Year
 Week

 2024
 44

Sales Report

WBR

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Last Weekend Available

Nov 23, 2024

WBR - Table 1 - Channel per country

	Sales	LW Sales	WoW Sales	Sales Mix %	T4W Sales	T4W PY Sales	PY Sales	YoY Sales	OP2	OP2	Sales vs OP2
UK	8,131	16,134	-49.6%	100%	48,106	35,439	15,449	-49.6%	10,391	8,537	78.25%
OFFLINE	5,199	13,513	-61.52%	64%	33,940	26,930	12,933	-61.52%	7,549	6,019	68.87%
ONLINE	2,932	2,621	11.86%	36%	14,166	8,509	2,516	11.86%	2,842	2,518	103.16%
DE	965	9,208	-89.51%	100%	13,013	7,524	666	-89.51%	3,673	3,217	26.27%
OFFLINE	168	8,463	-98.01%	17%	8,463	5,676	168	-98.01%	2,077	1,909	8.08%
ONLINE	797	745	6.97%	83%	4,550	1,848	498	6.97%	1,596	1,308	49.93%
FR	511	1,255	-59.28%	100%	2,169	1,254	476	-59.28%	1,060	688	48.2%
OFFLINE	180	917	-80.37%	35%	1,001	180	180	-80.37%	442	262	40.72%
ONLINE	331	338	-2.07%	65%	1,168	1,074	296	-2.07%	618	426	53.55%
IT	570	3,109	-81.66%	100%	7,007	1,518	584	-81.66%	1,626	1,278	35.05%
OFFLINE	138	2,754	-94.98%	24%	4,604	138	138	-94.98%	670	532	20.59%
ONLINE	432	355	21.69%	76%	2,403	1,380	446	21.69%	956	746	45.18%
ES	502	1,029	-51.21%	100%	2,017	1,594	507	-51.21%	715	301	70.2%
OFFLINE	204	741	-72.46%	41%	797	204	204	-72.46%	348	144	58.62%
ONLINE	298	288	3.47%	59%	1,220	1,390	303	3.47%	367	157	81.19%
JP	547	645	-15.19%	100%	1,253	1,351	402	-15.19%	360	0	151.94%
OFFLINE	186	186	0%	34%	186	186	186	0%	186	0	100%
ONLINE	361	459	-21.35%	66%	1,067	1,165	216	-21.35%	174	0	207.47%
US	6,340	4,774	32.8%	100%	39,199	85,518	15,402	32.8%	354	0	1,790.96%
OFFLINE	102	102	0%	2%	102	40,589	9,926	0%	102	0	100%
ONLINE	6,238	4,672	33.51%	98%	39,097	44,929	5,476	33.51%	252	0	2,475.39%
Total	17,566	36,154	-51.41%	100%	112,764	134,198	33,486	-51.41%	18,179	14,021	96.62%

WBR - Table 2 - Channel

	Slaes	LW Sales	Quantity PoP	Sales Mix %	T4W Sales	T4W PY Sales	PY Sales	YoY Sales	OP2	Sales vs OP2
OFFLINE	6,177	26,676	-76.8%	35%	49,093	73,903	23,735	-76.84%	11,374	54.3%
ONLINE	11,389	9,478	20.2%	65%	63,671	60,295	9,751	20.16%	6,805	167.36%
Total	17,566	36,154	-51.4%	100%	112,764	134,198	33,486	-51.41%	18,179	96.62%

