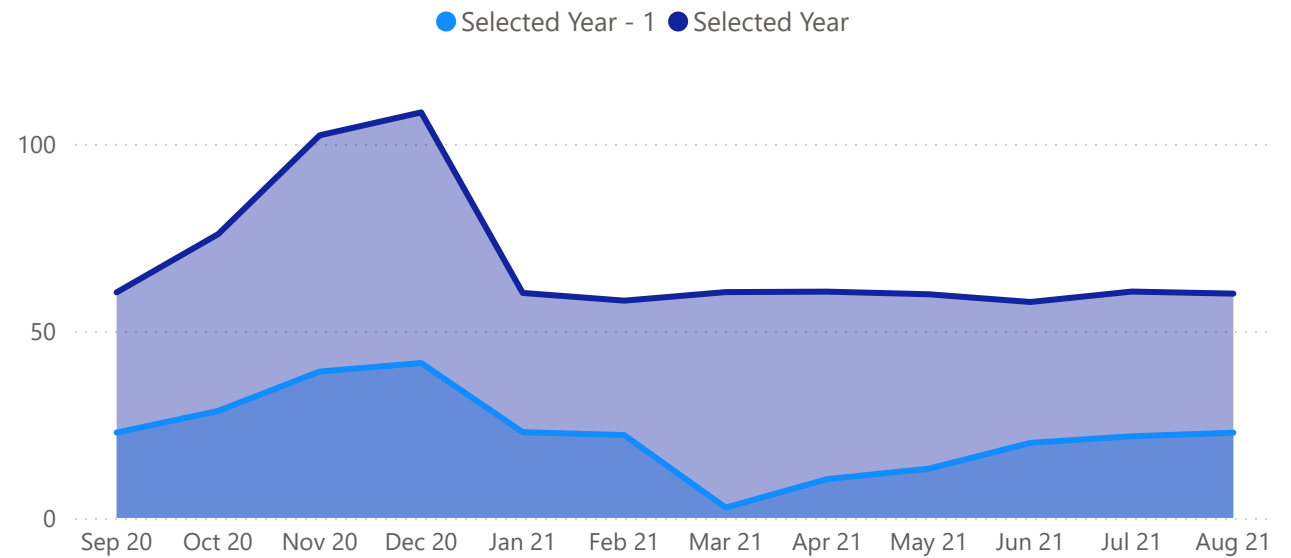


2018	2019	2020	2021	2022 Est	Q1	Q2	Q3	Q4	YTD	YTG
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Line Item	2021	LY	YoY Chg	YoY Chg %
Gross Sales	1,664.64	535.95	1,128.69	210.60
Pre Invoice Deduction	392.50	124.69	267.81	214.77
Net Invoice Sales	1,272.13	411.25	860.88	209.33
- Post Discounts	281.64	95.85	185.79	193.84
- Post Deductions	166.65	47.43	119.22	251.38
Total Post Invoice Deduction	448.29	143.27	305.01	212.89
Net Sales	823.85	267.98	555.87	207.43
- Manufacturing Cost	497.78	160.30	337.48	210.53
- Freight Cost	22.05	7.16	14.89	207.98
- Other Cost	3.39	1.10	2.29	209.52
Total COGS	523.22	168.56	354.66	210.41
Gross Margin	300.63	99.42	201.21	202.37
Gross Margin %	36.49	37.10	-0.61	-1.65
GM / Unit	5.99	4.79	1.21	25.21
Operational Expense	-355.28	-101.71	-253.57	249.30
Net Profit	-54.65	-2.29	-52.36	2,286.82
Net Profit%	-6.63	-0.85	-5.78	676.38

Net Sales Performance Over Time



market	Net Sales	YoY Chg%
+ Brazil	1.00	-4.31
+ Pakistan	7.41	21.16
+ Mexico	1.20	42.50
+ Poland	7.76	89.02
+ Australia	27.60	98.51
+ Philipines	41.88	139.94
+ Netherlands	13.22	147.44
+ Germany	17.35	158.50
+ Italy	16.92	168.44
+ USA	132.05	184.93
+ South Korea	64.01	185.97
+ Canada	45.89	189.24
+ Indonesia	24.24	200.16
<b>Total</b>	<b>823.85</b>	<b>207.43</b>

segment	Net Sales	YoY Chg%
+ Accessories	244.85	269.67
+ Desktop	46.43	4,791.34
+ Networking	45.16	72.26
+ Notebook	266.49	208.45
+ Peripherals	166.51	174.64
+ Storage	54.42	97.48

