		
Net Sales	0.3M	0.4M
COGS	0.2M	0.3M
gross margin	0.1M	0.1M
GM%	38.3%	31.7%
<hr/>		
Premium Stores		
EU		
Portugal		
Net Sales	0.1M	0.3M
COGS	0.0M	0.2M
gross margin	0.0M	0.1M
GM%	40.0%	31.5%
<hr/>		
NA		
Canada		
Net Sales	0.4M	0.8M
COGS	0.2M	0.5M
gross margin	0.2M	0.3M
GM%	39.6%	40.3%
<hr/>		
Propel		
APAC		
India		
Net Sales	1.6M	2.2M
COGS	0.9M	1.5M
gross margin	0.7M	0.7M
GM%	41.2%	32.8%
<hr/>		
Newzealand		
Net Sales	0.3M	1.7M
COGS	0.2M	0.9M
gross margin	0.1M	0.9M
GM%	27.4%	50.1%
<hr/>		
Radio Popular		
EU		
Italy		
Net Sales	0.3M	0.4M
COGS	0.2M	0.3M



gross margin	0.1M	0.1M	0.2M
GM%	45.9%	28.2%	22.3%
Netherlands			
Net Sales	0.0M	0.4M	1.1M
COGS	0.0M	0.2M	0.7M
gross margin	0.0M	0.2M	0.5M
GM%	36.0%	45.1%	40.2%
United Kingdom			
Net Sales	0.2M	0.7M	3.1M
COGS	0.1M	0.5M	1.7M
gross margin	0.1M	0.2M	1.5M
GM%	35.8%	30.2%	46.8%
Radio Shack			
NA			
USA			
Net Sales	0.8M	1.7M	5.4M
COGS	0.6M	1.1M	3.8M
gross margin	0.3M	0.7M	1.7M
GM%	32.2%	37.6%	30.5%
Reliance Digital			
APAC			
India			
Net Sales	1.6M	2.2M	8.5M
COGS	0.9M	1.4M	5.5M
gross margin	0.7M	0.8M	2.9M
GM%	43.2%	35.5%	34.6%
EU			
Netherlands			
Net Sales	0.0M	0.4M	1.3M
COGS	0.0M	0.2M	0.7M
gross margin	0.0M	0.2M	0.6M
GM%	33.7%	42.3%	45.1%
Relief			
EU			
Spain			
Net Sales	0.1M	1.3M	
COGS	0.1M	0.9M	
gross margin	0.1M	0.4M	
GM%	35.1%	33.5%	
NA			
Canada			
Net Sales	0.4M	0.9M	2.8M
COGS	0.2M	0.5M	1.8M
gross margin	0.2M	0.3M	0.9M
GM%	38.6%	38.1%	34.2%
Sage			
APAC			



South Korea				
Net Sales	4.4M	5.5M		17.5M
COGS	2.5M	3.9M		11.5M
gross margin	1.9M	1.6M		6.0M
GM%	44.0%	28.9%		34.4%
NA				
Canada				
Net Sales	0.4M	1.0M		3.2M
COGS	0.2M	0.5M		1.9M
gross margin	0.2M	0.4M		1.3M
GM%	40.6%	45.2%		39.1%
Saturn				
EU				
Germany				
Net Sales	0.2M	0.4M		1.2M
COGS	0.2M	0.3M		0.9M
gross margin	0.1M	0.1M		0.3M
GM%	31.8%	30.9%		27.3%
Sorefoz				
EU				
France				
Net Sales	0.5M	0.7M		3.1M
COGS	0.3M	0.4M		1.7M
gross margin	0.2M	0.3M		1.4M
GM%	44.5%	40.4%		46.2%
Portugal				
Net Sales	0.1M	0.3M		1.2M
COGS	0.0M	0.2M		0.7M
gross margin	0.0M	0.1M		0.5M
GM%	39.1%	34.5%		39.8%
Sweden				
Net Sales	0.0M	0.0M		0.4M
COGS	0.0M	0.0M		0.2M
gross margin	0.0M	0.0M		0.2M
GM%	37.7%	45.5%		41.0%
Sound				
APAC				
Australia				
Net Sales	0.6M	1.4M		2.6M
COGS	0.3M	0.7M		2.0M
gross margin	0.2M	0.7M		0.7M
GM%	40.2%	48.6%		24.9%
EU				
Norway				
Net Sales		0.3M		1.7M
COGS		0.2M		1.3M
gross margin		0.1M		0.5M



