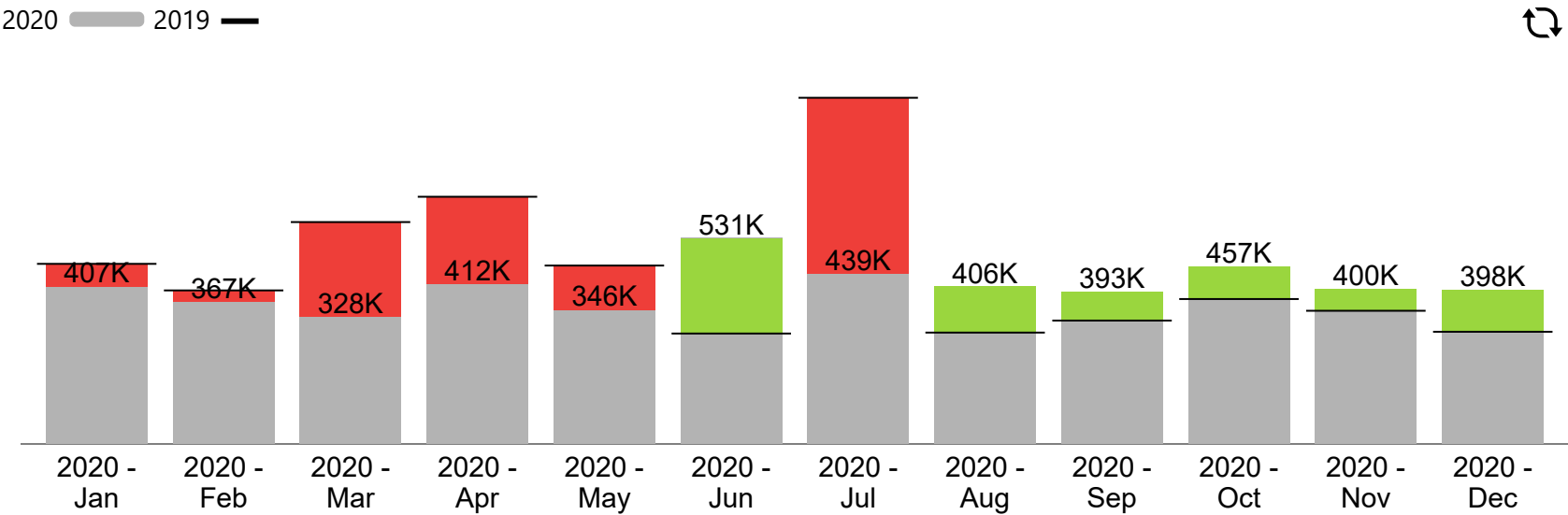


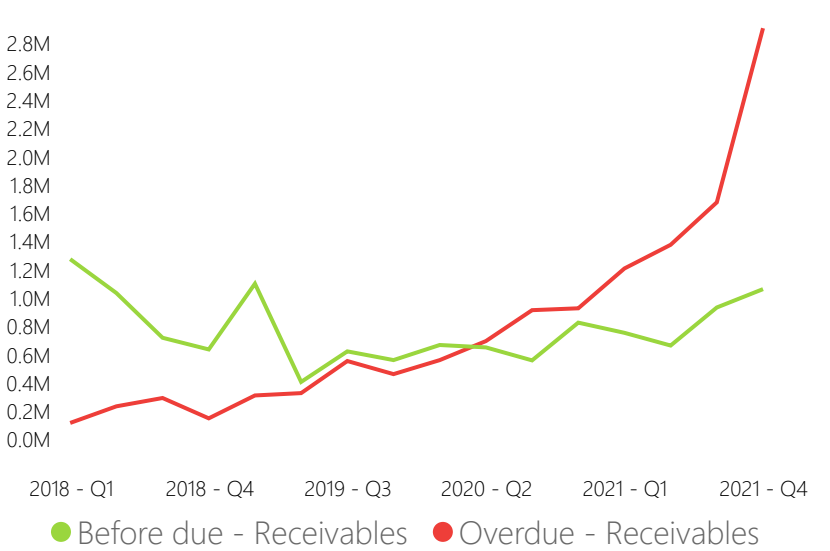
Sales Summary

| Net Sales | Profit | Stock Value | No. Deals | Receivables Balance | Payables Balance |
|-----------|--------|-------------|-----------|---------------------|------------------|
| 22.67M | 12.27M | 2.16M | 4,241 | 992.43K | 938.84K |