WBR - Table 3 - Main Brands per country and channel

	Sales	LW Sales	Quantity PoP	Sales Mix %	T4W Sales	T4W PY Sales	PY Sales	YoY Sales	OP2	Sales vs OP2
OFFLINE										
UK	5,199	13,513	-61.5%	100%	33,940	26,930	12,933	-61.52%	7,549	68.87%
JVC	3,981	5,427	-26.6%	100%	19,104	2,778	712	-26.64%	2,632	151.25%
PANASONIC	96	2,996	-96.8%	0%	2,996	975	96	-96.79%	337	28.48%
TCL	48	1,816	-97.4%	0%	3,853	48	48	-97.35%	260	18.46%
VESTEL	1,074	3,274	-67.2%	0%	7,987	23,129	12,077	-67.19%	4,320	24.86%
DE	168	8,463	-98.0%		8,463	5,676	168	-98.01%	2,077	8.08%
PANASONIC	150	8,445	-98.2%		8,445	5,658	150	-98.22%	2,059	7.28%
XIAOMI	18	18	0.0%		18	18	18	0%	18	100%
FR	180	917	-80.4%		1,001	180	180	-80.37%	442	40.72%
PANASONIC	90	827	-89.1%		827	90	90	-89.11%	259	34.74%
TCL	72	72	0.0%		156	72	72	0%	165	43.63%
XIAOMI	18	18	0.0%		18	18	18	0%	18	100%
IT	138	2,754	-95.0%		4,604	138	138	-94.98%	670	20.59%
PANASONIC	96	2,712	-96.5%		2,712	96	96	-96.46%	530	18.11%
TCL	24	24	0.0%		1,874	24	24	0%	122	19.67%
XIAOMI	18	18	0.0%		18	18	18	0%	18	100%
ES	204	741	-72.5%		797	204	204	-72.46%	348	58.62%
PANASONIC	90	604	-85.1%		604	90	90	-85.09%	208	43.26%
TCL	96	119	-19.3%		175	96	96	-19.32%	122	78.68%
XIAOMI	18	18	0.0%		18	18	18	0%	18	100%
JP	186	186	0.0%		186	186	186	0%	186	100%
- Total	17,566	36,154	-51.4%	100%	112,764	134,198	33,486	-51.41%	18,179	96.62%

WBR - Table 4 - Main Brands

	Sales	LW Sales	WoW Sales	Sales Mix %	T4W Sales	T4W PY Sales	PY Sales	YoY Sales	OP2	Sales vs OP2
JVC	4,059	5,505	-26.26%	100%	19,182	2,875	799	-26.26%	2,710	149.77%
NOKIA	96	96	0%	100%	96	298	123	0%	96	100%
PANASONIC	1,414	16,546	-91.45%	100%	18,328	7,421	973	-91.45%	4,020	35.17%
TCL	7,225	7,472	-3.3%	100%	46,011	39,320	7,210	-3.3%	2,949	244.99%
TOSHIBA	1,639	1,243	31.85%	100%	11,448	48,841	8,890	31.85%	210	780.47%
VESTEL	2,728	4,866	-43.93%	100%	17,170	32,652	14,773	-43.93%	7,802	34.96%
XIAOMI	194	195	-0.51%	100%	236	1,596	472	-0.51%	188	103.19%
Total	17,355	35,923	-51.68%	100%	112,471	133,003	33,240	-51.68%	17,975	96.55%

Confidential Data, do not share

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Sales Report

Countries Overview

Link to Wiki Page

Last Weekend Available

Nov 23, 2024

Countries Overview - Table 1

		UK													
	Sales	LW Sales	C2C	WoW (units)	WoW %	Sales Mix %	T4W Mix %	LY Sales	YoY %	T4W Sales	YTD	OP2 YTD	YTD OP2	QxG YTD	YTD QxG
OFFLINE	5,199	13,513	-51.53%	-8,314	-61.52%	63.94%	70.07%	11,403	-61.52%	33,940	228,094.0	205,244	111.13%	194,424	117.31%
ONLINE	2,932	2,621	1.92%	311	11.86%	36.05%	29.92%	2,192	11.86%	14,166	90,214.0	89,993	100.24%	87,169	103.49%
Total	8,131	16,134	-49.6%	-8,003	-49.6%	100%	100%	13,595	-49.6%	48,106	318,308.0	295,237	107.81%	281,593	113.03%

