

## Filters

|          |     |
|----------|-----|
| region   | All |
| market   | All |
| division | All |

## Customer

## Net Sales Performance

All Values in USD

| Customers                | 2019   | 2020   | 2021   | 21 vs 20 |
|--------------------------|--------|--------|--------|----------|
| Acclaimed Stores         | 1.4 M  | 2.9 M  | 10.9 M | 378.1%   |
| All-Out                  |        | 0.2 M  | 0.8 M  | 495.7%   |
| Amazon                   | 12.2 M | 37.5 M | 82.1 M | 218.9%   |
| Argos (Sainsbury's)      | 0.4 M  | 0.7 M  | 2.3 M  | 306.0%   |
| Atlas Stores             | 0.2 M  | 0.7 M  | 3.2 M  | 470.3%   |
| Atliq e Store            | 7.2 M  | 23.7 M | 53.0 M | 223.8%   |
| AtliQ Exclusive          | 9.6 M  | 17.7 M | 61.1 M | 345.8%   |
| BestBuy                  | 0.9 M  | 1.8 M  | 6.3 M  | 356.1%   |
| Boulanger                | 0.2 M  | 0.8 M  | 4.1 M  | 492.9%   |
| Chip 7                   | 0.6 M  | 1.3 M  | 5.5 M  | 416.1%   |
| Chiptec                  |        | 0.4 M  | 3.0 M  | 722.0%   |
| Control                  | 0.9 M  | 2.2 M  | 7.7 M  | 349.2%   |
| Coolblue                 | 0.5 M  | 1.2 M  | 4.2 M  | 360.0%   |
| Costco                   | 1.1 M  | 2.8 M  | 9.3 M  | 337.4%   |
| Croma                    | 1.7 M  | 2.5 M  | 7.5 M  | 305.1%   |
| Currys (Dixons Carphone) | 0.3 M  | 0.8 M  | 1.9 M  | 246.9%   |
| Digimarket               | 0.8 M  | 1.7 M  | 4.1 M  | 241.1%   |
| Ebay                     | 2.6 M  | 6.3 M  | 15.2 M | 242.2%   |
| Electricalsara Stores    | 0.1 M  | 0.6 M  | 1.9 M  | 286.0%   |
| Electricalsbea Stores    |        | 0.1 M  | 0.7 M  | 504.6%   |
| Electricalslance Stores  | 0.1 M  | 0.7 M  | 2.3 M  | 313.3%   |
| Electricalslytical       | 1.8 M  | 2.6 M  | 11.9 M | 457.5%   |
| Electricalsocity         | 2.3 M  | 3.5 M  | 12.4 M | 358.8%   |
| Electricalsquipo Stores  | 0.2 M  | 0.7 M  | 3.6 M  | 535.3%   |
| Elite                    | 0.4 M  | 0.8 M  | 4.1 M  | 495.5%   |
| Elkj p                   | 0.5 M  | 1.3 M  | 5.2 M  | 391.9%   |
| Epic Stores              | 0.4 M  | 0.9 M  | 4.2 M  | 446.1%   |
| Euronics                 | 0.4 M  | 0.9 M  | 3.9 M  | 444.7%   |
| Expert                   | 0.8 M  | 1.8 M  | 6.4 M  | 364.0%   |
| Expression               | 1.7 M  | 3.0 M  | 9.8 M  | 328.2%   |
| Ezone                    | 1.5 M  | 2.0 M  | 7.9 M  | 391.6%   |
| Flawless Stores          | 0.1 M  | 0.5 M  | 1.8 M  | 396.3%   |
| Flipkart                 | 2.9 M  | 8.3 M  | 19.3 M | 231.0%   |
| Fnac-Darty               | 0.5 M  | 0.8 M  | 2.9 M  | 349.8%   |
| Forward Stores           | 0.6 M  | 1.5 M  | 4.1 M  | 272.0%   |
| Girias                   | 1.5 M  | 2.1 M  | 8.7 M  | 419.3%   |
| Info Stores              | 0.1 M  | 0.5 M  | 1.8 M  | 384.1%   |
| Insight                  | 0.4 M  | 1.0 M  | 2.8 M  | 271.8%   |
| Integration Stores       |        | 0.2 M  | 1.4 M  | 887.2%   |
| Leader                   | 4.7 M  | 6.0 M  | 18.8 M | 314.8%   |
| Logic Stores             | 0.2 M  | 0.9 M  | 4.8 M  | 515.2%   |