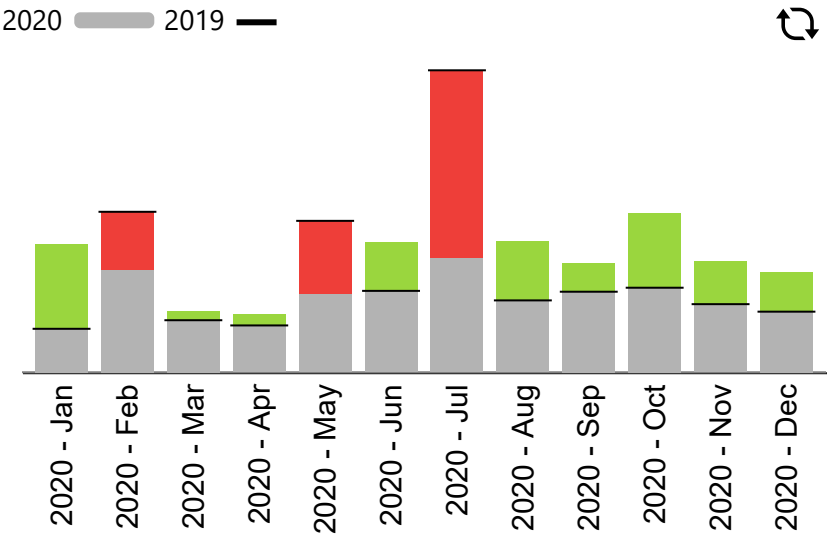
Sales by Month vs Last Year



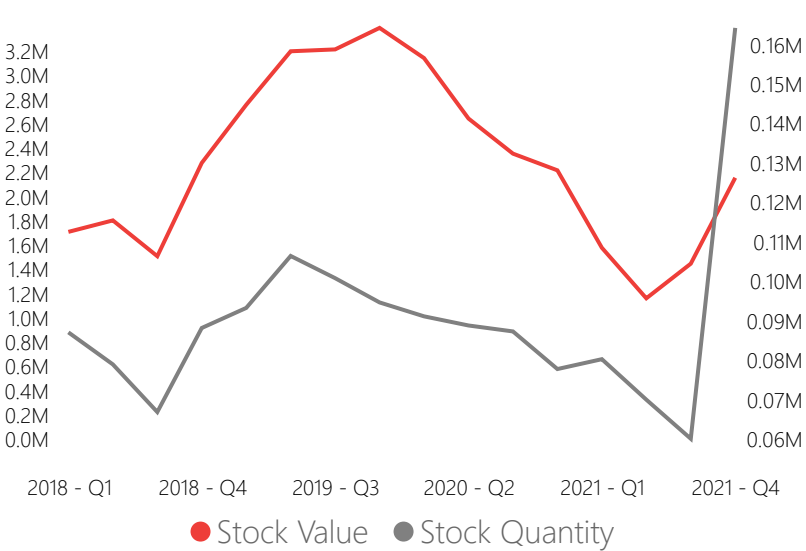
Accounts Receivables by Quarter



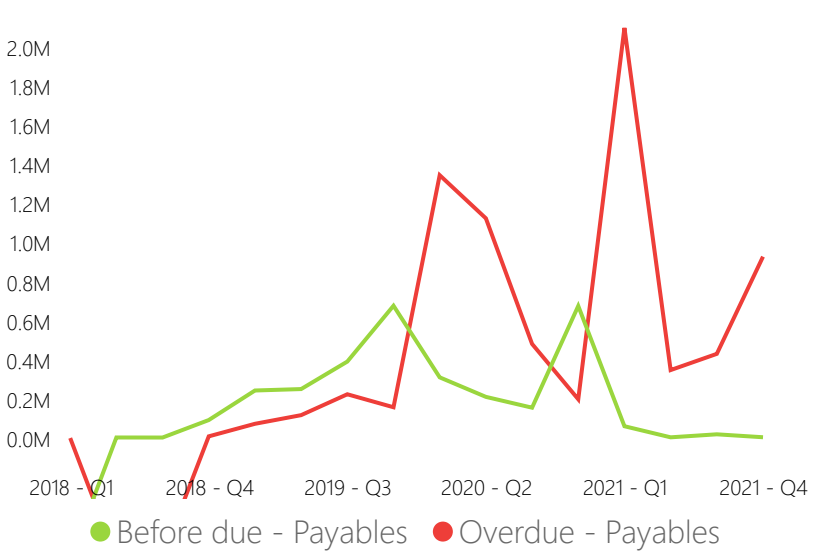
Profit by Month vs Last Year



Stock Value by Quarter



Accounts Payables by Quarter



Sales by Customer

Year

2018201920202021

Company

All

Salesperson

All

Area

All

Customer Group

All

Customer

All

Custom Filter

All

Net Sales

4.88M

No. Deals

1,006

Salesperson

Peter Sadow

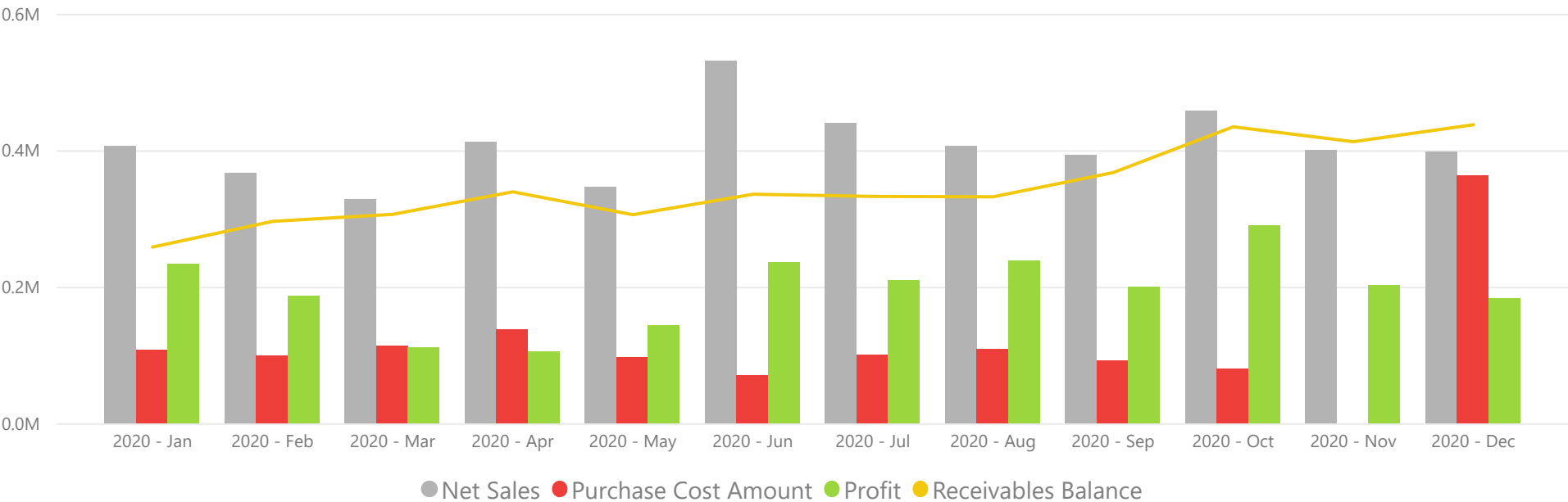
Av. Deal

4.86K

Receivables Balance

437.37K

Sales Composition by Month



| Sales by Customer | | | | | | Receivables Due / Overdue | | | | | |
|----------------------------|-----------|-----------|----------|-------|-----------|---------------------------|-----------|-----------|-----------|-----------|-----------|
| Customer Name | Net Sales | Sales Qty | Profit % | Deals | Days Sale | Due Overdue | Q1 | Q2 | Q3 | Q4 | Total |
| Progressive Home Fur... | 308,610 | 1,311 | 70.57 % | 27 | 4 | Before due | 665,725 | 648,778 | 556,847 | 823,982 | 823,982 |
| Möbel Scherrer AG | 266,562 | 1,391 | 42.54 % | 32 | 26 | Overdue | 558,669 | 693,361 | 912,285 | 925,490 | 925,490 |