region

▼

All

▼

market

▼

All

▼

customer

▼

All

▼

2018

2019

2020

2021

2022 Est

Q1

Q2

Q3

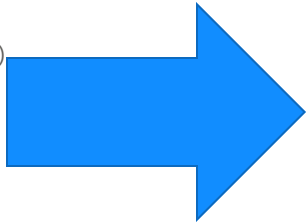
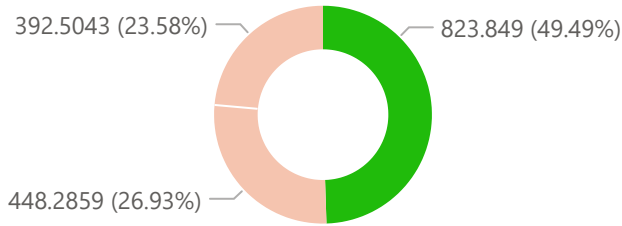
Q4

YTD

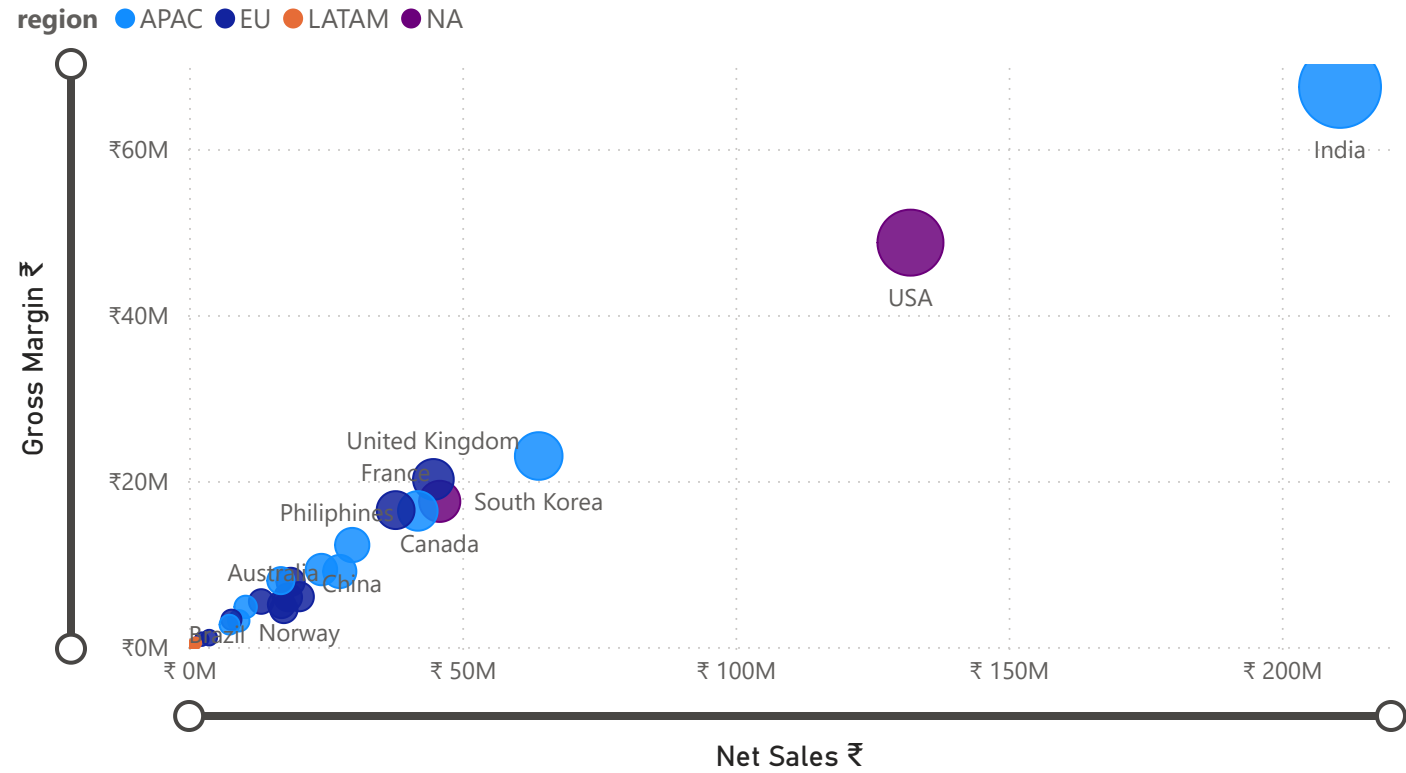
YTG

customer	Net Sales ₹	Gross Margin ₹	Gross Margin %
Notebillig	₹ 1.5M	₹0.3M	18.28%
Billa	₹ 1.6M	₹0.4M	24.68%
Sound	₹ 5.7M	₹1.5M	25.65%
Croma	₹ 9.9M	₹2.6M	26.32%
Viveks	₹ 10.1M	₹2.7M	26.39%
Ezone	₹ 10.3M	₹2.7M	26.43%
Nova	₹ 0.5M	₹0.1M	26.65%
Otto	₹ 1.6M	₹0.4M	26.90%
Integration Stores	₹ 1.9M	₹0.5M	27.34%
Saturn	₹ 1.6M	₹0.4M	27.37%
Digimarket	₹ 5.4M	₹1.5M	28.12%
Currys (Dixons Carphone)	₹ 2.4M	₹0.7M	28.43%
Atliq Exclusive	₹ 10.8M	₹3.1M	28.52%
Vijay Sales	₹ 11.3M	₹3.3M	29.00%
Boulanger	₹ 5.3M	₹1.5M	29.11%
Lotus	₹ 10.5M	₹3.1M	29.60%
Flipkart	₹ 25.3M	₹7.6M	30.23%
Unity Stores	₹ 1.6M	₹0.5M	30.40%
Radio Shack	₹ 7.1M	₹2.2M	30.50%
Total	₹ 823.8M	₹300.6M	36.49%

● Net Sales ● Total Post Invoice ... ● Pre Invoice De...

