

**FILTERS** 

region All market All division All **Customer Net Sales Performance** 

| Customer                 | 2019  | 2020  | 2021  | 21 | Vs 20  |
|--------------------------|-------|-------|-------|----|--------|
| Acclaimed Stores         | 1.4M  | 2.9M  | 10.9M |    | 378.1% |
| All-Out                  |       | 0.2M  | 0.8M  |    | 495.7% |
| Amazon                   | 12.2M | 37.5M | 82.1M |    | 218.9% |
| Argos (Sainsbury's)      | 0.4M  | 0.7M  | 2.3M  |    | 306.0% |
| Atlas Stores             | 0.2M  | 0.7M  | 3.2M  |    | 470.3% |
| AtliQ e Store            | 7.2M  | 23.7M | 53.0M |    | 223.8% |
| AtliQ Exclusive          | 9.6M  | 17.7M | 61.1M |    | 345.8% |
| BestBuy                  | 0.9M  | 1.8M  | 6.3M  |    | 356.1% |
| Boulanger                | 0.2M  | 0.8M  | 4.1M  |    | 492.9% |
| Chip 7                   | 0.6M  | 1.3M  | 5.5M  |    | 416.1% |
| Chiptec                  |       | 0.4M  | 3.0M  |    | 722.0% |
| Control                  | 0.9M  | 2.2M  | 7.7M  |    | 349.2% |
| Coolblue                 | 0.5M  | 1.2M  | 4.2M  |    | 360.0% |
| Costco                   | 1.1M  | 2.8M  | 9.3M  |    | 337.4% |
| Croma                    | 1.7M  | 2.5M  | 7.5M  |    | 305.1% |
| Currys (Dixons Carphone) | 0.3M  | 0.8M  | 1.9M  |    | 246.9% |
| Digimarket               | 0.8M  | 1.7M  | 4.1M  |    | 241.1% |
| Ebay                     | 2.6M  | 6.3M  | 15.2M |    | 242.2% |
| Electricalsara Stores    | 0.1M  | 0.6M  | 1.9M  |    | 286.0% |
| Electricalsbea Stores    |       | 0.1M  | 0.7M  |    | 504.6% |
| Electricalslance Stores  | 0.1M  | 0.7M  | 2.3M  |    | 313.3% |
| Electricalslytical       | 1.8M  | 2.6M  | 11.9M |    | 457.5% |
| Electricalsocity         | 2.3M  | 3.5M  | 12.4M |    | 358.8% |
| Electricalsquipo Stores  | 0.2M  | 0.7M  | 3.6M  |    | 535.3% |
| Elite                    | 0.4M  | 0.8M  | 4.1M  |    | 495.5% |
| Elkjøp                   | 0.5M  | 1.3M  | 5.2M  |    | 391.9% |
| Epic Stores              | 0.4M  | 0.9M  | 4.2M  |    | 446.1% |
| Euronics                 | 0.4M  | 0.9M  | 3.9M  |    | 444.7% |
| Expert                   | 0.8M  | 1.8M  | 6.4M  |    | 364.0% |
| Expression               | 1.7M  | 3.0M  | 9.8M  |    | 328.2% |
| Ezone                    | 1.5M  | 2.0M  | 7.9M  |    | 391.6% |
| Flawless Stores          | 0.1M  | 0.5M  | 1.8M  |    | 396.3% |
| Flipkart                 | 2.9M  | 8.3M  | 19.3M |    | 231.0% |
| Fnac-Darty               | 0.5M  | 0.8M  | 2.9M  |    | 349.8% |
| Forward Stores           | 0.6M  | 1.5M  | 4.1M  |    | 272.0% |
| Girias                   | 1.5M  | 2.1M  | 8.7M  |    | 419.3% |
| Info Stores              | 0.1M  | 0.5M  | 1.8M  |    | 384.1% |
| Insight                  | 0.4M  | 1.0M  | 2.8M  |    | 271.8% |
| Integration Stores       |       | 0.2M  | 1.4M  |    | 887.2% |
| Leader                   | 4.7M  | 6.0M  | 18.8M |    | 314.8% |