| Gagn & Gaman | 263,453 | 2,225 | 46.63 % | 43 | 2 | Total | 1,224,394 | 1,342,139 | 1,469,132 | 1,749,472 | 1,749,472 |
| Marsholm Karmstol | 204,430 | 1,737 | 57.13 % | 40 | 30 | Sales by Customer Group | | | | | |
| Somadis | 198,409 | 1,779 | 55.67 % | 39 | 4 | Customer Group | Net Sales | Sales Qty | Profit % | Deals | Av. Deal |
| Hotel Pferdesee | 192,504 | 1,552 | 52.51 % | 34 | 2 | SMALL | 2,753,880 | 27,443 | 45.90 % | 568 | 4,848 |
| Designstudio Gmunden | 187,003 | 1,618 | 62.00 % | 31 | 17 | LARGE | 981,472 | 7,783 | 59.13 % | 169 | 5,808 |
| Klubben | 171,995 | 1,990 | 48.53 % | 40 | | MEDIUM | 672,563 | 7,160 | 43.56 % | 149 | 4,514 |
| Sonn matt Design | 165,826 | 2,075 | 35.16 % | 38 | 13 | PRIVATE | 250,301 | 2,643 | 36.56 % | 64 | 3,911 |
| Nieuwe Zandpoort NV | 161,186 | 1,067 | 52.43 % | 23 | 11 | INTERCOMPANY | 226,694 | 2,438 | 48.10 % | 56 | 4,048 |
| Highlights Electronics ... | 160,723 | 1,058 | 57.06 % | 27 | 25 | Total | 4,884,911 | 47,467 | 47.86 % | 1,006 | 4,856 |
| Otic McAllister | 159,241 | 1,205 | 58.08 % | 29 | 10 | | | | | | |
| Total | 4,884,911 | 47,467 | 47.86 % | 1,006 | | | | | | | |

