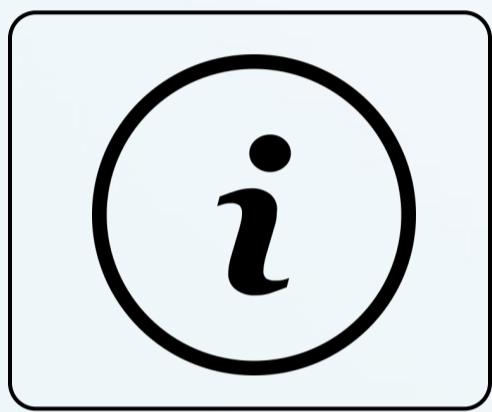
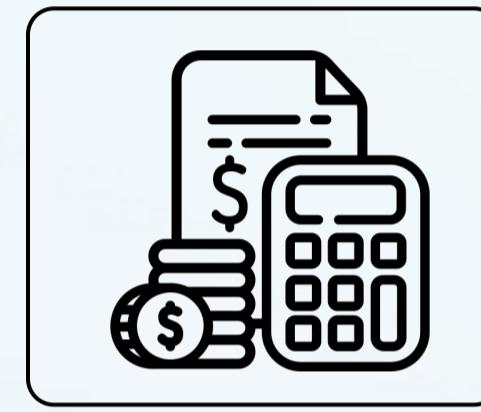




