

	2018	2019	2020	2021	2022	Total
gross_sales_amount	\$58.32M	\$209.06M	\$535.95M	\$1,664.64M	\$7,370.14M	\$9,838.11M
net_invoice_sales_amount	\$44.40M	\$161.62M	\$411.25M	\$1,272.13M	\$5,643.13M	\$7,532.54M
post_invoice_deductions_amount	\$10.66M	\$29.72M	\$95.85M	\$281.64M	\$1,243.54M	\$1,661.40M
post_invoice_other_deductions_amount	\$4.63M	\$20.53M	\$47.43M	\$166.65M	\$663.42M	\$902.65M
net_sales_amount	\$29.11M	\$111.37M	\$267.98M	\$823.85M	\$3,736.17M	\$4,968.48M

region, market

All

customer

All

segment, category, pr...

All

2019

2020

2021

2022

Est

Q1

Q2

Q3

Q4

YTD

YTG



\$267.98M✓
LY: \$111.37M (+140.61%)
Net Sales

37.10%!
LY: 41.20% (-9.95%)
GM %

-0.85%!
LY: 0.02 (-138.68%)
Net Profit %

Profit and Loss Statement

Line Item	2020	LY	YoY Chg	YoY Chg %
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	95.85	29.72	66.13	222.51
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
GM / Unit	4.79	4.25	0.53	12.49
Operational Expense	-101.71	-43.43	-58.28	134.21
Net Profit	-2.29	2.46	-4.75	-193.08
Net Profit %	-0.85	2.21	-3.06	-138.68

Net Sales Performance Over Time



Top / Bottom Products & Customers by Net Sales

region	P & L values	P & L YoY Chg %
APAC	147.98	107.48
EU	55.79	224.03
LATAM	2.00	141.89
NA	62.21	182.70
Total	267.98	140.61

segment	P & L values	P & L YoY Chg %
Accessories	66.23	136.21
Desktop	0.95	0.00
Networking	26.22	51.00
Notebook	86.39	166.63
Peripherals	60.63	207.22
Storage	27.56	99.17
Total	267.98	140.61

region, market

segment, cat...

