



## FILTERS

region	All
market	All
division	All

## P &amp; L

## Fiscal year

All values are in USD

Note: 21vs20 is not part of pivot table

Fiscal Years				
Customer	2019	2020	2021	21vs20
Acclaimed Stores				
Net sales	1.4M	2.9M	10.9M	278%
COGS	0.9M	1.8M	7.0M	284%
Gross Marg	0.5M	1.1M	3.9M	267%
GM%	33.46%	37.19%	36.14%	-3%
All-Out				
Net sales		0.2M	0.8M	396%
COGS		0.1M	0.4M	324%
Gross Margin		0.1M	0.4M	509%
GM%		38.71%	47.54%	23%
Amazon				
Net sales	12.2M	37.5M	82.1M	119%
COGS	7.1M	23.2M	53.1M	129%
Gross Marg	5.1M	14.3M	29.0M	102%
GM%	41.52%	38.22%	35.31%	-8%
Argos (Sainsbury's)				
Net sales	0.4M	0.7M	2.3M	206%
COGS	0.2M	0.5M	1.5M	187%
Gross Marg	0.2M	0.2M	0.8M	248%
GM%	42.97%	31.06%	35.36%	14%
Atlas Stores				
Net sales	0.2M	0.7M	3.2M	370%
COGS	0.1M	0.4M	1.9M	355%
Gross Marg	0.1M	0.3M	1.3M	395%
GM%	39.90%	38.36%	40.37%	5%
AtliQ e Store				
Net sales	7.2M	23.7M	53.0M	124%
COGS	4.2M	14.7M	33.1M	125%
Gross Marg	2.9M	8.9M	19.9M	123%
GM%	40.96%	37.75%	37.55%	-1%
AtliQ Exclusive				
Net sales	9.6M	17.7M	61.1M	246%
COGS	4.9M	9.6M	34.4M	260%
Gross Marg	4.6M	8.1M	26.7M	229%
GM%	48.44%	45.87%	43.70%	-5%
BestBuy				
Net sales	0.9M	1.8M	6.3M	256%
COGS	0.6M	1.1M	4.0M	274%
Gross Marg	0.3M	0.7M	2.3M	228%
GM%	31.44%	38.91%	35.89%	-8%



<b>Boulanger</b>					
Net sales	0.2M	0.8M	4.1M		393%
COGS	0.1M	0.5M	2.9M		436%
Gross Marg	0.1M	0.3M	1.2M		312%
GM%	38.54%	34.81%	29.08%		-16%
<b>Chip 7</b>					
Net sales	0.6M	1.3M	5.5M		316%
COGS	0.4M	0.8M	3.3M		294%
Gross Marg	0.2M	0.5M	2.2M		354%
GM%	38.65%	37.32%	40.70%		9%
<b>Chiptec</b>					
Net sales		0.4M	3.0M		622%
COGS		0.3M	2.0M		688%
Gross Margin		0.2M	1.0M		516%
GM%		38.34%	32.70%		-15%
<b>Control</b>					
Net sales	0.9M	2.2M	7.7M		249%
COGS	0.6M	1.3M	4.8M		265%
Gross Marg	0.3M	0.9M	2.9M		226%
GM%	32.07%	40.17%	37.52%		-7%
<b>Coolblue</b>					
Net sales	0.5M	1.2M	4.2M		260%
COGS	0.3M	0.7M	2.5M		235%
Gross Marg	0.2M	0.4M	1.8M		304%
GM%	39.88%	36.77%	41.24%		12%
<b>Costco</b>					
Net sales	1.1M	2.8M	9.3M		237%
COGS	0.8M	1.7M	5.8M		250%
Gross Marg	0.4M	1.1M	3.5M		219%
GM%	31.31%	39.68%	37.50%		-5%
<b>Croma</b>					
Net sales	1.7M	2.5M	7.5M		205%
COGS	0.9M	1.6M	5.6M		250%
Gross Marg	0.8M	0.9M	2.0M		124%
GM%	45.48%	35.78%	26.25%		-27%
<b>Currys (Dixons Carphone)</b>					
Net sales	0.3M	0.8M	1.9M		147%
COGS	0.2M	0.5M	1.3M		186%
Gross Marg	0.1M	0.3M	0.5M		84%
GM%	30.79%	38.15%	28.38%		-26%
<b>Digimarket</b>					
Net sales	0.8M	1.7M	4.1M		141%
COGS	0.5M	1.0M	3.0M		193%
Gross Marg	0.3M	0.7M	1.2M		66%
GM%	40.50%	40.90%	28.12%		-31%
<b>Ebay</b>					
Net sales	2.6M	6.3M	15.2M		142%
COGS	1.5M	4.1M	9.7M		136%