Countries Overview - Table 2

Offline

				UK			
	Sales	LW Sales	C2C	WoW %	T4W	LW Mix %	YTD
JVC	3,981	5,427	-10.7%	-26.64%	19,104	100.16%	99,097.0
PANASONIC	96	2,996	-21.46%	-96.79%	2,996	0.16%	12,413.0
POLAROID	18	432	-3.06%	-95.83%	1,579	0.16%	6,377.0
TCL	48	1,816	-13.08%	-97.35%	3,853	0.16%	20,770.0
TECHWOOD	30	354	-2.39%	-91.52%	809	0.16%	779.0
TOSHIBA	1,026	2,488	-10.81%	-58.76%	5,599	0.16%	88,658.0
Total	5,199	13,513	-61.52%	-61.52%	33,940	100.16%	228,094.0

Countries Overview - Table 3

Online

				UK			
	Sales	LW Sales	C2C	WoW %	T4W	LW Mix %	YTD
FINLUX	36	36	0%	0%	36	0.23%	0.0
JVC	78	78	0%	0%	78	0.23%	150.0
PANASONIC	236	238	-0.07%	-0.84%	830	7.2%	2,293.0
TCL	1,530	1,324	7.85%	15.55%	6,527	57.05%	32,155.0
TOSHIBA	1,034	926	4.12%	11.66%	6,674	36.42%	55,575.0
XIAOMI	18	19	-0.03%	-5.26%	21	0.23%	41.0
Total	2,932	2,621	11.86%	11.86%	14,166	100.23%	90,214.0

Brand

TOSHIBA

Countries Overview - Table 4 - Screen Size per resolution and retailer

					TOSHIBA				
					UK				
	Sales	LW Sales	WoW (units)	WoW %	Sales Mix %	LY Sales	YoY %	T4W Sales	Sales YTD
AO									
4K	72	277	-205	-74%	3.49%	499	-74%	423	4,336
43"	18	18	0	0%	0.87%	58	0%	18	713
50"	18	69	-51	-73.91%	0.87%	130	-73.91%	82	1,013
55"	18	18	0	0%	0.87%	80	0%	18	1,158
65"	18	172	-154	-89.53%	0.87%	231	-89.53%	305	1,452
4K QLED	18	18	0	0%	0.87%	18	0%	18	2,030
50"	18	18	0	0%	0.87%	18	0%	18	2,030
4KQLED	6	6	0	0%	0.29%	6	0%	6	6
50"	6	6	0	0%	0.29%	6	0%	6	6
ARGOS									
4K	60	62	-2	-3.22%	2.91%	6,033	-3.22%	67	25,541
43"	18	20	-2	-10%	0.87%	1,260	-10%	25	5,065
50"	18	18	0	0%	0.87%	2,201	0%	18	8,424
55"	12	12	0	0%	0.58%	1,611	0%	12	8,665
65"	12	12	0	0%	0.58%	961	0%	12	3,387
4K QLED	48	123	-75	-60.97%	2.33%	839	-60.97%	667	22,253
43"	12	18	-6	-33.33%	0.58%	205	-33.33%	41	1,664
50"	12	52	-40	-76.92%	0.58%	62	-76.92%	541	17,175
55"	12	41	-29	-70.73%	0.58%	212	-70.73%	73	1,423
65"	12	12	0	0%	0.58%	360	0%	12	1,991
4KQLED	24	24	0	0%	1.16%	24	0%	24	24
43"	6	6	0	0%	0.29%	6	0%	6	6
50"	6	6	0	0%	0.29%	6	0%	6	6
55"	6	6	0	0%	0.29%	6	0%	6	6
Total	2,060	3,414	-1,354	-39.66%	100%	14,160	-39.66%	12,273	145,349

