

## Amazon Devices - Daily Sales Flash (Offline) - IN - 2022-08-15

AMAZON.COM CONFIDENTIAL - DO NOT FORWARD

Category	Sub-category	Sales										Expenses										Profitability										Total Profit										
		Q1 2023					Q2 2023					Q3 2023					Q4 2023					Q1 2024					Q2 2024						Q3 2024					Q4 2024				
		Revenue	Cost of Goods Sold	Gross Profit	Operating Expenses	Net Income	Revenue	Cost of Goods Sold	Gross Profit	Operating Expenses	Net Income	Revenue	Cost of Goods Sold	Gross Profit	Operating Expenses	Net Income	Revenue	Cost of Goods Sold	Gross Profit	Operating Expenses	Net Income	Revenue	Cost of Goods Sold	Gross Profit	Operating Expenses	Net Income	Revenue	Cost of Goods Sold	Gross Profit	Operating Expenses	Net Income		Revenue	Cost of Goods Sold	Gross Profit	Operating Expenses	Net Income					
Electronics	Smartphones	1200	800	400	200	200	1100	750	350	180	170	1000	700	300	150	150	900	650	250	140	140	850	600	250	130	130	800	550	250	120	120	750	500	250	110	110						
	Laptops	800	500	300	150	150	750	450	300	140	140	700	400	300	130	130	650	350	300	120	120	600	300	300	110	110	550	250	300	100	100	500	200	300	90	90						
	Tablets	500	300	200	100	100	450	250	200	80	80	400	200	200	70	70	350	150	200	60	60	300	100	200	50	50	250	50	200	40	40	200	0	200	30	30						
	Smart TVs	300	200	100	50	50	250	150	100	40	40	200	100	100	30	30	150	50	100	20	20	100	0	100	10	10	50	0	100	0	100	0	100	0	100							
Clothing	Men's Wear	900	600	300	150	150	850	550	300	140	140	800	500	300	130	130	750	450	300	120	120	700	400	300	110	110	650	350	300	100	100	600	300	300	90	90						
	Women's Wear	1100	700	400	200	200	1050	650	400	190	190	1000	600	400	180	180	950	550	400	170	170	900	500	400	160	160	850	450	400	150	150	800	400	400	140	140						
	Kid's Wear	600	400	200	100	100	550	350	200	80	80	500	300	200	70	70	450	250	200	60	60	400	200	200	50	50	350	150	200	40	40	300	0	200	30	30						
	Accessories	400	250	150	75	75	350	200	150	37	37	300	150	150	30	30	250	100	150	25	25	200	0	150	10	10	150	0	150	0	150	0	150	0	150							
Home Goods	Furniture	700	450	250	125	125	650	400	250	112	112	600	350	250	104	104	550	300	250	96	96	500	250	250	88	88	450	200	250	80	80	400	150	250	72	72						
	Decor	500	300	200	100	100	450	250	200	80	80	400	200	200	70	70	350	150	200	60	60	300	100	200	50	50	250	50	200	40	40	200	0	200	30	30						
	Bedding	300	180	120	60	60	250	150	100	30	30	200	100	100	20	20	150	50	100	15	15	100	0	100	10	10	50	0	100	0	100	0	100	0	100							
	Kitchenware	200	120	80	40	40	180	100	80	16	16	160	80	80	16	16	140	60	80	12	12	120	0	80	8	8	60	0	80	0	80	0	80	0	80							