Gross Marg	1.1M	2.2M	5.5M		154%
GM%	42.60%	34.48%	36.11%		5%
Electricalsara Stores					
Net sales	0.1M	0.6M	1.9M		186%
COGS	0.1M	0.4M	1.1M		168%
Gross Marg	0.0M	0.2M	0.7M		219%
GM%	32.61%	35.59%	39.66%		11%
Electricalsbea Stores					
Net sales		0.1M	0.7M		405%
COGS		0.1M	0.4M		314%
Gross Margin		0.0M	0.3M		595%
GM%		32.32%	44.50%		38%
Electricalslance Stores					
Net sales	0.1M	0.7M	2.3M		213%
COGS	0.1M	0.4M	1.4M		223%
Gross Marg	0.0M	0.3M	1.0M		201%
GM%	37.68%	43.33%	41.59%		-4%
Electricalslytical					
Net sales	1.8M	2.6M	11.9M		357%
COGS	1.1M	1.9M	7.4M		292%
Gross Marg	0.7M	0.7M	4.5M		530%
GM%	41.43%	27.50%	37.87%		38%
Electricalsocity					
Net sales	2.3M	3.5M	12.4M		259%
COGS	1.3M	2.3M	8.1M		254%
Gross Marg	1.0M	1.2M	4.3M		269%
GM%	44.35%	33.91%	34.83%		3%
Electricalsquipo Stores					
Net sales	0.2M	0.7M	3.6M		435%
COGS	0.1M	0.5M	1.9M		315%
Gross Marg	0.1M	0.2M	1.7M		693%
GM%	37.81%	31.84%	47.16%		48%
Elite					
Net sales	0.4M	0.8M	4.1M		396%
COGS	0.2M	0.5M	2.5M		372%
Gross Marg	0.2M	0.3M	1.7M		435%
GM%	41.01%	37.63%	40.64%		8%
Elkj�p					
Net sales	0.5M	1.3M	5.2M		292%
COGS	0.3M	0.7M	3.2M		330%
Gross Marg	0.2M	0.6M	2.0M		243%
GM%	39.50%	43.50%	38.03%		-13%
Epic Stores					
Net sales	0.4M	0.9M	4.2M		346%
COGS	0.2M	0.6M	2.4M		326%
Gross Marg	0.2M	0.4M	1.7M		377%
GM%	41.29%	39.05%	41.78%		7%
Euronics					



Net sales	0.4M	0.9M	3.9M		345%
COGS	0.2M	0.6M	2.6M		348%
Gross Marg	0.2M	0.3M	1.4M		338%
GM%	45.28%	35.21%	34.67%		-2%
Expert					
Net sales	0.8M	1.8M	6.4M		264%
COGS	0.5M	1.2M	4.0M		241%
Gross Marg	0.3M	0.6M	2.4M		310%
GM%	38.28%	33.04%	37.21%		13%
Expression					
Net sales	1.7M	3.0M	9.8M		228%
COGS	1.0M	2.0M	6.4M		217%
Gross Marg	0.7M	1.0M	3.4M		253%
GM%	40.00%	32.09%	34.52%		8%
Ezone					
Net sales	1.5M	2.0M	7.9M		292%
COGS	0.9M	1.4M	5.8M		309%
Gross Marg	0.6M	0.6M	2.1M		250%
GM%	38.52%	29.44%	26.31%		-11%
Flawless Stores					
Net sales	0.1M	0.5M	1.8M		296%
COGS	0.0M	0.3M	1.1M		242%
Gross Marg	0.0M	0.1M	0.8M		408%
GM%	37.47%	32.72%	41.97%		28%
Flipkart					
Net sales	2.9M	8.3M	19.3M		131%
COGS	1.9M	5.5M	13.5M		143%
Gross Marg	1.0M	2.8M	5.8M		107%
GM%	34.84%	33.65%	30.22%		-10%
Fnac-Darty					
Net sales	0.5M	0.8M	2.9M		250%
COGS	0.3M	0.6M	2.0M		248%
Gross Marg	0.2M	0.3M	0.9M		254%
GM%	41.17%	30.86%	31.28%		1%
Forward Stores					
Net sales	0.6M	1.5M	4.1M		172%
COGS	0.3M	0.9M	2.6M		204%
Gross Marg	0.2M	0.6M	1.4M		128%
GM%	38.87%	41.86%	35.07%		-16%
Girias					
Net sales	1.5M	2.1M	8.7M		319%
COGS	1.0M	1.5M	5.9M		306%
Gross Marg	0.6M	0.6M	2.7M		352%
GM%	37.12%	29.12%	31.41%		8%
Info Stores					
Net sales	0.1M	0.5M	1.8M		284%
COGS	0.0M	0.3M	1.1M		264%
Gross Marg	0.0M	0.2M	0.8M		315%