# AtliQ Hardwares



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



## Filters

|          |     |
|----------|-----|
| region   | All |
| division | All |

## Market











## Performance vs Target

All values in USD

| Country            | 2019          | 2020           | 2021           | 2021 - Target | 2021 - Target % |
|--------------------|---------------|----------------|----------------|---------------|-----------------|
| Australia          | 3.9 M         | 10.7 M         | 21.0 M         | -2.2M         | -10.5%          |
| Austria            |               | 0.1 M          | 2.8 M          | -0.3M         | -11.7%          |
| Bangladesh         | 0.5 M         | 2.3 M          | 7.0 M          | -0.7M         | -10.3%          |
| Canada             | 4.8 M         | 12.2 M         | 35.1 M         | -5.1M         | -14.5%          |
| China              | 1.4 M         | 5.4 M          | 22.9 M         | -2.1M         | -9.0%           |
| France             | 4.0 M         | 7.5 M          | 25.9 M         | -2.2M         | -8.4%           |
| Germany            | 2.6 M         | 4.7 M          | 12.0 M         | -1.5M         | -12.7%          |
| India              | 30.8 M        | 49.8 M         | 161.3 M        | -9.6M         | -5.9%           |
| Indonesia          | 2.5 M         | 6.2 M          | 18.4 M         | -2.4M         | -12.9%          |
| Italy              | 2.9 M         | 4.5 M          | 11.7 M         | -1.0M         | -9.0%           |
| Japan              |               | 1.9 M          | 7.9 M          | -0.3M         | -4.1%           |
| Netherlands        | 0.2 M         | 3.4 M          | 8.0 M          | -0.7M         | -8.2%           |
| Newzealand         |               | 2.0 M          | 11.4 M         | -1.4M         | -12.3%          |
| Norway             |               | 2.5 M          | 13.7 M         | -1.4M         | -10.5%          |
| Pakistan           | 0.6 M         | 4.7 M          | 5.7 M          | -0.5M         | -9.3%           |
| Philippines        | 5.7 M         | 13.4 M         | 31.9 M         | -2.5M         | -7.8%           |
| Poland             | 0.4 M         | 2.8 M          | 5.2 M          | -0.9M         | -18.1%          |
| Portugal           | 0.7 M         | 3.6 M          | 11.8 M         | -0.5M         | -4.3%           |
| South Korea        | 12.8 M        | 17.3 M         | 49.0 M         | -4.4M         | -8.9%           |
| Spain              |               | 1.8 M          | 12.6 M         | -1.8M         | -14.1%          |
| Sweden             | 0.1 M         | 0.2 M          | 1.8 M          | -0.2M         | -11.1%          |
| United Kingdom     | 2.0 M         | 8.1 M          | 34.2 M         | -3.0M         | -8.7%           |
| USA                | 11.5 M        | 31.9 M         | 87.8 M         | -10.2M        | -11.7%          |
| <b>Grand Total</b> | <b>87.5 M</b> | <b>196.7 M</b> | <b>598.9 M</b> | <b>-54.9M</b> | <b>-9.2%</b>    |

|          |     |
|----------|-----|
| region   | All |
| division | All |
| customer | All |

**Top 10 Products***All values in USD*

| Products                             | 2020         | 2021          | 2021 vs 2020  |
|--------------------------------------|--------------|---------------|---|
| AQ Electron 4 3600 Desktop Processor | 3.0 M        | 19.4 M        |  541.3%  |
| AQ GT 21                             | 0.8 M        | 4.4 M         |  461.1%  |
| AQ Home Allin1                       | 0.7 M        | 5.2 M         |  669.0%  |
| AQ LION x1                           | 0.0 M        | 0.8 M         |  1619.5% |
| AQ LION x2                           | 0.1 M        | 0.9 M         |  1668.9% |
| AQ LION x3                           | 0.1 M        | 1.2 M         |  1692.3% |
| AQ Mx NB                             | 0.0 M        | 1.4 M         |  5623.5% |
| AQ Pen Drive DRC                     | 0.6 M        | 3.8 M         |  487.7%  |
| AQ Smash 2                           | 0.4 M        | 11.2 M        |  2489.5% |
| AQ Zion Saga                         | 0.7 M        | 3.6 M         |  428.5%  |
| <b>Grand Total</b>                   | <b>6.4 M</b> | <b>52.0 M</b> | <b>708.0%</b>   |