Countries Overview - Table 5

						TOS	HIBA					
						l	JK					
	Sales	LW Sales	C2C	WoW (units)	WoW %	LW Mix %	T4W Sales	SOB %	LY Sales	YoY %	T4W Sales	Sales YTD
AO	0	205	-6%	-205	-68.1%	0.29%	-0.03	4.66%	427	-68.1%	351	6,276.0
ARGOS	0	77	-2.25%	-77	-36.84%	0.29%	-0.05	6.4%	6,764	-36.84%	626	47,686.0
ASDA	0	34	-0.99%	-34	-30.35%	0.29%	-0	3.78%	0	-30.35%	85	4,957.0
BUYITDIRECT	0	0	0%	0	0%	0.29%	0	5.24%	24	0%	0	379.0
CURRYS	0	1,026	-30.05%	-1,026	-89.06%	0.29%	-0.29	6.11%	1,473	-89.06%	3,214	8,985.0
JLP	0	58	-1.69%	-58	-30.52%	0.29%	-0.01	6.4%	590	-30.52%	181	6,395.0
MARKS ELECTRICAL	0	12	-0.35%	-12	-20%	0.29%	-0	2.33%	0	-20%	43	90.0
MARKS ELECTRICAL	0	0	0%	0	0%	0.29%	0	1.16%	0	0%	0	453.0
N BROWN	0	9	-0.26%	-9	-7.69%	0.29%	0	5.24%	125	-7.69%	23	1,181.0
RICHER SOUNDS	0	0	0%	0	0%	0.29%	0	1.16%	0	0%	0	1.0
SHOP DIRECT	0	41	-1.2%	-41	-21.46%	0.29%	-0	7.28%	1,600	-21.46%	50	12,255.0
	2			122.	11.11.		2.17		2.2.1.	11.11.		
Total	944	2,298	-39.66%	-1,354	-39.66%	46.11%	-0.54	100%	13,044	-39.66%	11,157	144,233.0

Showing

Country Week Scenario

2024-11-02 Q2G

January 13, 2025 4:09 PM (GMT)

Sales ReportAuto-Commentary

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Last Weekend Available

Nov 23, 2024

[Online only] During week 44, we sold 3.6K units (14.18% w/w, 69.1% to OP2). Offline/A.com mix was 30.0% (-99 bps vs T4W).