| Logic Stores     | 0.2M  | 0.9M   | 4.8M   | 515.2%  |
|------------------|-------|--------|--------|---------|
| Lotus            | 1.5M  | 2.1M   | 8.1M   | 382.6%  |
| Neptune          | 1.0M  | 3.4M   | 16.1M  | 471.5%  |
| Nomad Stores     | 0.5M  | 1.6M   | 4.0M   | 246.9%  |
| Notebillig       | 0.2M  | 0.4M   | 1.1M   | 287.4%  |
| Nova             |       | 0.0M   | 0.4M   | 2664.9% |
| Novus            | 1.9M  | 3.7M   | 9.9M   | 264.2%  |
| Otto             | 0.3M  | 0.4M   | 1.2M   | 298.6%  |
| Premium Stores   | 0.5M  | 1.1M   | 3.9M   | 353.1%  |
| Propel           | 1.6M  | 2.5M   | 10.8M  | 440.6%  |
| Radio Popular    | 0.5M  | 1.5M   | 5.3M   | 362.6%  |
| Radio Shack      | 0.8M  | 1.7M   | 5.4M   | 311.5%  |
| Reliance Digital | 1.6M  | 2.6M   | 9.7M   | 377.9%  |
| Relief           | 0.4M  | 1.0M   | 4.1M   | 403.6%  |
| Sage             | 4.8M  | 6.4M   | 20.7M  | 321.5%  |
| Saturn           | 0.2M  | 0.4M   | 1.2M   | 310.5%  |
| Sorefoz          | 0.6M  | 1.1M   | 4.7M   | 433.6%  |
| Sound            | 0.6M  | 1.7M   | 4.4M   | 260.3%  |
| Staples          | 1.2M  | 2.9M   | 8.8M   | 307.0%  |
| Surface Stores   | 0.1M  | 0.5M   | 2.1M   | 398.8%  |
| Synthetic        | 1.9M  | 4.4M   | 12.2M  | 276.0%  |
| Taobao           | 0.2M  | 1.3M   | 3.3M   | 248.7%  |
| UniEuro          | 0.6M  | 1.6M   | 7.3M   | 457.0%  |
| Vijay Sales      | 1.7M  | 2.1M   | 8.5M   | 397.8%  |
| Viveks           | 1.6M  | 2.2M   | 7.8M   | 348.1%  |
| walmart          | 1.3M  | 2.6M   | 9.7M   | 370.4%  |
| Zone             | 0.3M  | 1.6M   | 5.3M   | 336.2%  |
| Grand Total      | 87.5M | 196.7M | 598.9M | 304.5%  |



**FILTERS** 

region All division All

Market
Performance Vs Target
All values are in USD

| Country            | 2019  | 2020   | 2021   | 2021-target | %                     |
|--------------------|-------|--------|--------|-------------|-----------------------|
| Australia          | 3.9M  | 10.7M  | 21.0M  | -2.2M       | -9 <mark>.54%</mark>  |
| Austria            |       | 0.1M   | 2.8M   | -0.3M       | -1 <mark>0.50%</mark> |
| Bangladesh         | 0.5M  | 2.3M   | 7.0M   | -0.7M       | -9 <mark>.35%</mark>  |
| Canada             | 4.8M  | 12.2M  | 35.1M  | -5.1M       | -12.63%               |
| China              | 1.4M  | 5.4M   | 22.9M  | -2.1M       | -8. <mark>28%</mark>  |
| France             | 4.0M  | 7.5M   | 25.9M  | -2.2M       | -7. <mark>78%</mark>  |
| Germany            | 2.6M  | 4.7M   | 12.0M  | -1.5M       | -11.29%               |
| India              | 30.8M | 49.8M  | 161.3M | -9.6M       | -5.5 <mark>9%</mark>  |
| Indonesia          | 2.5M  | 6.2M   | 18.4M  | -2.4M       | -1 <mark>1.45%</mark> |
| Italy              | 2.9M  | 4.5M   | 11.7M  | -1.0M       | -8. <mark>22%</mark>  |
| Japan              |       | 1.9M   | 7.9M   | -0.3M       | -3.96 <mark>%</mark>  |
| Netherlands        | 0.2M  | 3.4M   | 8.0M   | -0.7M       | -7. <mark>59%</mark>  |
| Newzealand         |       | 2.0M   | 11.4M  | -1.4M       | -1 <mark>0.95%</mark> |
| Norway             |       | 2.5M   | 13.7M  | -1.4M       | -9 <mark>.50%</mark>  |
| Pakistan           | 0.6M  | 4.7M   | 5.7M   | -0.5M       | -8. <mark>48%</mark>  |
| Philiphines        | 5.7M  | 13.4M  | 31.9M  | -2.5M       | -7. <mark>27%</mark>  |
| Poland             | 0.4M  | 2.8M   | 5.2M   | -0.9M       | -15.35%               |
| Portugal           | 0.7M  | 3.6M   | 11.8M  | -0.5M       | -4.12 <mark>%</mark>  |
| South Korea        | 12.8M | 17.3M  | 49.0M  | -4.4M       | -8. <mark>18%</mark>  |
| Spain              |       | 1.8M   | 12.6M  | -1.8M       | -12.39%               |
| Sweden             | 0.1M  | 0.2M   | 1.8M   | -0.2M       | -10 <mark>.00%</mark> |
| United Kingdom     | 2.0M  | 8.1M   | 34.2M  | -3.0M       | -8. <mark>02%</mark>  |
| USA                | 11.5M | 31.9M  | 87.8M  | -10.2M      | -10.44%               |
| <b>Grand Total</b> | 87.5M | 196.7M | 598.9M | -54.9M      | -8.40%                |