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Country	Region	Data																																Total Investment (M\$)	Total Jobs Created	
		Sector A																Sector B																		
		Sub-Sector A1								Sub-Sector A2								Sub-Sector B1								Sub-Sector B2										
		Q1-2023	Q2-2023	Q3-2023	Q4-2023	YTD-2023	Q1-2023	Q2-2023	Q3-2023	Q4-2023	YTD-2023	Q1-2023	Q2-2023	Q3-2023	Q4-2023	YTD-2023	Q1-2023	Q2-2023	Q3-2023	Q4-2023	YTD-2023	Q1-2023	Q2-2023	Q3-2023	Q4-2023	YTD-2023	Q1-2023	Q2-2023	Q3-2023	Q4-2023	YTD-2023					
E-Sector	Region A	100	120	110	130	460	200	220	210	230	860	300	320	310	330	1260	400	420	410	430	1660	500	520	510	530	2060	600	620	610	630	2460	700	720	710	730	2860
		110	130	120	140	500	210	230	220	240	900	310	330	320	340	1300	410	430	420	440	1700	510	530	520	540	2100	610	630	620	640	2500	710	730	720	740	2900
		120	140	130	150	540	220	240	230	250	940	320	340	330	350	1340	420	440	430	450	1740	520	540	530	550	2140	620	640	630	650	2540	720	740	730	750	2940
		130	150	140	160	580	230	250	240	260	980	330	350	340	360	1380	430	450	440	460	1780	530	550	540	560	2180	630	650	640	660	2580	730	750	740	760	2980
GDP	Region B	150	180	170	190	790	350	380	370	390	1590	500	530	520	540	2060	650	680	670	690	2790	800	830	820	840	3390	950	980	970	990	4190	1100	1130	1120	1140	4990
		160	190	180	200	850	360	390	380	400	1680	510	540	530	550	2130	660	690	680	700	2860	810	840	830	850	3460	960	990	980	1000	4260	1110	1140	1130	1150	5060
		170	200	190	210	910	370	400	390	410	1740	520	550	540	560	2190	670	700	690	710	2920	820	850	840	860	3520	970	1000	990	1010	4320	1120	1150	1140	1160	5120
		180	210	200	220	970	380	410	400	420	1800	530	560	550	570	2250	680	710	700	720	2980	830	860	850	870	3580	980	1010	1000	1020	4380	1130	1160	1150	1170	5180
E-Sector	Region C	200	220	210	230	860	400	420	410	430	1660	500	520	510	530	2060	600	620	610	630	2460	700	720	710	730	2860	800	820	810	830	3360	900	920	910	930	3960
		210	230	220	240	900	410	430	420	440	1700	510	530	520	540	2100	610	630	620	640	2500	710	730	720	740	2900	810	830	820	840	3400	910	930	920	940	4000
		220	240	230	250	940	420	440	430	450	1740	520	540	530	550	2140	620	640	630	650	2540	720	740	730	750	2940	820	840	830	850	3440	920	940	930	950	4040
		230	250	240	260	980	430	450	440	460	1780	530	550	540	560	2180	630	650	640	660	2580	730	750	740	760	2980	830	850	840	860	3480	930	950	940	960	4080

Category	Item	Sales Performance - Q3 2023																				Total Revenue (\$M)	Avg. Profit Margin (%)
		North America					Europe					Asia-Pacific					Latin America						
		USA		Canada		Mexico	UK		Germany		France	Japan		China		India	Brazil		Argentina				
		Units	Revenue	Units	Revenue	Revenue	Units	Revenue	Units	Revenue	Revenue	Units	Revenue	Units	Revenue	Revenue	Units	Revenue	Revenue	Revenue			
Electronics	Smartphones	12000	1200000	8000	800000	5000	500000	3000	300000	2000	200000	1000	100000	500	50000	300	30000	200	20000	100	10000		
	Laptops	5000	500000	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000		
	Tablets	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000	100	10000		
	Smart TVs	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000	100	10000	50	5000		
	Gaming Consoles	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000	100	10000	50	5000	20	2000		
	Wearables	8000	800000	5000	500000	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000		
	Smart Home	4000	400000	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000		
	Peripherals	6000	600000	4000	400000	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000		
	Accessories	10000	1000000	7000	700000	5000	500000	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000		
	Services	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000	100	10000	50	5000		
Apparel	T-Shirts	15000	1500000	10000	1000000	5000	500000	3000	300000	2000	200000	1000	100000	500	50000	300	30000	200	20000	100	10000		
	Jeans	8000	800000	5000	500000	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000		
	Sneakers	12000	1200000	8000	800000	5000	500000	3000	300000	2000	200000	1000	100000	500	50000	300	30000	200	20000	100	10000		
	Activewear	6000	600000	4000	400000	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000		
	Outerwear	4000	400000	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000		
	Accessories	3000	300000	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000	100	10000		
	Underwear	2000	200000	1500	150000	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000	100	10000	50	5000		
	Shoes	1000	100000	800	80000	600	60000	400	40000	300	30000	200	20000	100	10000	50	5000	20	2000	10	1000		
	Swimwear	500	50000	400	40000	300	30000	200	20000	150	15000	100	10000	80	8000	60	6000	40	4000	20	2000		
	Seasonal	200	20000	150	15000	100	10000	80	8000	60	6000	40	4000	30	3000	20	2000	10	1000	5	500		

