GENERAL ANALYSIS MONTHLY REPORT ORDER RESULTS ANALYSIS CUSTOMER ANALYSIS Order Results YTD YoY Growth YTD Total Customers YTD YoY Growth YTD No. Cross Sell Owner Revenue 10512 \$1,337,732.00 -4.51 % -0.72 % \$1,305,000.00 680 YTD 2021 (\$) \$1,257,660.00 LYTD 2020 (\$) Total Customers MTD Order Results MTD YoY Growth MTD YoY Growth MTD No. Order Numbers \$844,565.00 \$327,077.45 -76.65 % 1128 -20.11 % 16739 LYTD 2019 (\$) Trend of Order Results YTD Trend of Customers YTD Max of Order Results (\$) Order Results Growth Count of Customer Name — YoY Account Number Growth 20% \$1,400,854 10531 10455 \$1,337,732 10272 \$1,271,536 Count of Custo. YoY Account N Order 10.17% Order \$1M 2.52% -0.72% -4.51% -5.22% ΥοΥ -20% 2019 2019 Year Year Trend of Order Results MTD 2021 Trend of Customers MTD 2021 Max of Order Results (\$) KPI — YoY monthly Order Results Growth Count of Customer Name YoY monthly Account Number Growth 100% 100% \$1,337,732.00 2391 Orde Count of Custome YoY monthly Acco 70.59% 72.51% \$1M 1344 \$731,250.00 \$682,345.00 1251 1224 1128 \$594,686.27 1006 -12.06% 821 -12.38% <u>-20</u>.76% -20.11% 18.00% -24.25% \$199,250.00 \$219,394.33 \$122,959.61 YoY -13.76% -63.46% -79.72% -100% January February March January February Apri Trend of Order Results 2020 & 2021 Trend of Customers 2020 & 2021 **Year 0**2020 **0**2021 **Year** -2020 -2021 \$1,400,854.00 \$1,238,898.00 \$1,337,732.00 2391 Count of Custom 1926 \$1M \$875,000.00 1289 1397 1628 1328 1412 1476 Max of Order 1386 \$726,748.00 1139 952 \$545,260.16 \$606,388.00 \$630,367.44 Month Month Top Countries per Order Results Top Countries per Customers YTD Top Countries per Customers Last Top Countries per Order Results YTD 2021 Last Month 2021 2021 Month 2021 1842 \$125,000.00 China China \$13,474,529.38 Taiwan 116 \$6,507,429.61 41 \$89,439.30 359 Switzerla. Taiwan Germany \$5,540,750.96 \$22,693.23 36 India 310 Canada Australia \$4,517,232.24 \$19,818.31 Hong Kong 305 35 India \$3,292,391.57 Hong Kong \$8,943.75 Italy Hong Kong Singapore \$7,680.70 194 \$2,967,978.68 Brazil Japan South Af.. \$2,719,400.53 Norway \$7,374.11 164 Argentina \$20M \$0.1M Order Results (\$) KPI Max of Order Results (\$) KPI Count of Customer Name Count of Customer Name Regions per Order Results YTD Top Regions per Customers Last Top Regions per Order Results Last Top Regions per Customers YTD 2021 Month 2021 2021 Month 2021 Europe Europe Region (UL) Region (UL) Asia + MEA 3565 \$125,000.00 23073 Asia + MEA \$836,725.85 \$120,596.34 1734 8070 Europe \$1M \$0.2M \$0.4M Max of Order Results (\$) KPI Count of Customer Name Count of Customer Name Max of Order Results (\$) KPI Trend Products sold per Order Results 2021 Trend Products sold by Customers 2021 Product Category Fire Suppressio... Industrial Auto... LED Luminaires NA Personal Fl... Personal Pr... Products Category Industrial Auto... LED Luminaires NA Personal Flot... Personal Prot... Small Appli... \$1,043,182 \$954,639 \$849,870 \$811,741 Results (\$) Customers \$637,371 \$636,298 \$378,719 \$343,445 \$333,747 Order \$171,484 \$166,850 \$114,633 \$154.219 (\$1,788)Month Month **Products Category** Order Results Order Results YoY Order Results **Products Category Customers LYTD** Customers YoY Customers Growth LYTD YTD Growth YTD Fire Suppression Products \$40,679.88 \$115,369.14 183.60 % **Industrial Automation** 108 111 2.78 % **Industrial Automation** \$161,754.66 \$33,600.00 -79.23 % **LED Luminaires** 1162 827 -28.83 %