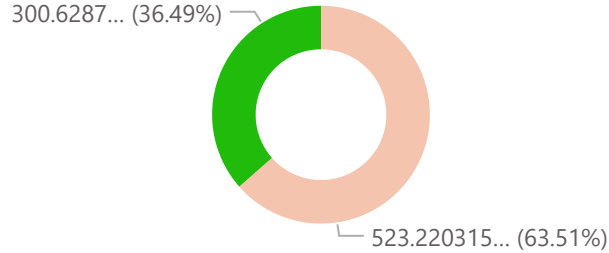


Net Sales ₹, Gross Margin ₹, Net Sales ₹ and Gross Margin % by market and region



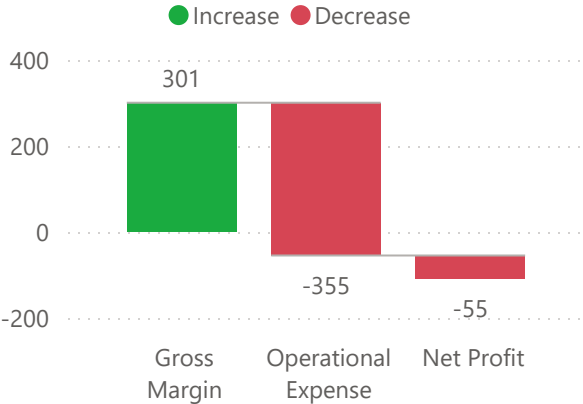
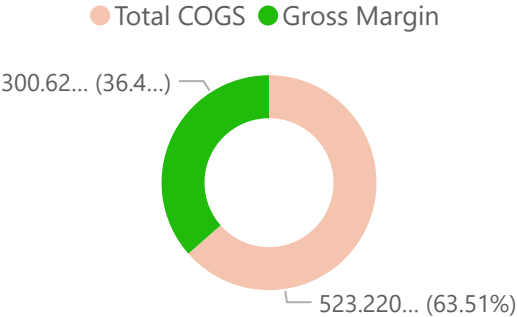
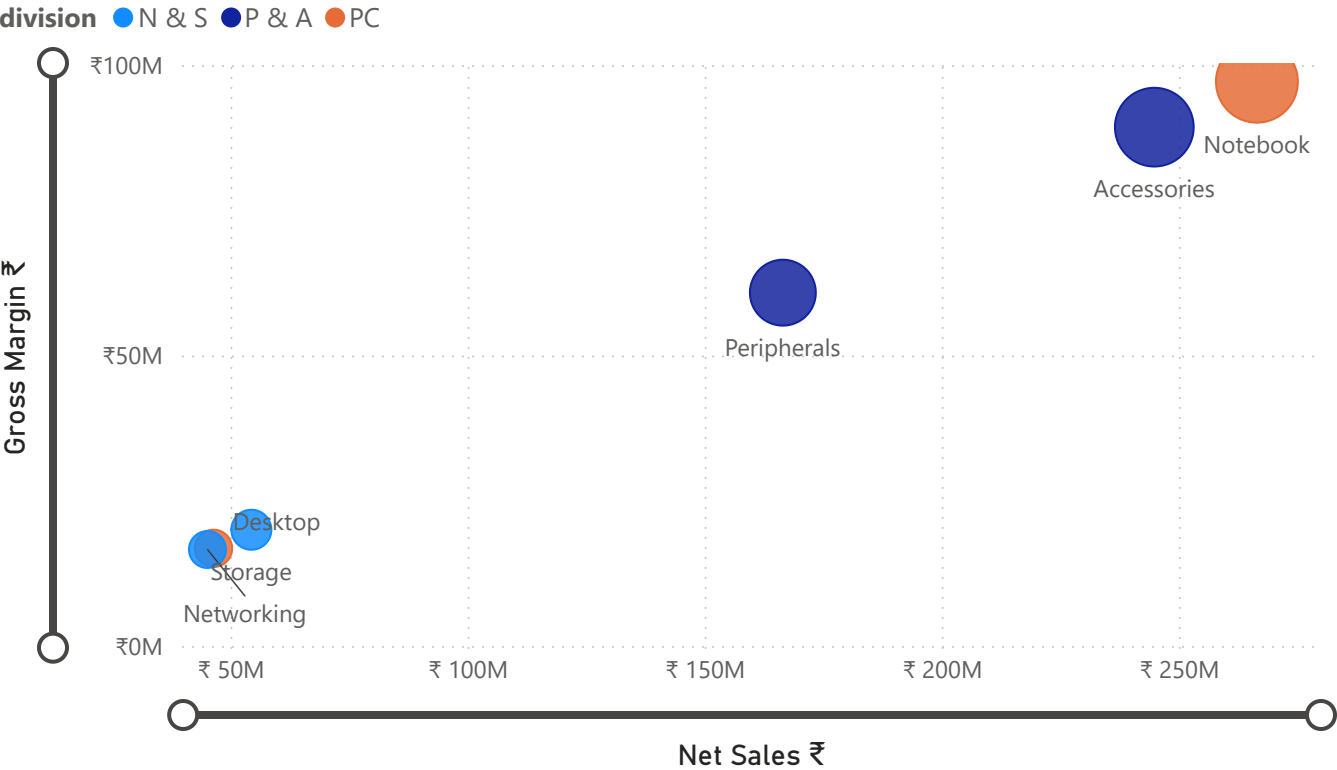
segment	Net Sales ₹	Gross Margin ₹	Gross Margin %
Desktop	₹ 46.4M	₹16.8M	36.17%
Notebook	₹ 266.5M	₹97.1M	36.45%
Accessories	₹ 244.8M	₹89.3M	36.47%
Peripherals	₹ 166.5M	₹60.8M	36.52%
Networking	₹ 45.2M	₹16.6M	36.75%
Storage	₹ 54.4M	₹20.0M	36.75%
Total	₹ 823.8M	₹300.6M	36.49%

● Total COGS ● Gross Margin



segment	Net Sales ₹	Gross Margin ₹	Gross Margin %	Net Profit ₹	Net Profit%
Desktop	₹ 46.4M	₹16.8M	36.17%	-3.27M	-7.04
Notebook	₹ 266.5M	₹97.1M	36.45%	-17.71M	-6.64
Accessories	₹ 244.8M	₹89.3M	36.47%	-16.28M	-6.65
Peripherals	₹ 166.5M	₹60.8M	36.52%	-11.02M	-6.62
Networking	₹ 45.2M	₹16.6M	36.75%	-2.91M	-6.44
Storage	₹ 54.4M	₹20.0M	36.75%	-3.46M	-6.36
Total	₹ 823.8M	₹300.6M	36.49%	-54.65M	-6.63

Net Sales ₹, Gross Margin ₹, Net Sales ₹ and Gross Margin % by segment and division



region	Net Sales ₹	Gross Margin ₹	Gross Margin %	Net Profit ₹	Net Profit%
APAC	₹ 442.0M	₹156.2M	35.34%	-33.33M	-7.54
NA	₹ 177.9M	₹66.3M	37.23%	-24.32M	-13.67
LATAM	₹ 3.2M	₹1.2M	37.54%	0.20M	6.18
EU	₹ 200.8M	₹77.0M	38.34%	2.81M	1.40
Total	₹ 823.8M	₹300.6M	36.49%	-54.65M	-6.63