EU5 -	Summary	[Online only] During week 44, we sold 3.6K units (14.18% w/w, 69.1% to OP2). Offline/A.com mix was 30.0% (-99 bps vs T4W).
	TOTAL	During week 44, sales were 6.3K (-49.6% w/w), 2.6K units from Online (13.53% w/w) and 3.67K units from Offline (-69.38% w/w). Online mix was 42% (1,158 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 113.0% to QxG (36.7K units), 107.8% to OP2 (23.1K units).
	JVC	During week 44, sales were 0.0K (-97.0% w/w), 0.0 units from Online (w/w) and 0 units from Offline (-100% w/w). Online mix was 0% (0 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 258.8% to QxG (7.2K units), 258.8% to OP2 (7.2K units).
	PANASONIC	During week 44, sales were 3.7K (-26.3% w/w), 0.0 units from Online (w/w) and 3.67K units from Offline (-28.26% w/w). Online mix was 0% (0 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 179.9% to QxG (44.1K units), 165.7% to OP2 (39.4K units).
UK	POLAROID	During week 44, sales were 1.0K (-49.4% w/w), 0.9K units from Online (12.91% w/w) and 0 units from Offline (-100% w/w). Online mix was 99% (5,058 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 85.9% to QxG (-24.8K units), 73.3% to OP2 (-55.2K units).
	TOSHIBA	During week 44, sales were 0.2K (-89.7% w/w), 0.2K units from Online (-1.08% w/w) and 0 units from Offline (-100% w/w). Online mix was 97% (7,570 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 76.2% to QxG (-4.6K units), 219.6% to OP2 (8.0K units).
	XIAOMI	During week 44, sales were 1.5K (-49.7% w/w), 1.5K units from Online (16.14% w/w) and 0 units from Offline (-100% w/w). Online mix was 100% (3,659 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 171.4% to QxG (22.1K units), 241.0% to OP2 (31.0K units).
	TOTAL	During week 44, sales were 1.0K (-82.5% w/w), 1.0K units from Online (15.98% w/w) and 0 units from Offline (-100% w/w). Online mix was 99% (6,205 bps vs T4W). Offline/A.com mix was 8.1% (-367 bps vs T4W). YTD 73.4% to QxG (-37.4K units), 79.3% to OP2 (-27.0K units).
	JVC	During week 44, sales were 0.0K (-5.3% w/w), 0.0 units from Online (-100% w/w) and 0 units from Offline (na w/w). Online mix was 0% (-10,000 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 51.9% to QxG (-0.0K units), 51.9% to OP2 (-0.0K units).
	PANASONIC	During week 44, sales were 0.1K (-94.6% w/w), 0.1K units from Online (19.75% w/w) and 0 units from Offline (-100% w/w). Online mix was 94% (8,909 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 53.4% to QxG (-38.9K units), 56.5% to OP2 (-34.3K units).
EU4	POLAROID	During week 44, sales were 0.6K (16.2% w/w), 0.6K units from Online (36.08% w/w) and 0 units from Offline (-100% w/w). Online mix was 99% (2,543 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 138.8% to QxG (12.8K units), 170.1% to OP2 (18.9K units).
	TCL	During week 44, sales were 0.0K (0.0% w/w), 0.0 units from Online (w/w) and 0 units from Offline (na w/w). Online mix was 0% (na bps vs T4W). Offline/A.com mix was 0.0% (0 bps vs T4W). YTD na to QxG (0.4K units), na to OP2 (0.4K units).
	TOSHIBA	During week 44, sales were 0.0K (0.0% w/w), 0.0K units from Online (0% w/w) and 0 units from Offline (na w/w). Online mix was 57% (-4,286 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD na to QxG (2.1K units), na to OP2 (2.1K units).
	TOTAL	During week 44, sales were 6.0K (32.8% w/w), 6.0K units from Online (35.42% w/w) and 0 units from Offline (na w/w). Online mix was 100% (-11 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD na to QxG (321.1K units), na to OP2 (321.1K units).
	XIAOMI	During week 44, sales were 0.2K (-7.3% w/w), 0.2K units from Online (-15.97% w/w) and 0 units from Offline (na w/w). Online mix was 98% (-242 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 43.1% to QxG (-13.8K units), 42.6% to OP2 (-14.1K units).
	VESTEL	During week 44, sales were 3.7K (-18.8% w/w), 3.7K units from Online (-21.74% w/w) and 0 units from Offline (na w/w). Online mix was 100% (-17 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 45.6% to QxG (-145.8K units), 41.0% to OP2 (-176.1K units).
US	TOTAL	During week 44, sales were 3.7K (-19.6% w/w), 3.7K units from Online (-21.76% w/w) and 0 units from Offline (na w/w). Online mix was 100% (-17 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 51.5% to QxG (-114.2K units), 46.0% to OP2 (-142.3K units).
	XIAOMI	During week 44, sales were 0.0K (0.5% w/w), 0.0K units from Online (w/w) and 0 units from Offline (na w/w). Online mix was 14% (-8,572 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD 3.3% to QxG (-31.6K units), 3.1% to OP2 (-33.8K units).
	CROMA	During week 44, sales were 1.4K (31.9% w/w), 1.4K units from Online (38.33% w/w) and 0 units from Offline (na w/w). Online mix was 100% (-42 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD na to QxG (120.8K units), na to OP2 (120.8K units).
	TOTAL	During week 44, sales were 4.5K (33.8% w/w), 4.5K units from Online (34.97% w/w) and 0 units from Offline (na w/w). Online mix was 100% (-14 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD na to QxG (200.1K units), na to OP2 (200.1K units).
JP	FUNAI	During week 44, sales were 0.0K (-10.9% w/w), 0.0K units from Online (-24% w/w) and 0 units from Offline (na w/w). Online mix was 76% (-2,400 bps vs T4W). Offline/A.com mix was na (na bps vs T4W). YTD na to QxG (0.2K units), na to OP2 (0.2K units).

During week 44, sales were 0.2K (-4.4% w/w), 0.2K units from Online (-9.9% w/w) and 0 units from Offline (na w/w). Online mix was 97% (-320 bps vs T4W). Offline/A.com mix was na (na bps vs T4W).

Showing

Scenario

Date - Week equals

Q2G 2024-11-02

January 13, 2025 4:10 PM (GMT)

YTD *na* to QxG (18.4K units), *na* to OP2 (18.4K units).

PANASONIC