|          |     |
|----------|-----|
| region   | All |
| customer | All |

Division Level Report

All values in USD

| Division    | 2020    | 2021    | 2021 vs 2020 |        |
|-------------|---------|---------|--------------|--------|
| N & S       | 51.4 M  | 94.7 M  | <div></div>  | 84.4%  |
| P & A       | 105.2 M | 338.4 M | <div></div>  | 221.5% |
| PC          | 40.1 M  | 165.8 M | <div></div>  | 313.7% |
| Grand Total | 196.7 M | 598.9 M |              | 204.5% |



## Filters

|          |     |
|----------|-----|
| region   | All |
| division | All |
| customer | All |

| Products                 | 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>       | <b>19.0M</b> |

## Top 5 Products

All values in USD

## Filters

|          |     |
|----------|-----|
| region   | All |
| division | All |
| customer | All |

| Products             | Qty           |
|----------------------|---------------|
| AQ Gamer 1           | 51.7K         |
| AQ GEN Z             | 63.1K         |
| AQ Home Allin1       | 15.2K         |
| AQ HOME Allin1 Gen 2 | 8.9K          |
| AQ Smash 2           | 36.0K         |
| <b>Grand Total</b>   | <b>174.9K</b> |

## Bottom 5 Products

All values in USD



|          |     |
|----------|-----|
| region   | All |
| division | All |
| customer | All |

## New Products - 2021

All values in USD

| Products                             | 2021           |
|--------------------------------------|----------------|
| AQ Clx3                              | 4.4 M          |
| AQ Electron 3 3600 Desktop Processor | 14.2 M         |
| AQ Gen Y                             | 19.5 M         |
| AQ GEN Z                             | 11.7 M         |
| AQ HOME Allin1 Gen 2                 | 3.5 M          |
| AQ Lumina Ms                         | 4.2 M          |
| AQ Marquee P3                        | 4.9 M          |
| AQ Marquee P4                        | 1.7 M          |
| AQ Maxima Ms                         | 13.7 M         |
| AQ MB Lito                           | 2.8 M          |
| AQ MB Lito 2                         | 2.3 M          |
| AQ Qwerty                            | 22.0 M         |
| AQ Qwerty Ms                         | 15.4 M         |
| AQ Trigger                           | 20.7 M         |
| AQ Trigger Ms                        | 17.9 M         |
| AQ Wi Power Dx3                      | 17.2 M         |
| <b>Grand Total</b>                   | <b>176.2 M</b> |



|          |     |
|----------|-----|
| region   | All |
| customer | All |

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

## Top 5 Countries - 2021

*All values in USD*





## Filters

|          |     |
|----------|-----|
| market   | All |
| region   | All |
| division | All |
| customer | All |

## P & L

### By Fiscal Year

All Values in USD

Note: 20 vs 21 is not a part of Pivot Table

| Metrics      | Fiscal Years |        |        |          |
|--------------|--------------|--------|--------|----------|
|              | 2019         | 2020   | 2021   | 20 vs 21 |
| net_sales    | 87.5M        | 196.7M | 598.9M | 204.5%   |
| COGS         | 51.2M        | 123.4M | 380.7M | 208.6%   |
| Gross margin | 36.2M        | 73.3M  | 218.2M | 197.6%   |
| GM %         | 41.4%        | 37.3%  | 36.4%  | -2.3%    |