GM%	37.07%	39.24%	42.38%		8%
Insight					
Net sales	0.4M	1.0M	2.8M		172%
COGS	0.3M	0.5M	1.6M		199%
Gross Marg	0.1M	0.5M	1.2M		142%
GM%	35.64%	47.86%	42.64%		-11%
Integration Stores					
Net sales		0.2M	1.4M		787%
COGS		0.1M	1.0M		987%
Gross Margin		0.1M	0.4M		496%
GM%		40.75%	27.38%		-33%
Leader					
Net sales	4.7M	6.0M	18.8M		215%
COGS	2.4M	4.4M	12.4M		183%
Gross Marg	2.3M	1.6M	6.4M		302%
GM%	48.11%	26.61%	33.99%		28%
Logic Stores					
Net sales	0.2M	0.9M	4.8M		415%
COGS	0.1M	0.6M	2.5M		318%
Gross Marg	0.1M	0.3M	2.3M		597%
GM%	32.38%	34.69%	46.96%		35%
Lotus					
Net sales	1.5M	2.1M	8.1M		283%
COGS	0.9M	1.4M	5.7M		295%
Gross Marg	0.6M	0.7M	2.4M		256%
GM%	40.45%	31.88%	29.63%		-7%
Neptune					
Net sales	1.0M	3.4M	16.1M		371%
COGS	0.5M	2.1M	9.5M		353%
Gross Marg	0.5M	1.3M	6.6M		400%
GM%	46.12%	38.75%	41.13%		6%
Nomad Stores					
Net sales	0.5M	1.6M	4.0M		147%
COGS	0.3M	1.0M	2.5M		153%
Gross Marg	0.2M	0.6M	1.5M		136%
GM%	42.30%	38.61%	36.98%		-4%
Notebillig					
Net sales	0.2M	0.4M	1.1M		187%
COGS	0.2M	0.3M	0.9M		237%
Gross Marg	0.1M	0.1M	0.2M		74%
GM%	34.60%	30.21%	18.27%		-40%
Nova					
Net sales		0.0M	0.4M		2565%
COGS		0.0M	0.3M		2490%
Gross Margin		0.0M	0.1M		2795%
GM%		24.48%	26.59%		9%
Novus					
Net sales	1.9M	3.7M	9.9M		164%