**FILTERS** 

region All market All division All Top 10 Products

| Product            | 2020 | 2021  | 21 Vs 20 |
|--------------------|------|-------|----------|
| AQ Electron 4 3600 |      |       |          |
| Desktop Processor  | 3.0M | 19.4M | 641.3%   |
| AQ GT 21           | 0.8M | 4.4M  | 561.1%   |
| AQ Home Allin1     | 0.7M | 5.2M  | 769.0%   |
| AQ LION x1         | 0.0M | 0.8M  | 1719.5%  |
| AQ LION x2         | 0.1M | 0.9M  | 1768.9%  |
| AQ LION x3         | 0.1M | 1.2M  | 1792.3%  |
| AQ Mx NB           | 0.0M | 1.4M  | 5723.5%  |
| AQ Pen Drive DRC   | 0.6M | 3.8M  | 587.7%   |
| AQ Smash 2         | 0.4M | 11.2M | 2589.5%  |
| AQ Zion Saga       | 0.7M | 3.6M  | 528.5%   |
| <b>Grand Total</b> | 6.4M | 52.0M | 808.0%   |



### **FILTERS**

region All market All

| Division           | 2020   | 2021   |
|--------------------|--------|--------|
| N & S              | 51.4M  | 94.7M  |
| P & A              | 105.2M | 338.4M |
| PC                 | 40.1M  | 165.8M |
| <b>Grand Total</b> | 196.7M | 598.9M |

Division wise report (2020-2021)



### **FILTERS**

region All market All division All

| Product               | Qty   |
|-----------------------|-------|
| AQ Gamers             | 3.4M  |
| AQ Gamers Ms          | 4.0M  |
| AQ Master wired x1 Ms | 4.2M  |
| AQ Master wireless x1 | 3.4M  |
| AQ Master wireless x1 |       |
| Ms                    | 4.1M  |
| <b>Grand Total</b>    | 19.0M |

# Top 5 Products by quantity

### **FILTERS**

region All market All division All

| Product              | Qty           |
|----------------------|---------------|
| AQ Gamer 1           | 0.05M         |
| AQ GEN Z             | 0.06M         |
| AQ Home Allin1       | <b>0</b> .02M |
| AQ HOME Allin1 Gen 2 | 0.01M         |
| AQ Smash 2           | 0.04M         |
| <b>Grand Total</b>   | 0.17M         |

Bottom 5
Products by quantity



### **FILTERS**

region All division All

| Customer           | 2021   |
|--------------------|--------|
| Canada             | 35.1M  |
| India              | 161.3M |
| South Korea        | 49.0M  |
| United Kingdom     | 34.2M  |
| USA                | 87.8M  |
| <b>Grand Total</b> | 367.2M |

# Top 5 Countries by 2021 Net Sales All values are in USD



### **FILTERS**

region All market All division All

| Customer             | 2021                 |
|----------------------|----------------------|
| AQ Clx3              | 4.4M                 |
| AQ Electron 3 3600   |                      |
| Desktop Processor    | 14. <mark>2</mark> M |
| AQ Gen Y             | 19.5M                |
| AQ GEN Z             | 11.7M                |
| AQ HOME Allin1 Gen 2 | 3.5M                 |
| AQ Lumina Ms         | 4.2M                 |
| AQ Marquee P3        | 4.9M                 |
| AQ Marquee P4        | 1.7M                 |
| AQ Maxima Ms         | 13.7M                |
| AQ MB Lito           | 2.8M                 |
| AQ MB Lito 2         | 2.3M                 |
| AQ Qwerty            | 22.0M                |
| AQ Qwerty Ms         | 15.4M                |
| AQ Trigger           | 20.7M                |
| AQ Trigger Ms        | 17.9M                |
| AQ Wi Power Dx3      | 17.2M                |
| <b>Grand Total</b>   | 176.2M               |

# New Products of 2021