Sales by Item

Year

2018201920202021

Company

All

Salesperson

All

Area

All

Customer Group

All

Item Category

All

Item

All

Net Sales

4.88M

Sales Qty

47.47K

Item Category

Miscellaneous

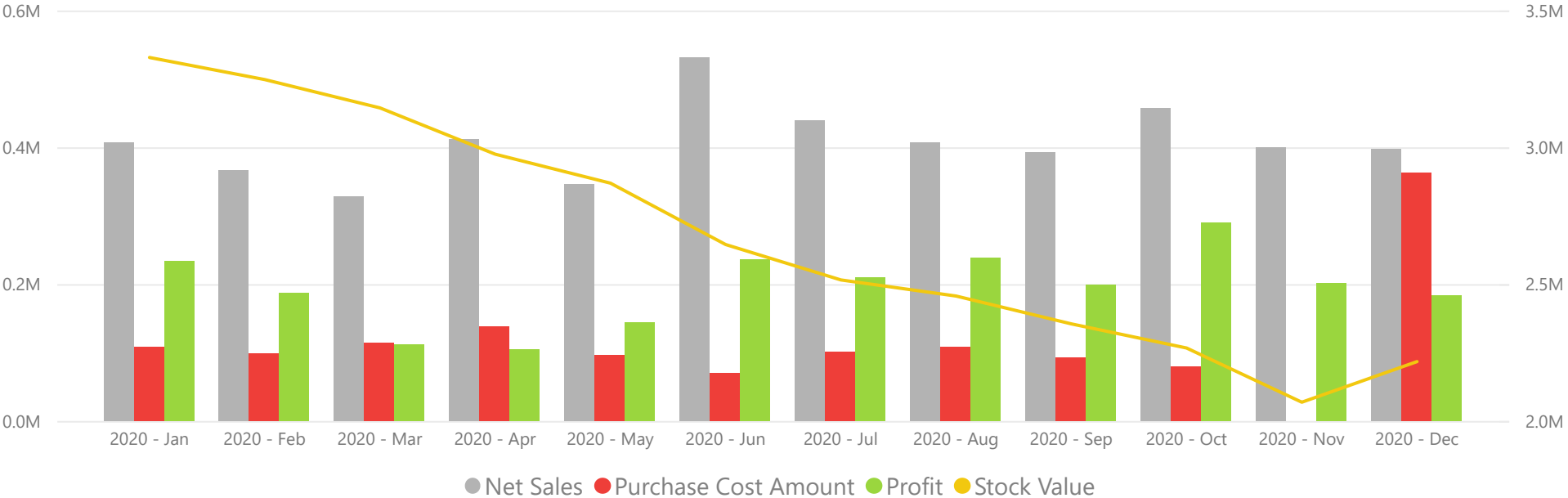
Av. Sales Price

102.91

Stock Value

2.22M

Sales Composition by Month



| Sales by Item | | | | | |
|-----------------------|-----------|-----------|----------|-------|-----------|
| Item | Net Sales | Sales Qty | Profit % | Deals | Days Sale |
| Touring Bicycle | 826,271 | 229 | 100.19 % | 24 | |
| ATHENS Euro Chair | 383,114 | 600 | 23.40 % | 51 | 3 |
| SAPPORO Whiteboard | 380,416 | 421 | 19.00 % | 44 | 3 |
| CALGARY Whiteboard | 270,970 | 308 | 25.32 % | 32 | 15 |
| ALBERTVILLE Whiteb... | 250,426 | 276 | 26.87 % | 29 | |
| ATLANTA Whiteboard | 229,531 | 260 | 18.14 % | 28 | 12 |
| SARAJEVO Whiteboard | 214,505 | 233 | 25.74 % | 24 | 9 |
| GRENOBLE Whiteboa... | 176,244 | 194 | 18.87 % | 22 | 6 |
| Bicycle | 124,964 | 30 | 92.61 % | | |
| Front Wheel | 113,700 | 126 | 87.02 % | 14 | 4 |
| INNSBRUCK Storage ... | 100,340 | 397 | 36.43 % | 42 | 3 |
| PARIS Guest Chair | 92,637 | 750 | 22.38 % | 74 | 2 |
| Total | 4,884,911 | 47,467 | 47.86 % | 1,006 | |

| Stock by Location | | | | | |
|-------------------|--------|--------|--------|--------|--------|
| Av. Stock Qty | Q1 | Q2 | Q3 | Q4 | Total |
| LOC 1 | 47,313 | 44,625 | 41,990 | 39,922 | 43,449 |
| LOC 2 | 29,485 | 30,198 | 30,002 | 28,667 | 29,587 |
| LOC 3 | 11,901 | 11,837 | 11,731 | 11,093 | 11,639 |
| Total | 88,699 | 86,660 | 83,723 | 79,682 | 84,675 |

| Sales by Item Category | | | | | |
|------------------------|-----------|-----------|----------|-------|----------|
| Item Category | Net Sales | Sales Qty | Profit % | Deals | Av. Deal |
| FURNITURE | 2,819,871 | 13,112 | 25.36 % | 696 | 4,052 |
| SPORT | 1,203,555 | 7,691 | 92.54 % | 516 | 2,332 |
| HARDWARE | 622,341 | 24,826 | 63.83 % | 966 | 644 |
| SOFTWARE | 239,143 | 1,838 | 46.66 % | 186 | 1,286 |
| Total | 4,884,911 | 47,467 | 47.86 % | 1,006 | 4,856 |

Purchase

Year

2018201920202021

Company

All

Vendor

All

Item

All

Purchase Cost

1.37M

Purchase Qty

30.26K

Profit %

36

Stock left for days

269

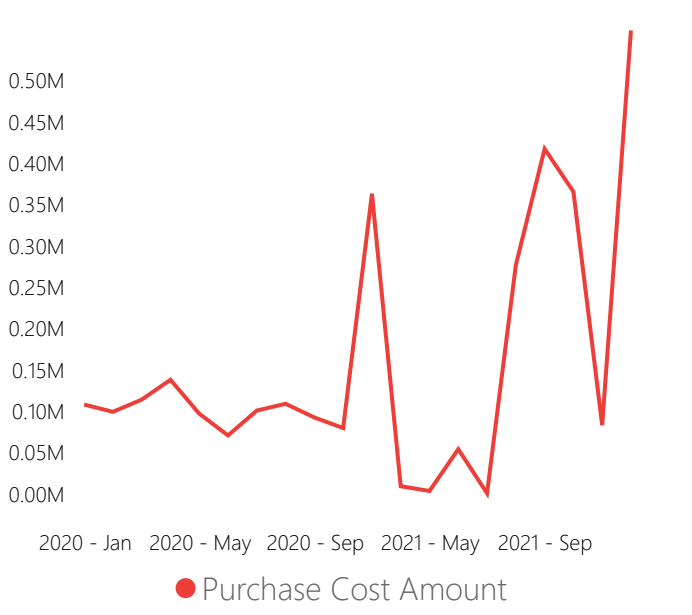
Av. Daily Sales Cost

8.24K

Profit %

47.86 %

Purchase Cost



Purchase by Vendor

| Vendor Name | Purch Cost | No of Invoices | Payables Balance |
|-------------------|------------|----------------|------------------|
| Transporte Roas | 367,184 | 26 | 626,147 |
| Groene Kater ... | 58,332 | 33 | 44,697 |
| Kradolf Zimme... | 49,297 | 33 | 9,901 |
| Kinnareds Träi... | 47,923 | 32 | 3,584 |
| KDHSL99 Sdn ... | 46,346 | 35 | 2,942 |
| Mundersand C... | 40,982 | 45 | |
| OakvilleWorld | 40,932 | 29 | 5,202 |
| IVERKA POHIS... | 40,150 | 25 | 5,580 |
| Cronus Cardox... | 39,484 | 42 | 2,276 |
| Technische Bet... | 39,107 | 32 | 15,847 |
| Belle et Belle | 38,882 | 22 | 9,432 |
| Svensk Möbelt... | 36,201 | 38 | 13,012 |
| Sägewerk Mitt... | 36,172 | 36 | 20,225 |
| Hurdir HF | 34,697 | 26 | 902 |
| Comacvle | 32,448 | 32 | |
| Total | 1,368,... | 988 | 881,005 |