GM%		37.6%	26.8%
Staples			
NA			
Canada			
Net Sales	0.4M	0.8M	2.8M
COGS	0.2M	0.5M	1.8M
gross margin	0.1M	0.3M	1.1M
GM%	39.5%	38.7%	37.3%
USA			
Net Sales	0.9M	2.0M	5.9M
COGS	0.6M	1.2M	4.1M
gross margin	0.3M	0.8M	1.8M
GM%	31.7%	40.6%	30.0%
Surface Stores			
APAC			
Bangladesh			
Net Sales	0.1M	0.4M	1.3M
COGS	0.1M	0.2M	0.9M
gross margin	0.0M	0.2M	0.4M
GM%	22.0%	39.8%	31.6%
Japan			
Net Sales	0.1M	0.8M	
COGS	0.1M	0.4M	
gross margin	0.1M	0.4M	
GM%	34.2%	49.9%	
Synthetic			
APAC			
Philippines			
Net Sales	1.9M	4.2M	10.7M
COGS	1.1M	2.3M	6.3M
gross margin	0.8M	1.9M	4.4M
GM%	40.7%	45.1%	41.0%
EU			
Norway			
Net Sales	0.2M	1.5M	
COGS	0.2M	1.1M	
gross margin	0.1M	0.4M	
GM%	31.4%	26.1%	
Taobao			
APAC			
China			
Net Sales	0.2M	1.3M	3.3M
COGS	0.1M	0.8M	2.1M
gross margin	0.1M	0.5M	1.2M
GM%	45.6%	40.0%	36.4%
UniEuro			
EU			



France			
Net Sales	0.4M	0.7M	2.6M
COGS	0.2M	0.4M	1.6M
gross margin	0.2M	0.3M	1.0M
GM%	42.8%	43.6%	38.7%
Norway			
Net Sales		0.2M	1.5M
COGS		0.2M	1.1M
gross margin		0.1M	0.4M
GM%		33.3%	26.2%
United Kingdom			
Net Sales	0.2M	0.7M	3.2M
COGS	0.1M	0.5M	1.8M
gross margin	0.1M	0.2M	1.5M
GM%	34.0%	31.7%	46.0%
Vijay Sales			
APAC			
India			
Net Sales	1.7M	2.1M	8.5M
COGS	1.0M	1.6M	6.1M
gross margin	0.7M	0.6M	2.5M
GM%	42.8%	26.5%	29.0%
Viveks			
APAC			
India			
Net Sales	1.6M	2.2M	7.8M
COGS	0.9M	1.5M	5.7M
gross margin	0.6M	0.7M	2.1M
GM%	40.1%	31.3%	26.5%
walmart			
NA			
Canada			
Net Sales	0.4M	0.9M	3.1M
COGS	0.3M	0.6M	1.9M
gross margin	0.2M	0.4M	1.1M
GM%	42.8%	39.3%	36.8%
USA			
Net Sales	0.8M	1.7M	6.7M
COGS	0.6M	1.1M	4.1M
gross margin	0.3M	0.6M	2.6M
GM%	32.0%	36.7%	38.5%
Zone			
APAC			
China			
Net Sales	0.2M	0.8M	4.1M
COGS	0.1M	0.5M	2.3M
gross margin	0.1M	0.3M	1.8M



GM%	38.8%	36.1%	44.8%
Pakistan			
Net Sales	0.1M	0.7M	1.1M
COGS	0.1M	0.4M	0.7M
gross margin	0.1M	0.3M	0.4M
GM%	42.8%	43.3%	39.2%
Total Net Sales	87.5M	196.7M	598.9M
Total COGS	51.2M	123.4M	380.7M
Total gross margin	36.2M	73.3M	218.2M
Total GM%	41.4%	37.3%	36.4%



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