Business Insights 360



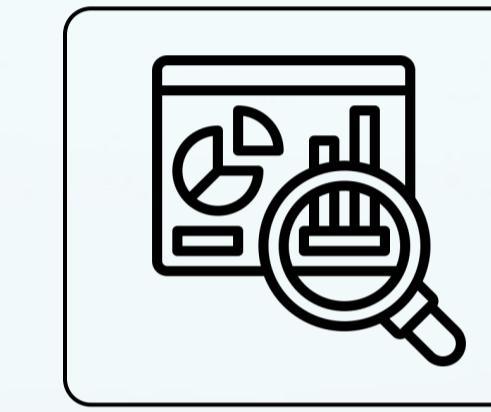
Info



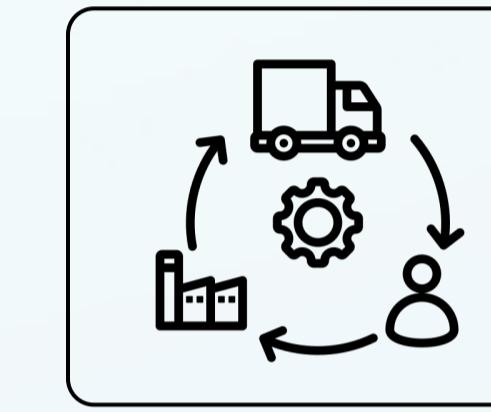
Finance View



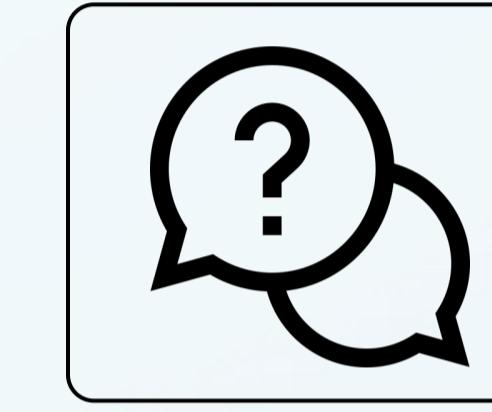
Sales View



Market View



Supply chain



Help



2018

2019

2020

2021

2022 Est

Q1

Q2

Q3

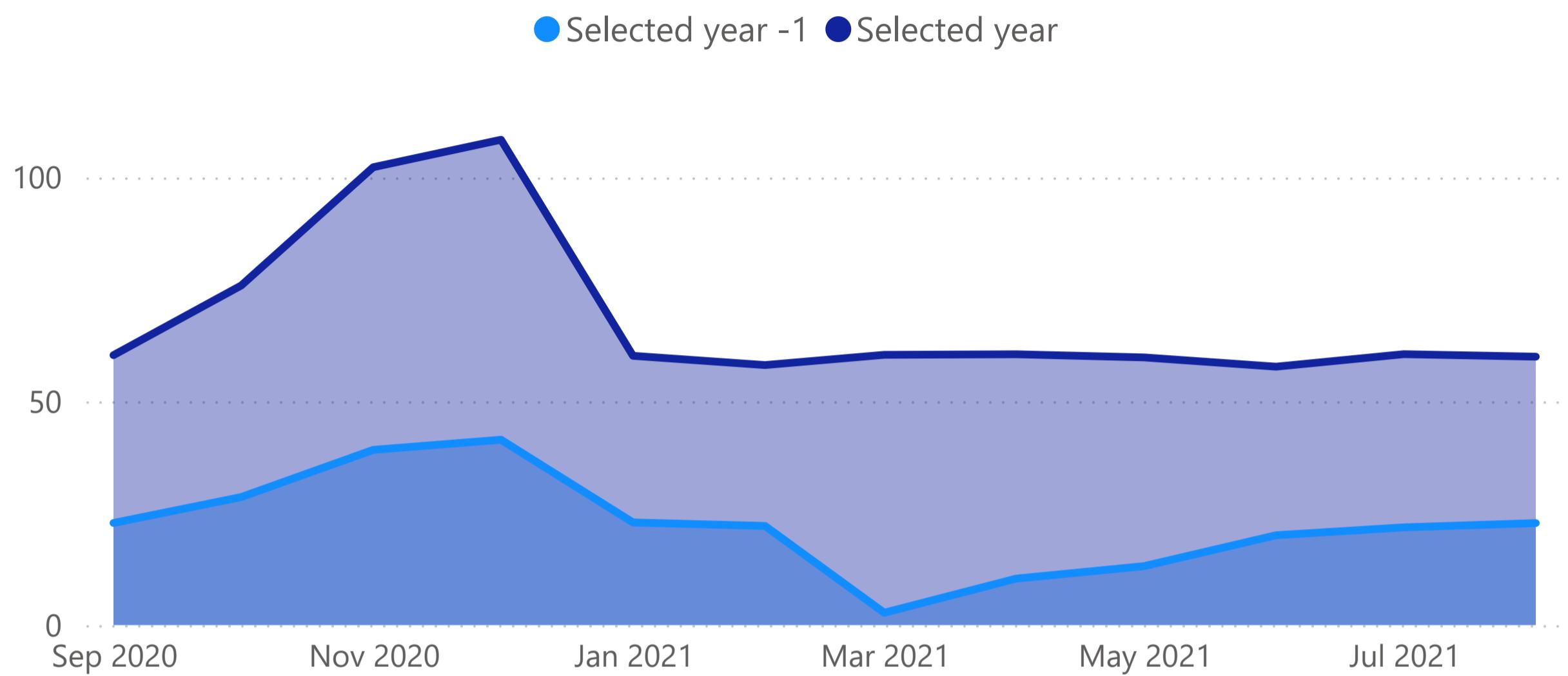
Q4

YTD

YTG

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

Net Sales Performance Over Time



market	P & L values	P & L YoY Chg %
Australia	27.60	98.51
Canada	45.89	189.24
China	29.87	325.40
France	37.82	252.06
India	210.67	225.48
Indonesia	24.24	200.16
Philippines	41.88	139.94
South Korea	64.01	185.97
United Kingdom	44.73	324.17
USA	132.05	184.93

segment	P & L values	P & L YoY Chg %
Desktop	46.43	4,791.34
Accessories	244.85	269.67
Notebook	266.49	208.45
Peripherals	166.51	174.64
Storage	54.42	97.48
Networking	45.16	72.26