Purchase by Date

| Month | Purch Cost | Avg. Price | No of Invoices | Purch. Vendors |
|------------|------------|------------|----------------|----------------|
| 2020 - Jan | 107,776 | 31.45 | 106 | 35 |
| 2020 - Feb | 98,907 | 38.32 | 77 | 34 |
| 2020 - Mar | 113,712 | 41.41 | 139 | 33 |
| 2020 - Apr | 137,705 | 30.43 | 117 | 31 |
| 2020 - May | 96,670 | 38.93 | 84 | 31 |
| 2020 - Jun | 70,334 | 29.35 | 106 | 32 |
| 2020 - Jul | 100,474 | 32.46 | 94 | 32 |
| 2020 - Aug | 108,668 | 28.51 | 86 | 30 |
| 2020 - Sep | 92,073 | 34.82 | 81 | 33 |
| 2020 - Oct | 79,289 | 31.12 | 95 | 32 |
| 2020 - Dec | 363,088 | | 3 | 3 |
| Total | 1,368,... | 45.23 | 988 | 36 |

| Stock Value by Location | | | | | Purchase by Item | | | | | | | | | | | |
|----------------------------|-----------|-----------|-----------|-----------|--------------------|--------------------|------------------|-----------|------------|-----------|----------|-----------------|---------------------|-----------|-----------|----------------|
| Stock Value | Q1 | Q2 | Q3 | Q4 | Item | Vendor | Purch Cost | Purch Qty | Last Price | Stock Qty | Profit % | Avg Daily Sales | Stock left for days | Net Sales | Sales Qty | Days Last Sale |
| LOC 1 | 1,259,128 | 1,081,215 | 981,980 | 911,347 | SAPPORO Whiteb... | Transporte Roas | 36,091 | | | 507 | 19.00 % | 10 | 29 | 380,416 | 421 | 3 |
| LOC 2 | 1,252,137 | 1,021,649 | 917,132 | 857,526 | CALGARY Whiteb... | Transporte Roas | 33,749 | | | 356 | 25.32 % | 9 | 24 | 270,970 | 308 | 15 |
| LOC 3 | 632,729 | 541,817 | 455,613 | 448,017 | ALBERTVILLE Whi... | Transporte Roas | 32,637 | 14 | 1,941 | 296 | 26.87 % | 10 | 18 | 250,426 | 276 | |
| Total | 3,143,993 | 2,644,681 | 2,354,725 | 2,216,891 | ATLANTA Whiteb... | Transporte Roas | 27,228 | 4 | 6,418 | 359 | 18.14 % | 9 | 25 | 229,531 | 260 | 12 |
| Purchase Value by Location | | | | | ATHENS Euro Chair | Transporte Roas | 24,301 | | | 677 | 23.40 % | 12 | 17 | 383,114 | 600 | 3 |
| Purchase | Q1 | Q2 | Q3 | Q4 | Total | SARAJEVO White... | Transporte Roas | 23,468 | 4 | 5,477 | 250 | 25.74 % | 11 | 214,505 | 233 | 9 |
| LOC 1 | 104,108 | 92,638 | 75,820 | 129,833 | 402,399 | CALGARY Whiteb... | Sägewerk Mitt... | 14,420 | 37 | 390 | 356 | 25.32 % | 9 | 270,970 | 308 | 15 |
| LOC 2 | 175,332 | 157,423 | 156,844 | 213,379 | 702,978 | GRENOBLE White... | Transporte Roas | 14,176 | | 248 | 18.87 % | 10 | 16 | 176,244 | 194 | 6 |
| LOC 3 | 40,954 | 54,648 | 68,552 | 99,166 | 263,319 | ALBERTVILLE Whi... | Belle et Belle | 14,030 | 36 | 390 | 296 | 26.87 % | 10 | 250,426 | 276 | |
| Total | 320,395 | 304,709 | 301,215 | 442,377 | 1,368,696 | | | | | | | | | | | |
| | | | | | | Total | 1,368,... | 30,2... | 4,596 | 73,602 | 47.86 % | 154 | 269 | 4,884,911 | 47,467 | |