TOP CUSTOMERS & COUS BY ODER RESULTS

Lighting/Luminaires

Personal Protection

Equipment (PPE)

Power Distribution

Small Appliances

Specialty Luminaires

2021

\$40,323.33

\$20,880.00 —

Personal Flotation Devices

NA Oil & Gas

(PFD)

Total

-11.37 %

99.04 %

77.01 %

-50.08 %

-22.65 %

-20.08 %

119.56 %

-28.68 %

-8.88 %



\$25,229.25

\$14,520.00

\$60,000.00

\$66,500.00

\$57,572.24

\$38,720.00

\$75,071.78

\$18,000.00

\$161,754.66

\$22,360.20

\$28,900.00

\$33,200.00

\$44,534.06

\$35,280.00

\$60,000.00

\$39,520.00

\$115,369.14

\$106,204.31

LED Luminaires

NA

Total

Oil & Gas

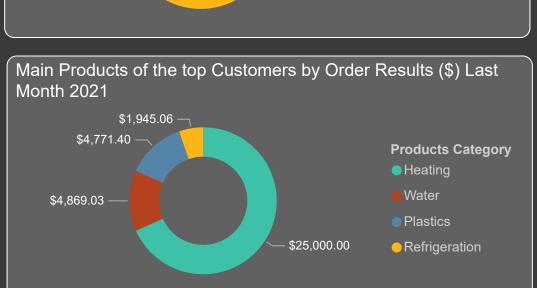
Medical Device/Equipment

Opening Protective Products

Specialty Luminaires

Personal Flotation Devices (PFD)

Personal Protection Equipment (PPE)