region
All

market
All

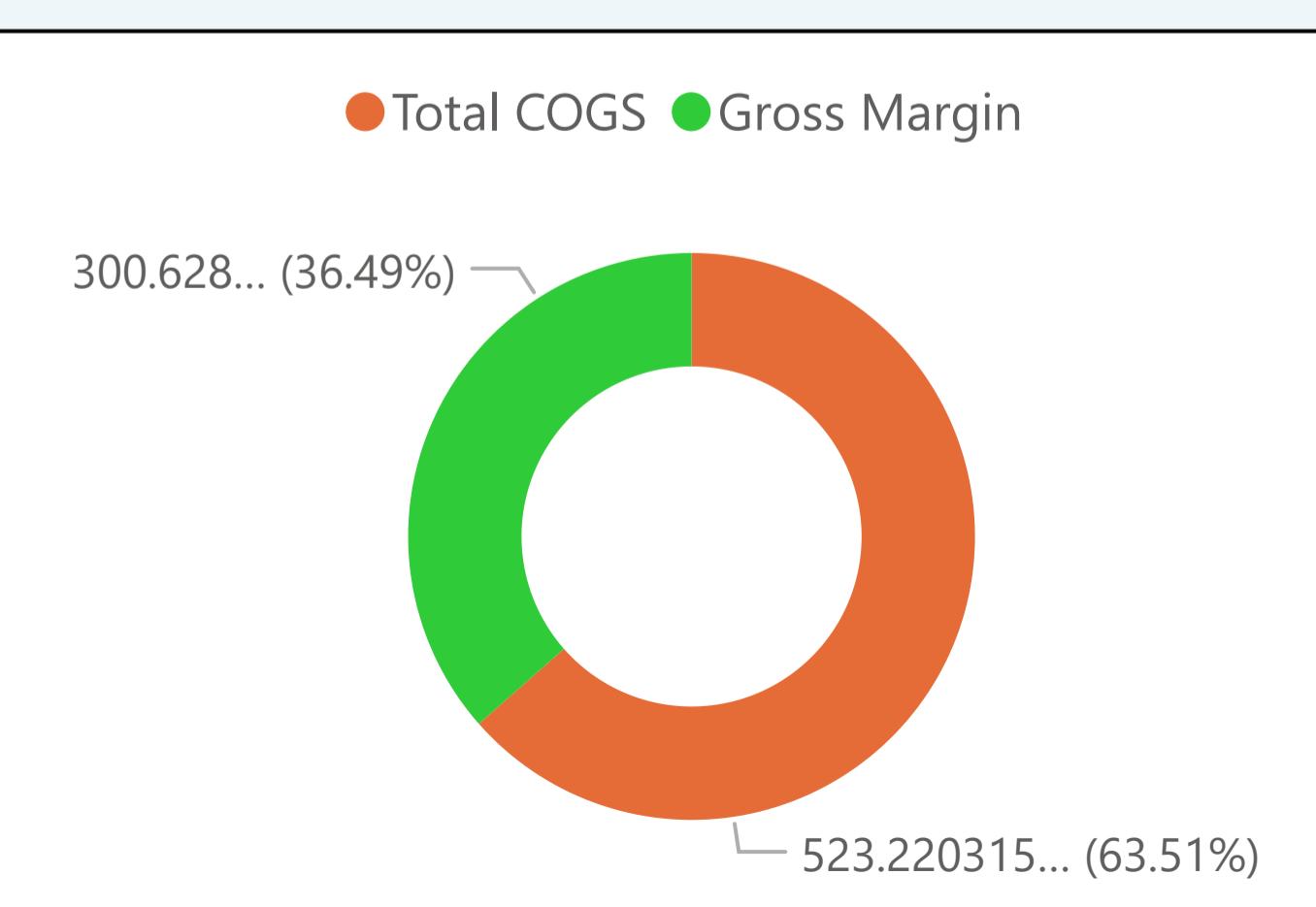