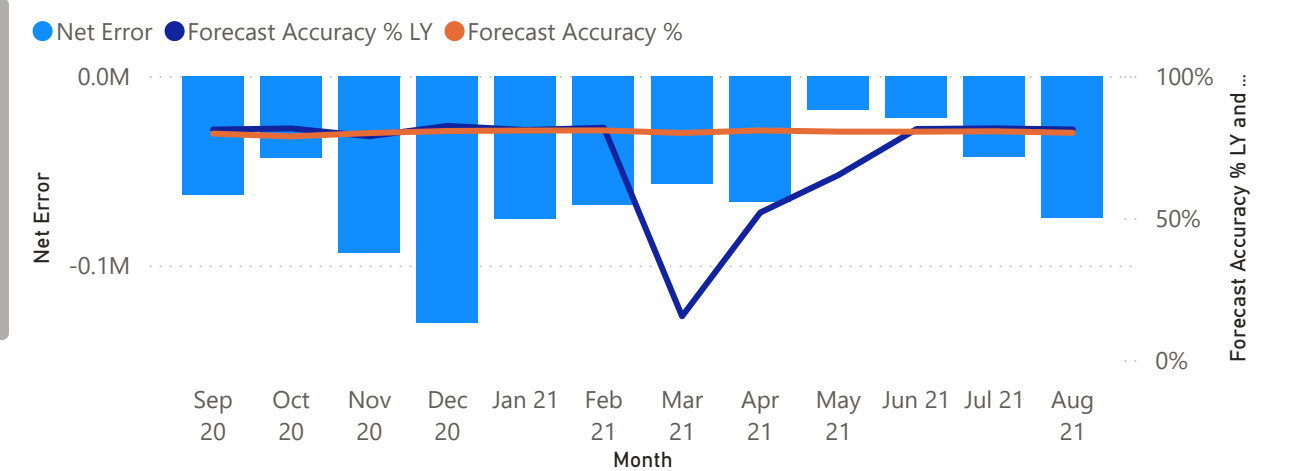
80.21%  
Forecast Accuracy %

-752K  
Net Error

10M  
ABS Error

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
Leader	24.45%	31.01%	-461507	-42.10%	Out Of Stock
Sage	33.58%	35.92%	-425909	-33.69%	Out Of Stock
Novus	25.28%	36.59%	-229091	-38.18%	Out Of Stock
AltiQ Exclusive	71.15%	56.78%	-191800	-5.73%	Out Of Stock
Amazon	74.54%	48.43%	-155116	-2.35%	Out Of Stock
Synthetic	37.93%	38.32%	-145604	-18.65%	Out Of Stock
Acclaimed Stores	50.69%	8.69%	-122555	-16.23%	Out Of Stock
Atliq e Store	74.59%	55.24%	-94643	-2.30%	Out Of Stock
Flipkart	52.59%	11.82%	-91770	-5.80%	Out Of Stock
Circuit City	35.02%	9.90%	-84752	-19.00%	Out Of Stock
BestBuy	35.31%	7.31%	-73279	-16.97%	Out Of Stock
Digimarket	40.79%	39.69%	-72129	-23.20%	Out Of Stock
Control	47.42%	30.41%	-64707	-11.99%	Out Of Stock
Path	45.53%	9.55%	-59454	-10.57%	Out Of Stock
Insight	26.88%	37.11%	-50505	-34.72%	Out Of Stock
Ebay	50.49%	18.21%	-49299	-4.24%	Out Of Stock
Radio Shack	38.46%	7.10%	-47096	-11.19%	Out Of Stock
Currys (Dixons Carphone)	35.92%	35.91%	-44680	-35.54%	Out Of Stock
Elkjøp	53.55%	45.00%	-39201	-10.87%	Out Of Stock
Billa	18.29%	26.05%	-37856	-47.09%	Out Of Stock
Notebillig	18.87%	20.13%	-36738	-45.84%	Out Of Stock
Otto	18.37%	28.26%	-35855	-47.02%	Out Of Stock
walmart	50.12%	34.80%	-35298	-4.90%	Out Of Stock
Total	80.21%	72.99%	-751714	-1.52%	Out Of Stock

Net Error, Forecast Accuracy % LY and Forecast Accuracy % by Month



segment	Forecast Accuracy %	Net Error	Risk
Accessories	77.66%	-2133183	Out Of Stock
Desktop	84.37%	16205	Excess Inventory
Networking	90.40%	227056	Excess Inventory
Notebook	79.99%	-51254	Out Of Stock
Peripherals	83.23%	-318194	Out Of Stock
Storage	83.54%	1507656	Excess Inventory
Total	80.21%	-751714	Out Of Stock