176

2604

98

123

182

63

265

102

4883

Main Products of the top Customers by Order Results (\$) YTD

101

2930

84

185

148

103

207

101

4797

\$111,877.78

-42.61 %

12.52 %

-14.29 %

50.41 %

-18.68 %

63.49 %

-21.89 %

-0.98 %

-1.76 %

Products Category

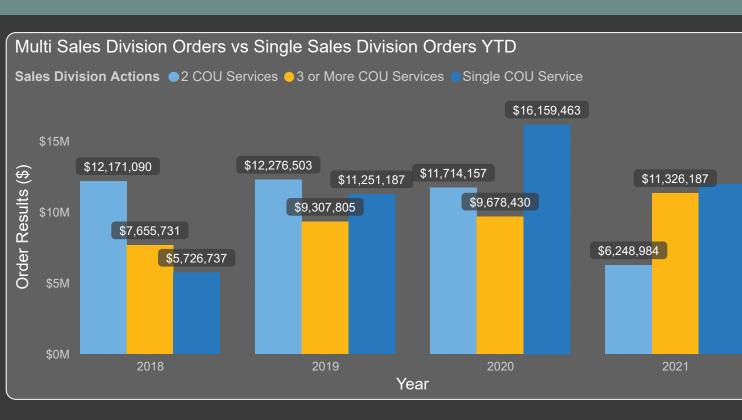
Refrigeration

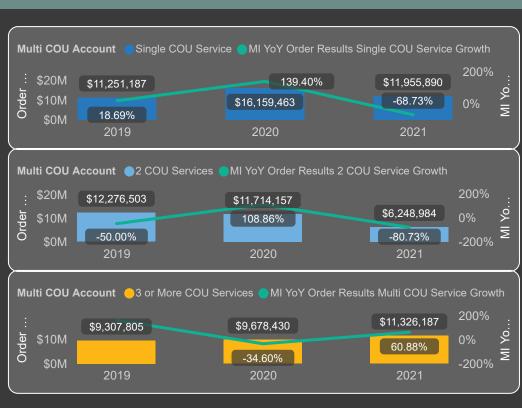
Accessories

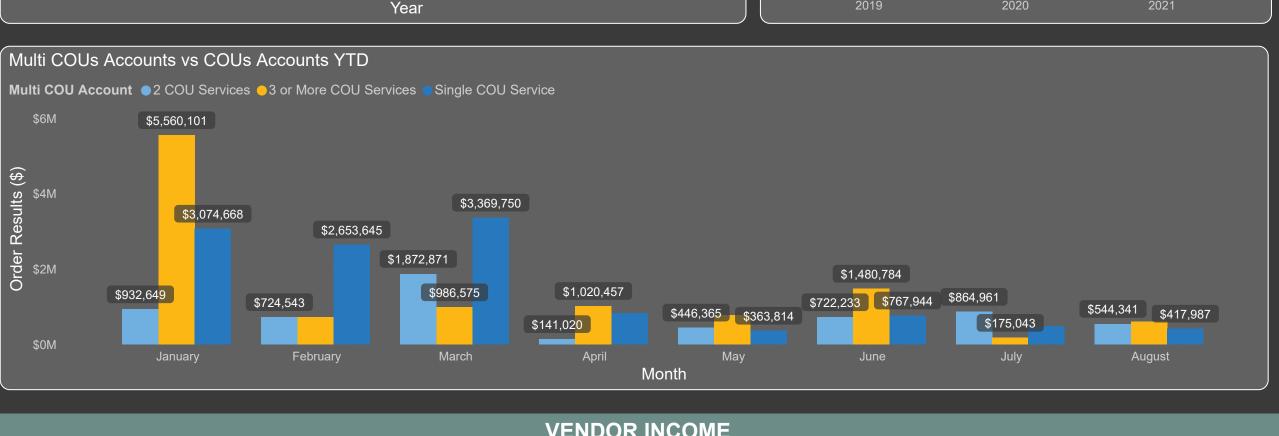
Heating

Water

SALES DIVISION PERFORMACE







VENDOR INCOME

Top Cross Sell Owner by Order Results (\$) 2021					Top Cross Sell Owner by Order Results (\$) Last Month 2021			
Cross Seller	Orders Results LYTD	Order Results YTD ▼	YoY Order Results Growth		Cross Sell Owner (Lookup)	Order Results LMTD	Order Results MTD ▼	YoY monthly Order Results Growth
NI CO	\$163,752.60	\$164,061.95	0.19 %		Name of the	\$137,119.51	\$327,077.45	138.53 %
Name of th	ne	\$115,369.14	0.00 %			\$140,000.00	\$125,000.00	-10.71 %
cross selle	rs \$33,237.02	\$106,204.31	219.54 %		cross sellers	\$11,050.00	\$112,164.00	915.06 %
	\$150,665.65	\$106,121.02	-29.57 %				\$89,439.30	0.00 %
		\$89,439.30	0.00 %			\$355,622.39	\$63,393.56	-82.17 %
	\$355,622.39	\$83,672.36	-76.47 %			\$62,400.00	0.00 %	
		\$83,099.08	0.00 %				\$61,610.00	0.00 %
	\$10,000.00	\$80,000.00	700.00 %		\$8,125.00	\$60,000.00	638.46 %	
	\$181,289.00	\$70,448.00	-61.14 %		\$384.75	\$60,000.00	15494.54 %	
	\$43,900.00	\$65,000.00	48.06 %			\$4,485.00	\$57,600.00	1184.28 %
		\$65,000.00	0.00 %			\$355,622.39	\$327,077.45	-8.03 %
Total	\$355,622.39	\$164,061.95	-53.87 %					