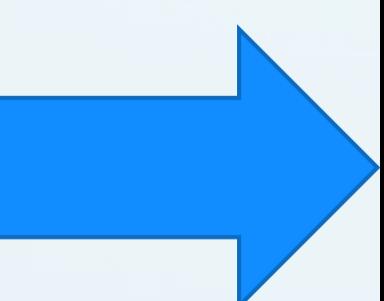
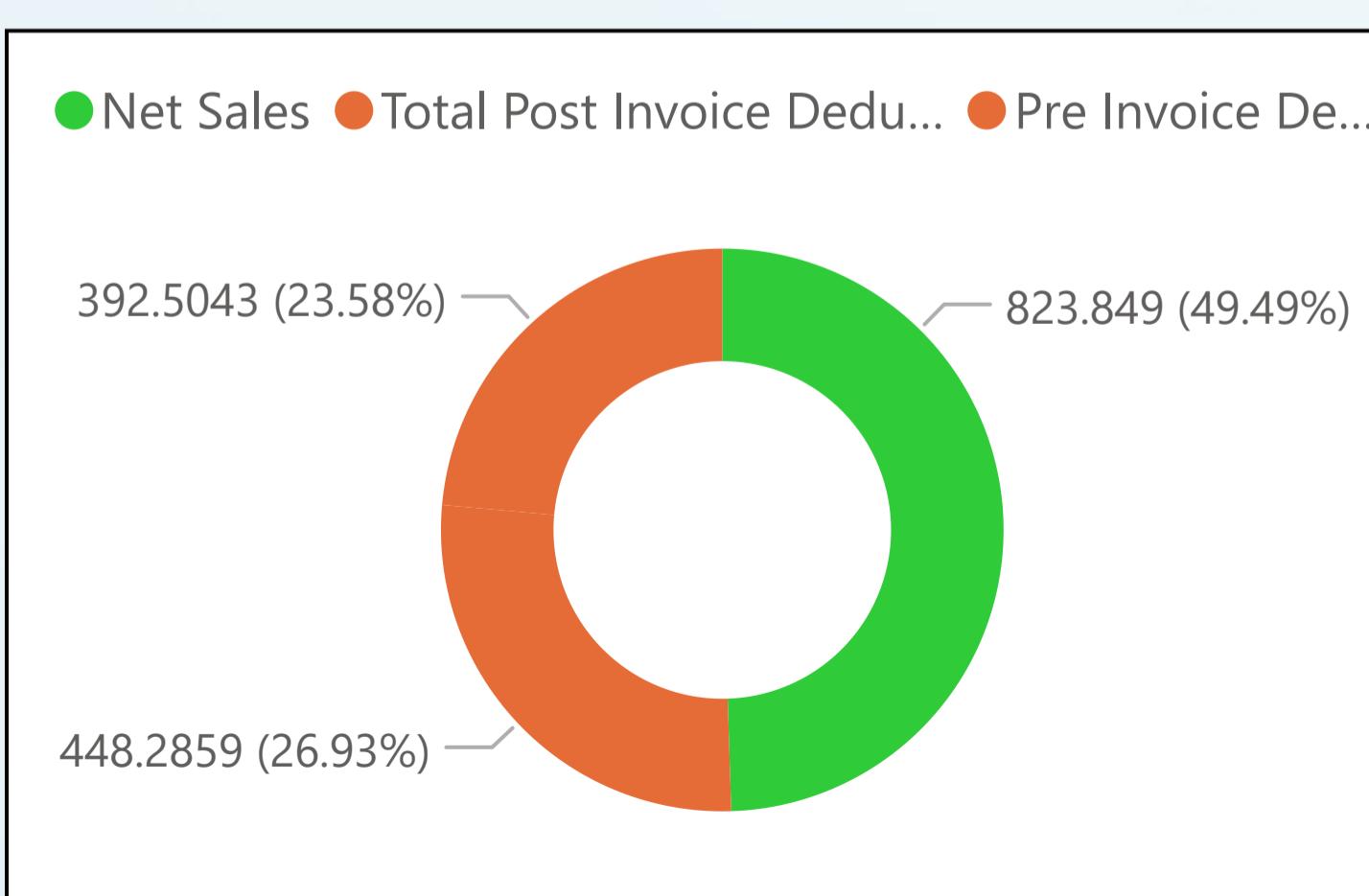