COGS	1.2M	2.2M	6.6M	202%
Gross Marg	0.7M	1.5M	3.2M	110%
GM%	37.48%	41.36%	32.91%	-20%
Otto				
Net sales	0.3M	0.4M	1.2M	199%
COGS	0.2M	0.3M	0.9M	219%
Gross Marg	0.1M	0.1M	0.3M	154%
GM%	38.31%	31.67%	26.95%	-15%
Premium Stores				
Net sales	0.5M	1.1M	3.9M	253%
COGS	0.3M	0.7M	2.4M	257%
Gross Marg	0.2M	0.4M	1.4M	246%
GM%	39.65%	37.93%	37.18%	-2%
Propel				
Net sales	1.6M	2.5M	10.8M	341%
COGS	0.9M	1.7M	6.7M	305%
Gross Marg	0.7M	0.8M	4.1M	415%
GM%	41.21%	32.26%	37.73%	17%
Radio Popular				
Net sales	0.5M	1.5M	5.3M	263%
COGS	0.3M	1.0M	3.1M	225%
Gross Marg	0.2M	0.5M	2.1M	335%
GM%	41.66%	33.84%	40.64%	20%
Radio Shack				
Net sales	0.8M	1.7M	5.4M	212%
COGS	0.6M	1.1M	3.8M	247%
Gross Marg	0.3M	0.7M	1.7M	152%
GM%	32.23%	37.65%	30.46%	-19%
Reliance Digital				
Net sales	1.6M	2.6M	9.7M	278%
COGS	0.9M	1.6M	6.2M	281%
Gross Marg	0.7M	0.9M	3.5M	272%
GM%	42.98%	36.56%	35.97%	-2%
Relief				
Net sales	0.4M	1.0M	4.1M	304%
COGS	0.2M	0.6M	2.7M	328%
Gross Marg	0.2M	0.4M	1.4M	263%
GM%	38.55%	37.69%	33.94%	-10%
Sage				
Net sales	4.8M	6.4M	20.7M	222%
COGS	2.7M	4.4M	13.4M	204%
Gross Marg	2.1M	2.0M	7.3M	260%
GM%	43.74%	31.36%	35.14%	12%
Saturn				
Net sales	0.2M	0.4M	1.2M	210%
COGS	0.2M	0.3M	0.9M	227%
Gross Marg	0.1M	0.1M	0.3M	174%
GM%	31.84%	30.92%	27.26%	-12%



Sorefoz					
Net sales	0.6M	1.1M	4.7M		334%
COGS	0.3M	0.7M	2.6M		295%
Gross Marg	0.2M	0.4M	2.1M		394%
GM%	43.62%	38.78%	44.17%		14%
Sound					
Net sales	0.6M	1.7M	4.4M		160%
COGS	0.3M	0.9M	3.2M		263%
Gross Marg	0.2M	0.8M	1.1M		43%
GM%	40.25%	46.73%	25.68%		-45%
Staples					
Net sales	1.2M	2.9M	8.8M		207%
COGS	0.8M	1.7M	5.9M		247%
Gross Marg	0.4M	1.1M	2.8M		148%
GM%	34.07%	40.11%	32.34%		-19%
Surface Stores					
Net sales	0.1M	0.5M	2.1M		299%
COGS	0.1M	0.3M	1.3M		298%
Gross Marg	0.0M	0.2M	0.8M		300%
GM%	21.96%	38.20%	38.33%		0%
Synthetic					
Net sales	1.9M	4.4M	12.2M		176%
COGS	1.1M	2.5M	7.4M		201%
Gross Marg	0.8M	2.0M	4.8M		144%
GM%	40.65%	44.33%	39.20%		-12%
Taobao					
Net sales	0.2M	1.3M	3.3M		149%
COGS	0.1M	0.8M	2.1M		164%
Gross Marg	0.1M	0.5M	1.2M		126%
GM%	45.59%	39.97%	36.39%		-9%
UniEuro					
Net sales	0.6M	1.6M	7.3M		357%
COGS	0.4M	1.0M	4.5M		341%
Gross Marg	0.2M	0.6M	2.9M		385%
GM%	40.16%	37.09%	39.34%		6%
Vijay Sales					
Net sales	1.7M	2.1M	8.5M		298%
COGS	1.0M	1.6M	6.1M		285%
Gross Marg	0.7M	0.6M	2.5M		334%
GM%	42.83%	26.51%	28.95%		9%
Viveks					
Net sales	1.6M	2.2M	7.8M		248%
COGS	0.9M	1.5M	5.7M		273%
Gross Marg	0.6M	0.7M	2.1M		194%
GM%	40.08%	31.35%	26.48%		-16%
walmart					
Net sales	1.3M	2.6M	9.7M		270%
COGS	0.8M	1.6M	6.0M		268%



Gross Marg	0.5M	1.0M	3.7M		274%
GM%	35.84%	37.57%	37.95%		1%
Zone					
Net sales	0.3M	1.6M	5.3M		236%
COGS	0.2M	0.9M	3.0M		214%
Gross Marg	0.1M	0.6M	2.3M		271%
GM%	40.30%	39.52%	43.58%		10%
Total Net sale	87.5M	196.7M	598.9M		204%
Total COGS	51.2M	123.4M	380.7M		209%
Total Gross M	36.2M	73.3M	218.2M		198%
Total GM%	41.43%	37.28%	36.43%		-2%