## Filters

market All  
region All  
division All  
customer All  
FY 2019

## P &amp; L

## By Months(Quarterly)

All Values in USD

Note: 20 vs 21 is not a part of Pivot Table

Note: Do not modify the pivot table

|              | Quarters |       |       |       |       |       |       |       |       |       |       |       |  |  |  |  | Grand Total |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--|--|--|--|-------------|
|              | Q1       |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       |  |  |  |  |             |
| Metrics      | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |  |  |  |  |             |
| net_sales    | 6.5M     | 8.0M  | 10.7M | 11.4M | 6.5M  | 6.1M  | 6.4M  | 6.3M  | 6.5M  | 6.2M  | 6.5M  | 6.3M  |  |  |  |  |             |
| COGS         | 3.8M     | 4.7M  | 6.3M  | 6.7M  | 3.9M  | 3.5M  | 3.8M  | 3.7M  | 3.8M  | 3.6M  | 3.8M  | 3.7M  |  |  |  |  |             |
| Gross margin | 2.6M     | 3.4M  | 4.5M  | 4.7M  | 2.7M  | 2.6M  | 2.7M  | 2.6M  | 2.6M  | 2.6M  | 2.7M  | 2.6M  |  |  |  |  |             |
| GM %         | 40.9%    | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% | 41.4% | 40.8% | 42.0% | 41.5% | 41.4% |  |  |  |  |             |

market All  
region All  
division All  
customer All  
FY 2020

## P &amp; L

## By Months(Quarterly)

All Values in USD

Note: 20 vs 21 is not a part of Pivot Table

| Quarters     |       |       |       |       |       |       |       |       |       |       |       |       |             |  |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|--|
| Metrics      | Q1    |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       | Grand Total |  |
|              | Sep   | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |             |  |
| net_sales    | 17.1M | 20.6M | 28.7M | 29.9M | 17.1M | 15.9M | 2.1M  | 7.8M  | 9.9M  | 14.9M | 16.1M | 16.5M | 196.7M      |  |
| COGS         | 10.6M | 12.8M | 18.1M | 18.9M | 10.7M | 9.9M  | 1.3M  | 4.8M  | 6.2M  | 9.3M  | 10.2M | 10.5M | 123.4M      |  |
| Gross margin | 6.5M  | 7.8M  | 10.6M | 11.0M | 6.5M  | 6.0M  | 0.8M  | 2.9M  | 3.7M  | 5.5M  | 5.9M  | 6.1M  | 73.3M       |  |
| GM %         | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% | 37.3% | 36.7% | 36.8% | 37.3%       |  |

market All  
region All  
division All  
customer All  
FY 2021

## P &amp; L

## By Months(Quarterly)

All Values in USD

Note: 20 vs 21 is not a part of Pivot Table

| Quarters     |       |       |       |       |       |       |       |       |       |       |       |       |        |  | Grand Total |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--|-------------|
| Metrics      | Q1    |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       |        |  |             |
|              | Sep   | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |        |  |             |
| net_sales    | 44.8M | 54.6M | 74.3M | 78.1M | 44.8M | 41.8M | 44.0M | 43.5M | 44.4M | 41.5M | 44.0M | 43.0M | 598.9M |  |             |
| COGS         | 28.4M | 34.7M | 47.4M | 49.8M | 28.4M | 26.5M | 28.0M | 27.7M | 28.1M | 26.4M | 28.0M | 27.4M | 380.7M |  |             |
| Gross margin | 16.4M | 19.9M | 27.0M | 28.3M | 16.4M | 15.3M | 16.0M | 15.8M | 16.3M | 15.1M | 16.0M | 15.6M | 218.2M |  |             |
| GM %         | 36.7% | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% | 36.4%  |  |             |

## Net Sales

## Comparison

|          |        |        |        |        |        |        |         |        |        |        |        |        |        |
|----------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|
| 21 vs 20 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% | 461.2% | 347.0% | 178.6% | 173.9% | 160.3% | 204.5% |
| 20 vs 19 | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1%  | 22.7%  | 53.1%  | 140.7% | 148.0% | 162.0% | 124.8% |