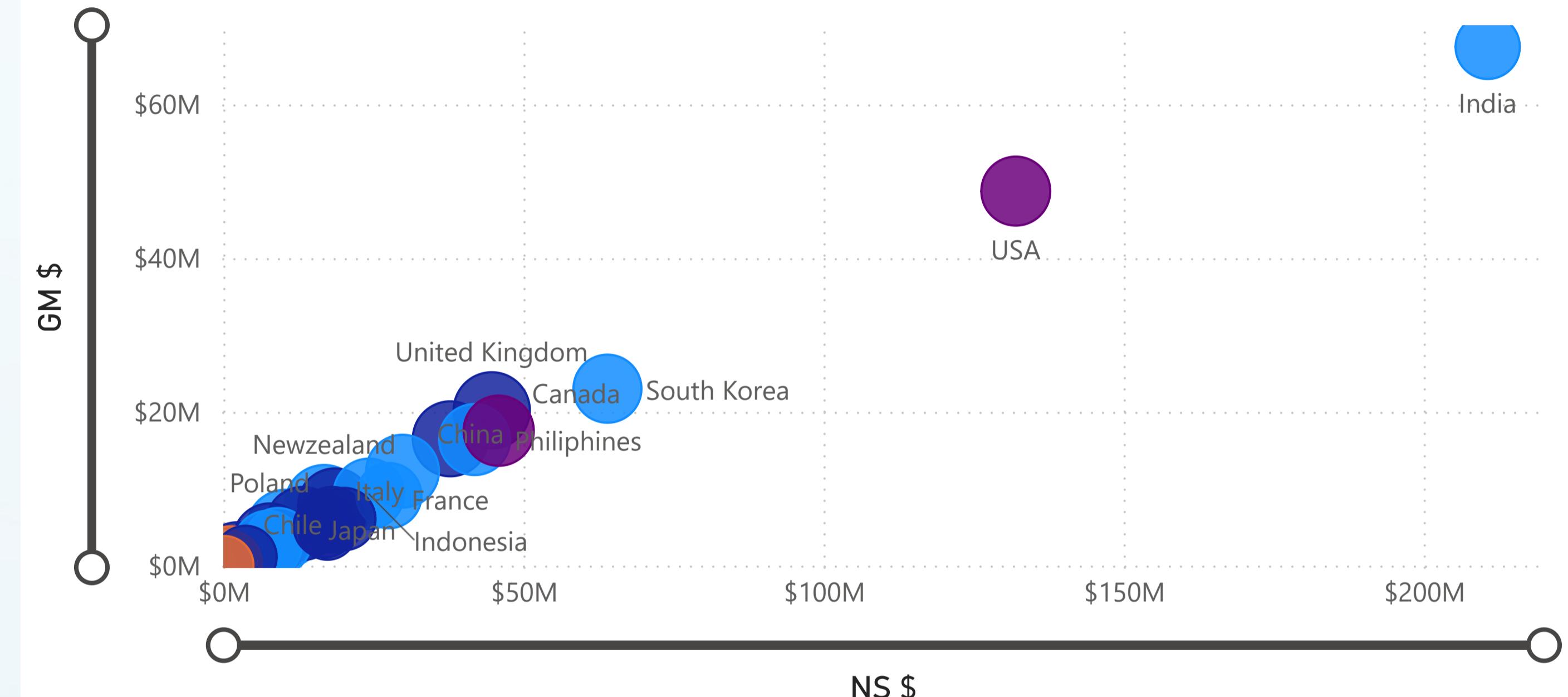
customer
All