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Region	Country	Data																												Total Regional MS	Total MS Points
		Group A														Group B															
		Sub-Group A1							Sub-Group A2							Sub-Group B1							Sub-Group B2								
		Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q1	Q2	Q3	Q4	Q5	Q6	Q7	Q1	Q2	Q3	Q4	Q5	Q6	Q7		
Item	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value	Value		
Region 1	Country 1	Item 1.1	10	15	20	25	30	35	40	45	50	55	60	65	70	75	80	85	90	95	100	105	110	115	120	125	130	135	140	145	
		Item 1.2	12	18	22	28	32	38	42	48	52	58	62	68	72	78	82	88	92	98	102	108	112	118	122	128	132	138	142	148	
		Item 1.3	14	20	24	30	34	40	44	50	54	60	64	70	74	80	84	90	94	100	104	110	114	120	124	130	134	140	144	150	
		Item 1.4	16	22	26	32	36	42	46	52	56	62	66	72	76	82	86	92	96	102	106	112	116	122	126	132	136	142	146	152	
Region 2	Country 2	Item 2.1	11	16	21	26	31	36	41	46	51	56	61	66	71	76	81	86	91	96	101	106	111	116	121	126	131	136	141	146	
		Item 2.2	13	19	23	29	33	39	43	49	53	59	63	69	73	79	83	89	93	99	103	109	113	119	123	129	133	139	143	149	
		Item 2.3	15	21	25	31	35	41	45	51	55	61	65	71	75	81	85	91	95	101	105	111	115	121	125	131	135	141	145	151	
		Item 2.4	17	23	27	33	37	43	47	53	57	63	67	73	77	83	87	93	97	103	107	113	117	123	127	133	137	143	147	153	
Region 3	Country 3	Item 3.1	12	17	22	27	32	37	42	47	52	57	62	67	72	77	82	87	92	97	102	107	112	117	122	127	132	137	142	147	
		Item 3.2	14	20	24	30	34	40	44	50	54	60	64	70	74	80	84	90	94	100	104	110	114	120	124	130	134	140	144	150	
		Item 3.3	16	22	26	32	36	42	46	52	56	62	66	72	76	82	86	92	96	102	106	112	116	122	126	132	136	142	146	152	
		Item 3.4	18	24	28	34	38	44	48	54	58	64	68	74	78	84	88	94	98	104	108	114	118	124	128	134	138	144	148	154	
Region 4	Country 4	Item 4.1	13	18	23	28	33	38	43	48	53	58	63	68	73	78	83	88	93	98	103	108	113	118	123	128	133	138	143	148	
		Item 4.2	15	21	25	31	35	41	45	51	55	61	65	71	75	81	85	91	95	101	105	111	115	121	125	131	135	141	145	151	
		Item 4.3	17	23	27	33	37	43	47	53	57	63	67	73	77	83	87	93	97	103	107	113	117	123	127	133	137	143	147	153	
		Item 4.4	19	25	29	35	39	45	49	55	59	65	69	75	79	85	89	95	99	105	109	115	119	125	129	135	139	145	149	155	

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