**Filters**

region All  
sub\_zone All  
FY 2021

**P & L****for Markets***All Values in USD*

| Market         | Net Sales | COGS   | Gross margin | GM %  |
|----------------|-----------|--------|--------------|-------|
| Australia      | 20.99M    | 14.1M  | 6.9M         | 32.9% |
| Austria        | 2.84M     | 2.0M   | 0.9M         | 30.1% |
| Bangladesh     | 6.95M     | 4.5M   | 2.4M         | 34.5% |
| Canada         | 35.06M    | 21.7M  | 13.4M        | 38.2% |
| China          | 22.89M    | 13.5M  | 9.4M         | 41.1% |
| France         | 25.94M    | 14.7M  | 11.2M        | 43.2% |
| Germany        | 12.01M    | 8.9M   | 3.1M         | 26.2% |
| India          | 161.26M   | 109.7M | 51.6M        | 32.0% |
| Indonesia      | 18.41M    | 11.3M  | 7.1M         | 38.4% |
| Italy          | 11.72M    | 8.2M   | 3.5M         | 30.1% |
| Japan          | 7.92M     | 4.2M   | 3.7M         | 46.5% |
| Netherlands    | 7.98M     | 4.6M   | 3.4M         | 42.0% |
| Newzealand     | 11.40M    | 5.9M   | 5.5M         | 48.2% |
| Norway         | 13.68M    | 9.6M   | 4.0M         | 29.5% |
| Pakistan       | 5.66M     | 3.6M   | 2.0M         | 36.2% |
| Philippines    | 31.86M    | 19.4M  | 12.5M        | 39.1% |
| Poland         | 5.19M     | 3.0M   | 2.2M         | 42.6% |
| Portugal       | 11.83M    | 6.8M   | 5.0M         | 42.1% |
| South Korea    | 48.97M    | 31.4M  | 17.6M        | 35.9% |
| Spain          | 12.62M    | 8.4M   | 4.2M         | 33.1% |
| Sweden         | 1.77M     | 1.1M   | 0.7M         | 40.2% |
| United Kingdom | 34.15M    | 18.7M  | 15.4M        | 45.1% |
| USA            | 87.78M    | 55.3M  | 32.5M        | 37.0% |

## GM% by Quarters (sub\_zone)

## Filters

FY 2019

| GM %     | Quarters |    |       |       |             |       |
|----------|----------|----|-------|-------|-------------|-------|
| Sub_Zone | Q1       | Q2 | Q3    | Q4    | Grand Total |       |
| ANZ      | 43.0%    |    | 42.2% | 42.6% | 42.5%       | 42.6% |
| India    | 42.5%    |    | 42.2% | 42.0% | 42.5%       | 42.4% |
| NA       | 35.1%    |    | 35.4% | 35.4% | 35.7%       | 35.4% |
| NE       | 36.6%    |    | 37.0% | 36.5% | 36.6%       | 36.7% |
| ROA      | 44.5%    |    | 44.3% | 44.0% | 44.5%       | 44.4% |
| SE       | 44.5%    |    | 44.1% | 44.0% | 44.2%       | 44.2% |

FY 2020

| GM %     | Quarters |    |       |       |             |       |
|----------|----------|----|-------|-------|-------------|-------|
| Sub_Zone | Q1       | Q2 | Q3    | Q4    | Grand Total |       |
| ANZ      | 43.3%    |    | 43.0% | 42.8% | 41.8%       | 42.8% |
| India    | 32.3%    |    | 32.1% | 32.4% | 32.0%       | 32.2% |
| NA       | 39.9%    |    | 40.1% | 39.1% | 39.7%       | 39.8% |
| NE       | 37.6%    |    | 37.8% | 38.5% | 37.7%       | 37.8% |
| ROA      | 38.4%    |    | 38.3% | 38.8% | 37.7%       | 38.2% |
| SE       | 38.5%    |    | 37.3% | 38.2% | 37.8%       | 37.9% |

FY 2021

| GM %     | Quarters |    |       |       |             |       |
|----------|----------|----|-------|-------|-------------|-------|
| Sub_Zone | Q1       | Q2 | Q3    | Q4    | Grand Total |       |
| ANZ      | 39.0%    |    | 37.8% | 38.3% | 38.0%       | 38.3% |
| India    | 32.3%    |    | 31.8% | 31.9% | 32.0%       | 32.0% |
| NA       | 37.1%    |    | 37.4% | 37.5% | 37.4%       | 37.3% |
| NE       | 37.9%    |    | 38.7% | 38.2% | 38.3%       | 38.3% |
| ROA      | 38.5%    |    | 38.4% | 38.1% | 38.1%       | 38.3% |
| SE       | 38.6%    |    | 38.3% | 38.6% | 38.5%       | 38.5% |