2018 2019 2020 2021 2022 Est Q1 Q2 Q3 Q4 YTD YTG

customer	NS \$	GM \$	GM %
Amazon	\$109.03M	\$38.59M	35.40%
Atliq e Store	\$70.31M	\$26.40M	37.54%
AltiQ Exclusive	\$69.15M	\$31.88M	46.10%
Sage	\$27.07M	\$9.52M	35.16%
Flipkart	\$25.25M	\$7.64M	30.23%
Leader	\$24.51M	\$8.34M	34.01%
Neptune	\$21.00M	\$8.65M	41.17%
Ebay	\$19.87M	\$7.17M	36.10%
Electricalsociety	\$16.25M	\$5.66M	34.83%
Synthetic	\$16.10M	\$6.32M	39.25%
Electricalslytical	\$15.64M	\$5.92M	37.86%
Acclaimed Stores	\$14.32M	\$5.18M	36.18%
Propel	\$14.14M	\$5.34M	37.77%
Novus	\$12.91M	\$4.26M	32.97%
Expression	\$12.90M	\$4.45M	34.48%
Reliance Digital	\$12.75M	\$4.50M	35.07%
Total	\$823.85M	\$300.63M	36.49%

NS \$, GM \$ and GM % by market and region

region APAC EU LATAM NA



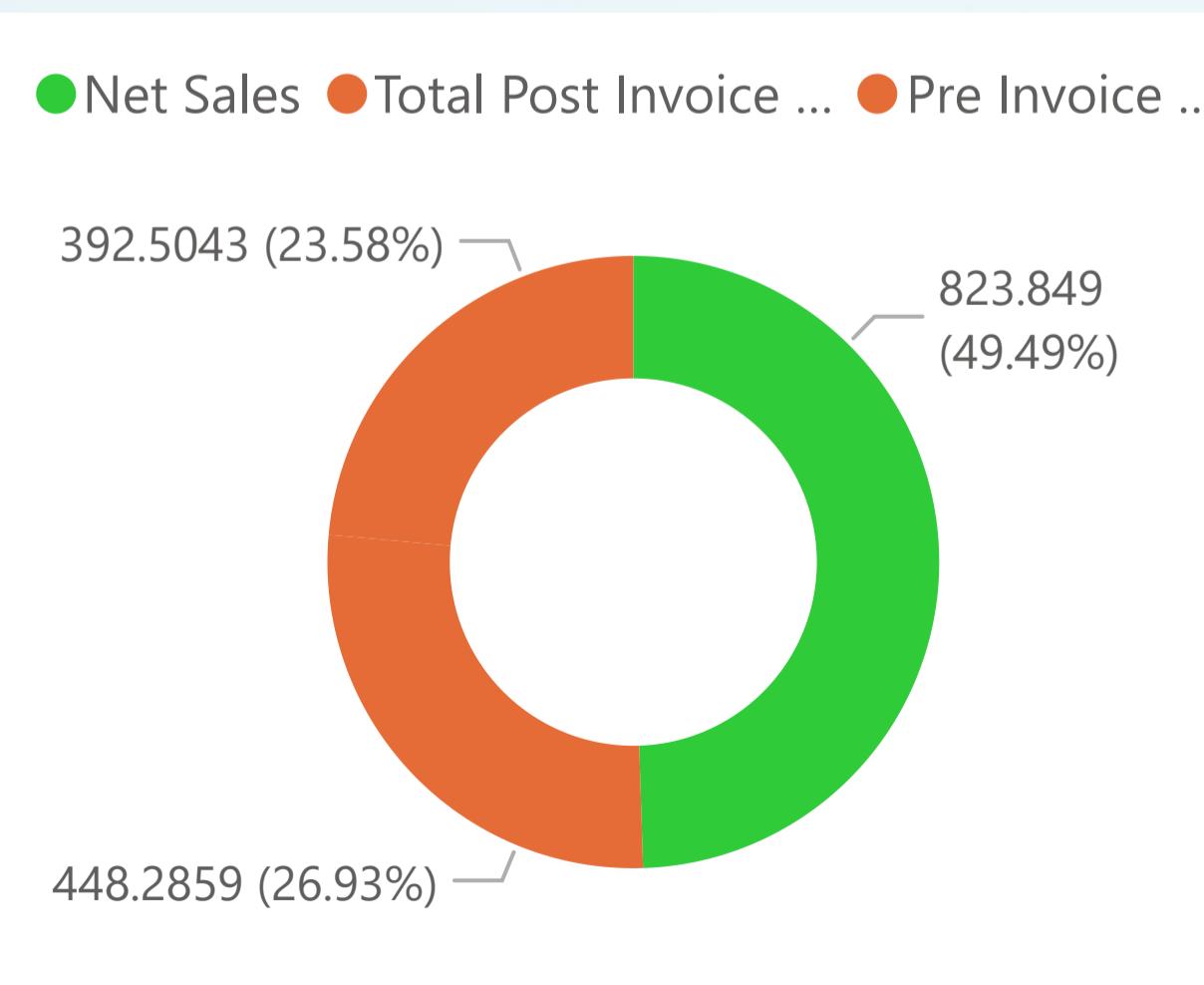
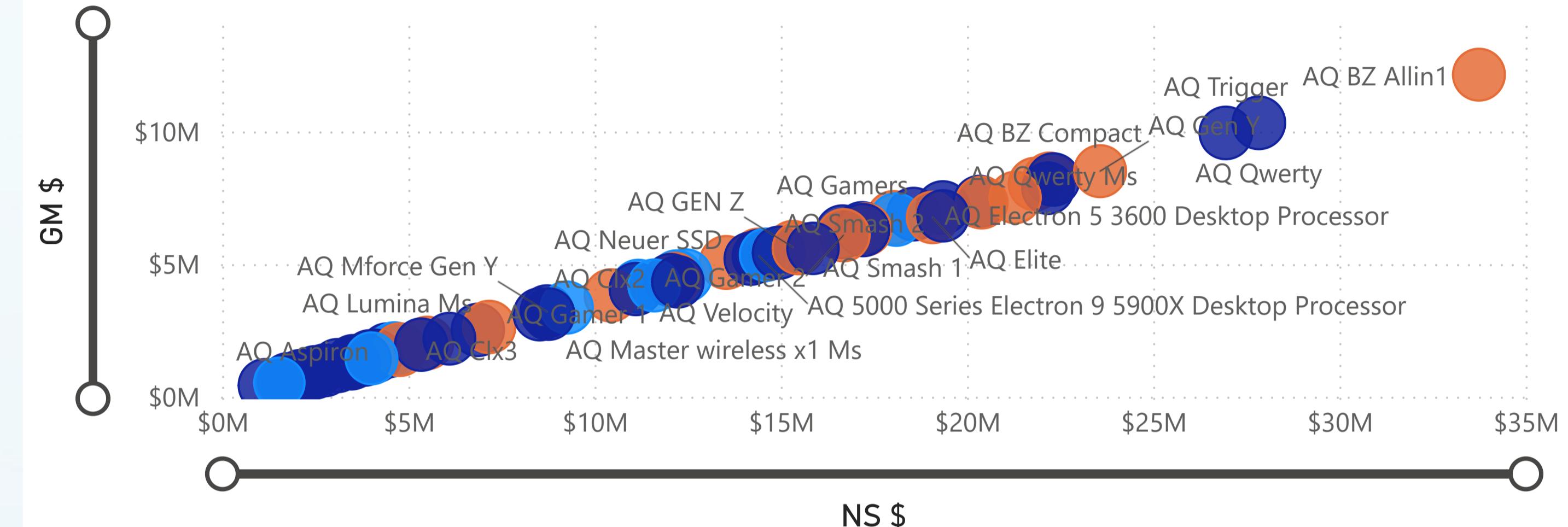
segment	NS \$	GM \$	GM %
Desktop	\$46.43M	\$16.79M	36.17%
Notebook	\$266.49M	\$97.12M	36.45%
Accessories	\$244.85M	\$89.30M	36.47%
Peripherals	\$166.51M	\$60.81M	36.52%
Networking	\$45.16M	\$16.60M	36.75%
Storage	\$54.42M	\$20.00M	36.75%