Receivables

Year

2018 2019 2020 2021

Company

All

Customer Group

All

Customer

All

Receivables Balance

1.75M

Receivables Overdue

925.49K

Overdue %

52.90 %

Change Receivables

730.97K

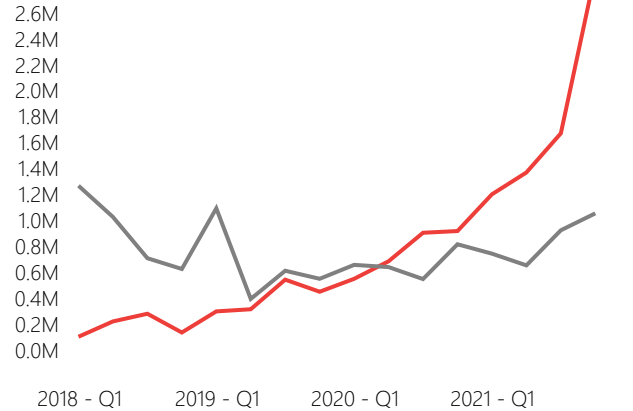
Receivables Docs

1.20K

Net Sales

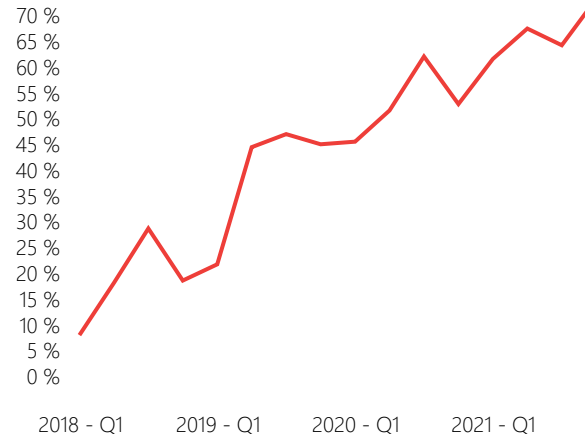
4.88M

Receivables Balance



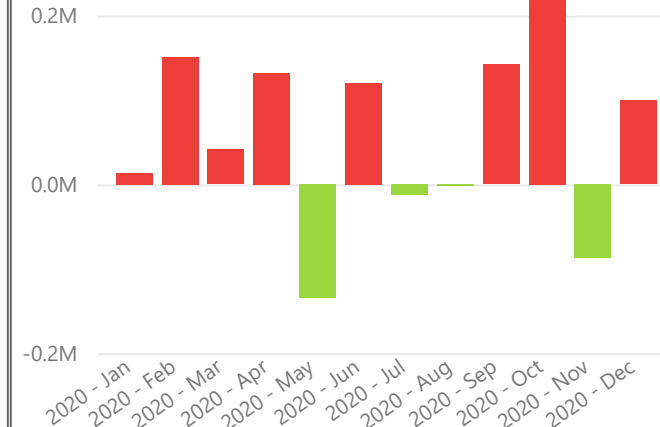
● Before due - Recei... ● Overdue - Receiva...

Receivables Overdue



● Receivables Overdue %

Receivables Change



Receivables by Date

| Year | Receivables Balance | Overdue % | Pay. Terms | Overdue Days | Net Sales |
|--------------|---------------------|----------------|------------|--------------|------------------|
| 2020 | 1,749,472 | 52.90 % | 25 | 171 | 4,884,911 |
| 2020 - Jan | 1,032,430 | 52.42 % | 24 | 116 | 406,676 |
| 2020 - Feb | 1,183,107 | 46.83 % | 24 | 111 | 366,533 |
| 2020 - Mar | 1,224,394 | 45.63 % | 25 | 123 | 328,492 |
| 2020 - Apr | 1,356,224 | 40.18 % | 28 | 120 | 412,101 |
| 2020 - May | 1,222,327 | 50.34 % | 25 | 145 | 346,309 |
| 2020 - Jun | 1,342,139 | 51.66 % | 22 | 143 | 530,841 |
| 2020 - Jul | 1,329,473 | 61.72 % | 21 | 153 | 439,299 |
| 2020 - Aug | 1,327,229 | 63.87 % | 20 | 161 | 406,479 |
| 2020 - Sep | 1,469,132 | 62.10 % | 23 | 178 | 393,243 |
| 2020 - Oct | 1,737,429 | 60.92 % | 29 | 162 | 457,498 |
| 2020 - Nov | 1,650,192 | 59.26 % | 29 | 182 | 399,704 |
| 2020 - Dec | 1,749,472 | 52.90 % | 24 | 186 | 397,737 |
| Total | 1,749,472 | 52.90 % | 25 | 171 | 4,884,911 |

Receivables by Customer

| Customer Name | Receivables Balance | Overdue % | Pay. Terms | Overdue Days | Net Sales |
|-----------------------|---------------------|----------------|------------|--------------|------------------|
| Klubben | 142,506 | 2.46 % | 15 | 137 | 171,995 |
| Designstudio Gmun... | 92,703 | 10.31 % | 32 | -1 | 187,003 |
| Englunds Kontorsm... | 90,676 | 8.61 % | 20 | 25 | 143,802 |
| Meersen Meubelen | 87,807 | 100.00 % | 12 | 174 | 115,144 |
| Centromerkur d.o.o. | 75,124 | 91.78 % | 18 | 161 | 96,970 |
| John Haddock Insur... | 71,138 | 6.85 % | 38 | 109 | 125,804 |
| BYT-KOMPLET s.r.o. | 64,087 | 100.00 % | | 695 | |
| Hotel Pferdesee | 63,473 | 19.87 % | 34 | 53 | 192,504 |
| Lovina Contractors | 61,641 | 62.43 % | 21 | 383 | 156,912 |
| Gagn & Gaman | 59,006 | 81.56 % | 16 | 1 | 263,453 |
| Nieuwe Zandpoort ... | 58,453 | 26.33 % | 44 | 49 | 161,186 |
| London Light Comp... | 57,130 | 100.00 % | | 541 | -106 |
| Afrifield Corporation | 50,896 | | 41 | 0 | 143,643 |
| Total | 1,749,472 | 52.90 % | 25 | 171 | 4,884,... |

Receivables by Segment & Currency

| Customer Group | Receivables Balance | Change | Overdue % |
|-----------------|---------------------|----------------|----------------|
| DOMESTIC | 281,722 | 131,797 | 36.32 % |
| N/A | 281,722 | 131,797 | 36.32 % |
| FOREIGN | 1,467,750 | 599,168 | 56.08 % |
| USD | 96,170 | | 15.77 % |
| N/A | 1,371,580 | 599,168 | 58.91 % |
| Total | 1,749,472 | 730,965 | 52.90 % |