region	market	customer	2018	2019	2020	2021	2022 Est	Q1	Q2	Q3	Q4	YTD	YTG
All	All	All											

segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
⊕ Desktop	\$46.43M	\$16.79M	36.17%	-3.27M	-7.04%
⊕ Accessories	\$244.85M	\$89.30M	36.47%	-16.28M	-6.65%
⊕ Notebook	\$266.49M	\$97.12M	36.45%	-17.71M	-6.64%
⊕ Peripherals	\$166.51M	\$60.81M	36.52%	-11.02M	-6.62%
⊕ Networking	\$45.16M	\$16.60M	36.75%	-2.91M	-6.44%
⊕ Storage	\$54.42M	\$20.00M	36.75%	-3.46M	-6.36%

NS \$, GM \$ and GM % by product and division

division ● N & S ● P & A ● PC



region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
NA					
USA	\$132.05M	\$48.71M	36.89%	-22.29M	-16.88%
Canada	\$45.89M	\$17.54M	38.22%	-2.03M	-4.42%
APAC	\$441.98M	\$156.21M	35.34%	-33.33M	-7.54%
EU	\$200.77M	\$76.98M	38.34%	2.81M	1.40%
LATAM	\$3.16M	\$1.19M	37.54%	0.20M	6.18%

region
All

market
All

customer
All

2018 2019 2020 2021 2022 Est Q1 Q2 Q3 Q4 YTD YTG

80.21%

Forecast Accuracy %

-752K

Net Error

10M

Absolute Net Error

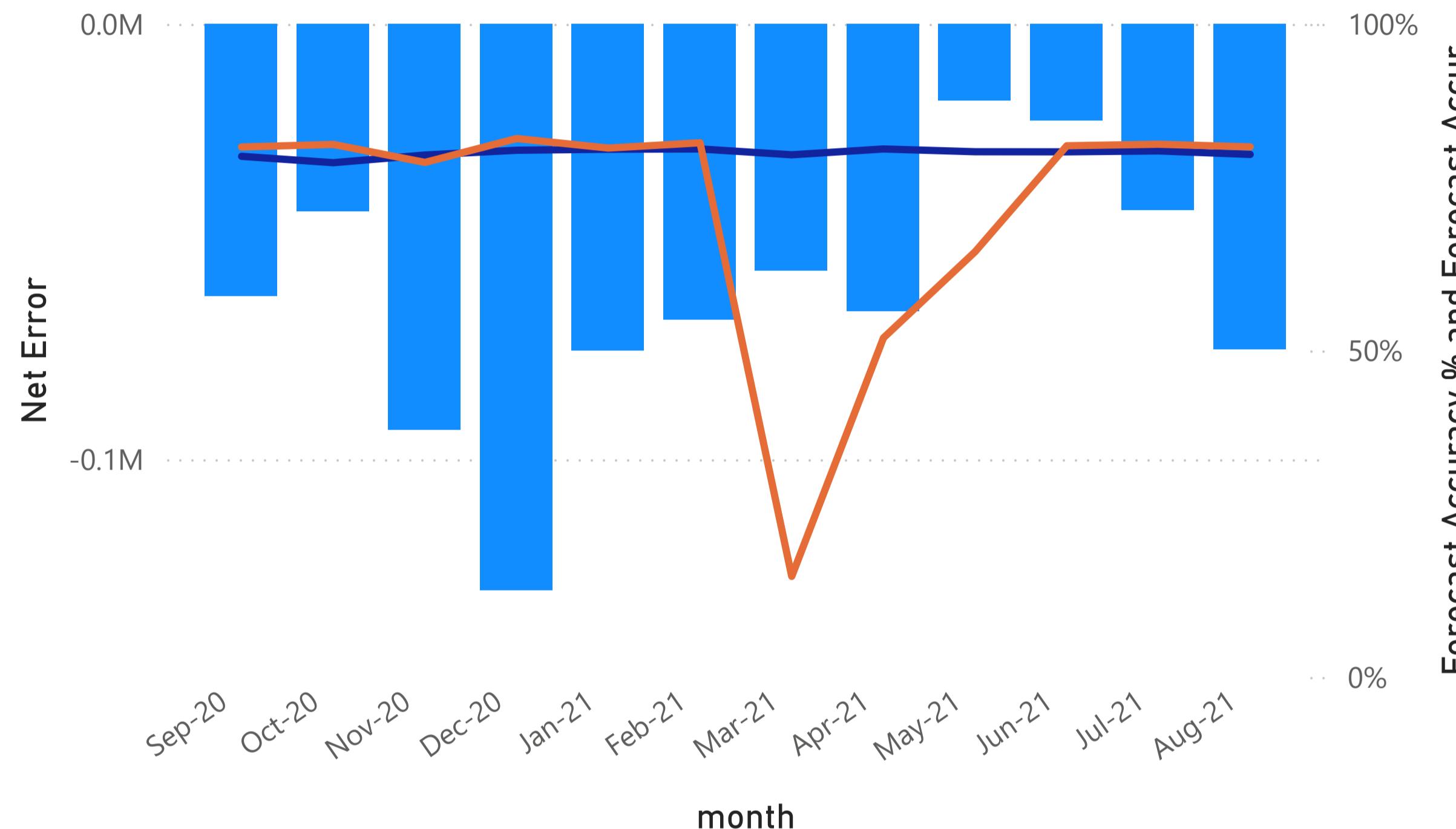
customer

Forecast Accuracy % Net Error Forecast Accuracy % LY Risk

customer	Forecast Accuracy %	Net Error	Forecast Accuracy % LY	Risk
Acclaimed Stores	50.69%	-122555	0.09	Out of Stock
All-Out	29.09%	-12425	0.35	Out of Stock
AltiQ Exclusive	71.15%	-191800	0.57	Out of Stock
Amazon	74.54%	-155116	0.48	Out of Stock
Argos (Sainsbury's)	56.08%	8033	0.43	Excess Inventory
Atlas Stores	48.16%	99521	0.39	Excess Inventory
Atliq e Store	74.59%	-94643	0.55	Out of Stock
Atliq Exclusive	42.13%	2714	0.33	Excess Inventory
BestBuy	35.31%	-73279	0.07	Out of Stock
Billa	18.29%	-37856	0.26	Out of Stock
Boulanger	58.77%	81786	0.38	Excess Inventory
Chip 7	53.44%	95124	0.41	Excess Inventory
Chiptec	52.54%	72175	0.27	Excess Inventory
Circuit City	35.02%	-84752	0.10	Out of Stock
Control	47.42%	-64707	0.30	Out of Stock
Coolblue	52.95%	116840	0.43	Excess Inventory
Costco	49.42%	-24581	0.33	Out of Stock
Croma	42.78%	45046	0.35	Excess Inventory
Currys (Dixons Carphone)	35.92%	-44680	0.36	Out of Stock
Digimarket	40.79%	-72129	0.40	Out of Stock
Ebay	50.49%	-49299	0.18	Out of Stock
Electricalsara Stores	52.02%	19891	0.32	Excess Inventory
Electricalsbea Stores	51.56%	-10310	0.42	Out of Stock
Total	80.21%	-751714	0.73	Out of Stock

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

Net Error Forecast Accuracy % Forecast Accuracy % LY



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