Payables

Year

2018 2019 2020 2021

Company

All

Vendor Group

All

Vendor

All

Payables Balance

881.01K

Payables Overdue

201.92K

Overdue %

22.92 %

Change Payables

-39.79K

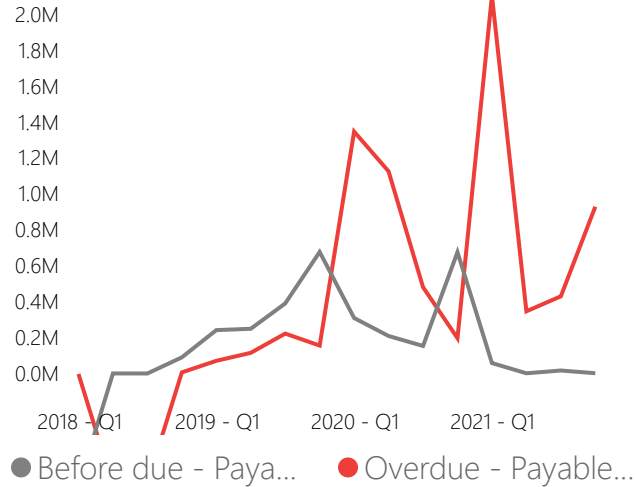
Payables Docs

1.08K

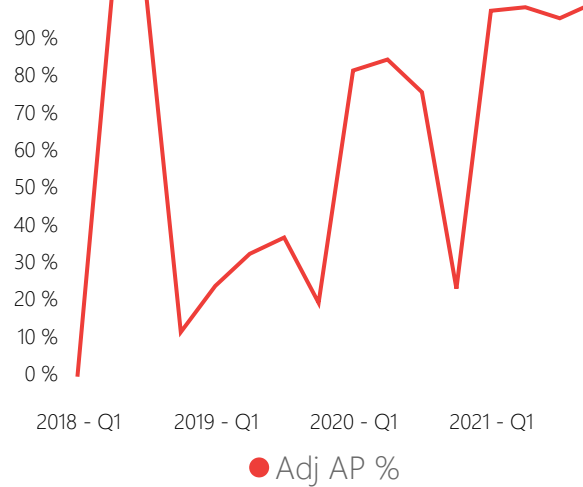
Purchase Cost

1.37M

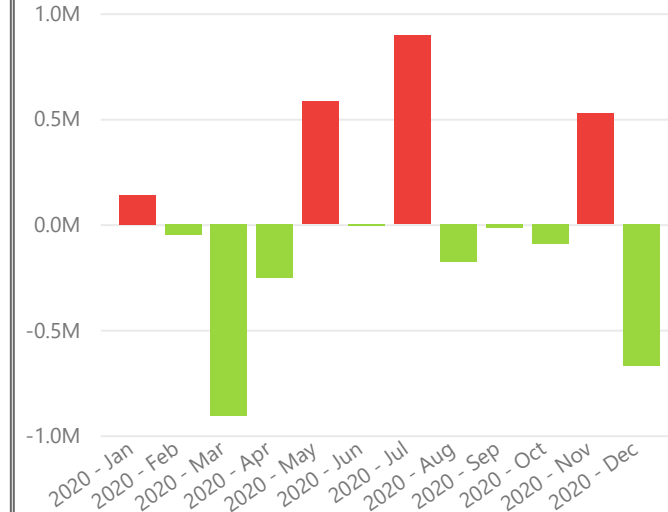
Payables Balance



Payables Overdue



Payables Change



Payables by Date

| Year | Payables Balance | Overdue % | Pay. Terms | Overdue Days | Purchase Cost |
|--------------|------------------|----------------|------------|--------------|------------------|
| 2020 | 881,005 | 22.92 % | 22 | -85 | 1,368,696 |
| 2020 - Jan | 702,084 | 68.31 % | 20 | -26 | 107,776 |
| 2020 - Feb | 751,993 | 72.17 % | 20 | -40 | 98,907 |
| 2020 - Mar | 1,661,812 | 81.11 % | 20 | -19 | 113,712 |
| 2020 - Apr | 1,916,963 | 69.66 % | 21 | -16 | 137,705 |
| 2020 - May | 1,334,805 | 12.08 % | 23 | -20 | 96,670 |
| 2020 - Jun | 1,341,363 | 84.04 % | 22 | -36 | 70,334 |
| 2020 - Jul | 447,610 | 45.99 % | -17 | -92 | 100,474 |
| 2020 - Aug | 627,034 | 52.55 % | 24 | -65 | 108,668 |
| 2020 - Sep | 643,803 | 75.33 % | 21 | -63 | 92,073 |
| 2020 - Oct | 736,537 | 79.99 % | 2 | -71 | 79,289 |
| 2020 - Nov | 212,271 | 98.08 % | 20 | -111 | |
| 2020 - Dec | 881,005 | 22.92 % | 20 | -234 | 363,088 |
| Total | 881,005 | 22.92 % | 22 | -85 | 1,368,696 |

Payables by Vendor

| Vendor Name | Payables Balance | Overdue % | Pay. Terms | Overdue Days | Purchase Cost |
|----------------------|------------------|----------------|------------|--------------|------------------|
| Transporte Roas | 626,147 | | 20 | -2 | 367,184 |
| Groene Kater BVBA | 44,697 | 39.97 % | 20 | -67 | 58,332 |
| Sägewerk Mittersill | 20,225 | 100.00 % | 20 | -164 | 36,172 |
| Matter Transporte | 19,596 | 6.25 % | 20 | -1 | 9,933 |
| Technische Betrie... | 15,847 | 100.00 % | 20 | -191 | 39,107 |
| Overschrijd de Gr... | 15,815 | 100.00 % | 20 | -405 | 14,983 |
| Paul Brettschneid... | 14,933 | 100.00 % | 20 | -3 | |
| Svensk Möbeltex... | 13,012 | 100.00 % | 20 | -208 | 36,201 |
| Stilmöbler as | 11,217 | 100.00 % | 20 | -93 | 18,181 |
| JB-Spedition | 10,906 | 78.14 % | 20 | -132 | 22,612 |
| TON s.r.o. | 9,953 | 99.68 % | 20 | -122 | 18,604 |
| Kradolf Zimmerd... | 9,901 | 100.00 % | 21 | -248 | 49,297 |
| Belle et Belle | 9,432 | 57.75 % | 20 | -151 | 38,882 |
| Total | 881,005 | 22.92 % | 22 | -85 | 1,368,696 |

Payables by Segment & Currency

| Vendor Group | Payables Balance | Change | Overdue % |
|-----------------|------------------|----------------|-----------------|
| FOREIGN | 870,680 | -77,722 | 22.01 % |
| USD | 691,221 | -252,348 | 4.49 % |
| N/A | 152,910 | 177,097 | 100.00 % |
| CHF | 25,533 | -2,774 | 28.05 % |
| DKK | 433 | -61 | |
| ZAR | 400 | 207 | 100.00 % |
| MAD | 93 | 8 | 100.00 % |
| CZK | 65 | -2 | |
| ISK | 16 | -16 | 100.00 % |
| SIT | 11 | 11 | 100.00 % |
| MYR | | 156 | |
| DOMESTIC | 10,325 | 37,927 | 100.00 % |
| N/A | 10,325 | 37,927 | 100.00 % |
| Total | 881,005 | -39,794 | 22.92 % |

P&L Statement

Year

2018

2019

2020

2021

Quarter

Q1

Q2

Q3

Q4

Company

UK 2009

▼

Country

All

▼

| Year | 2020 | | | | 2021 | | | |
|----------------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|----------------------|
| | 2020 - Q1 | 2020 - Q2 | 2020 - Q3 | 2020 - Q4 | 2021 - Q1 | 2021 - Q2 | 2021 - Q3 | 2021 - Q4 |
| Target 1 | 1,110,515 | 1,312,457 | 1,248,933 | 1,267,488 | 1,834,976 | 1,626,446 | 1,742,845 | 2,503,587 |
| Net Sales | <div>1,101,701</div> | <div>1,289,251</div> | <div>1,239,021</div> | <div>1,254,938</div> | <div>1,824,032</div> | <div>1,613,537</div> | <div>1,751,603</div> | <div>2,461,738</div> |
| Cost of Sales | 570,040 | 804,241 | 592,299 | 580,501 | 711,299 | 474,352 | 483,376 | 1,182,203 |
| Gross Profit | 531,661 | 485,010 | 646,722 | 674,437 | 1,112,733 | 1,139,186 | 1,268,227 | 1,279,535 |
| Target 2 | 50.00 % | 50.00 % | 50.00 % | 50.00 % | 50.00 % | 50.00 % | 50.00 % | 50.00 % |
| Gross Profit % | <div>48.26 %</div> | <div>37.62 %</div> | <div>52.20 %</div> | <div>53.74 %</div> | <div>61.00 %</div> | <div>70.60 %</div> | <div>72.40 %</div> | <div>51.98 %</div> |
| Research and development | 103,560 | 105,719 | 115,229 | 101,650 | 164,163 | 151,673 | 157,644 | 238,789 |
| Sales and marketing | 59,492 | 58,016 | 63,190 | 74,041 | 76,609 | 80,677 | 82,325 | 145,243 |
| General and administrative | 22,034 | 32,231 | 27,258 | 25,099 | 38,305 | 35,498 | 35,032 | 54,158 |
| Target 3 | 388,680 | 459,360 | 437,126 | 443,621 | 642,242 | 569,256 | 609,996 | 876,256 |
| Operating Profit | <div>346,575</div> | <div>289,044</div> | <div>441,044</div> | <div>473,647</div> | <div>833,656</div> | <div>871,339</div> | <div>993,225</div> | <div>841,345</div> |
| Operating Profit % | 31.46 % | 22.42 % | 35.60 % | 37.74 % | 45.70 % | 54.00 % | 56.70 % | 34.18 % |
| Other income | 4,407 | 10,314 | 6,195 | 6,275 | 5,472 | 12,908 | 7,006 | 9,847 |
| Income before taxes | 342,168 | 278,730 | 434,849 | 467,372 | 828,184 | 858,430 | 986,219 | 831,498 |
| Provision for taxes (19%) | 65,012 | 52,959 | 82,621 | 88,801 | 157,355 | 163,102 | 187,382 | 157,985 |
| Net Income | 277,156 | 225,771 | 352,228 | 378,571 | 670,829 | 695,328 | 798,837 | 673,514 |
| Net Income % | 25.16 % | 17.51 % | 28.43 % | 30.17 % | 36.78 % | 43.09 % | 45.61 % | 27.36 % |
| Targets Met | <div>0</div> | <div>0</div> | <div>2</div> | <div>2</div> | <div>2</div> | <div>2</div> | <div>3</div> | <div>1</div> |