customer

All

All

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

YTG

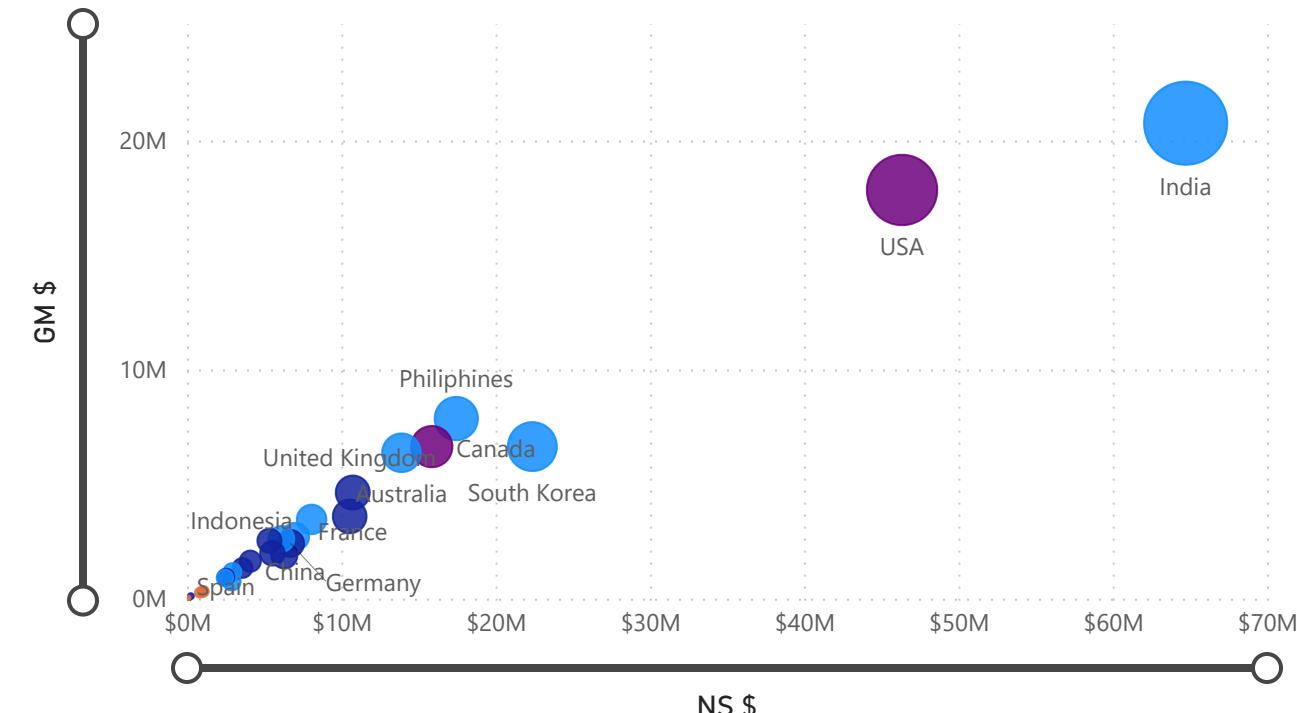
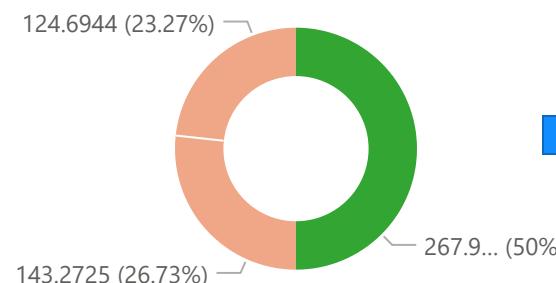
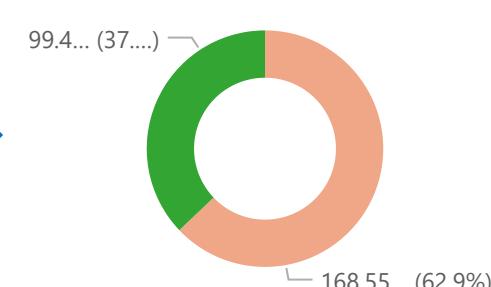
customer NS \$ GM \$ GM %

Amazon	\$49.8M	18.9M	37.96%
Atliq e Store	\$31.7M	11.9M	37.47%
AltiQ Exclusive	\$20.3M	9.7M	48.02%
Flipkart	\$10.9M	3.7M	33.54%
Sage	\$8.3M	2.6M	31.22%
Ebay	\$8.1M	2.8M	34.34%
Leader	\$7.7M	2.0M	26.36%
Synthetic	\$5.8M	2.5M	44.23%
Novus	\$4.9M	2.0M	41.28%
Electricalsociety	\$4.6M	1.5M	33.77%
Neptune	\$4.4M	1.7M	38.66%
Expression	\$3.9M	1.2M	31.95%
Acclaimed Stores	\$3.7M	1.4M	37.09%
Staples	\$3.7M	1.5M	39.99%
Costco	\$3.6M	1.4M	39.59%
walmart	\$3.4M	1.3M	37.43%
Electricalslytical	\$3.4M	0.9M	27.32%
Reliance Digital	\$3.4M	1.2M	36.36%

Total **\$268.0M** **99.4M** **37.10%**

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

region ● APAC ● EU ● LATAM ● NA


● Net Sales ● Total Post Invoic... ● Pre Invoice ...

● Total COGS ● Gross Margin


segment NS \$ GM \$ GM %

Storage	\$27.6M	9.9M	36.05%
Desktop	\$0.9M	0.3M	36.47%
Accessories	\$66.2M	24.6M	37.07%
Notebook	\$86.4M	32.0M	37.08%
Peripherals	\$60.6M	22.7M	37.47%
Networking	\$26.2M	9.8M	37.51%
Total	\$268.0M	99.4M	37.10%

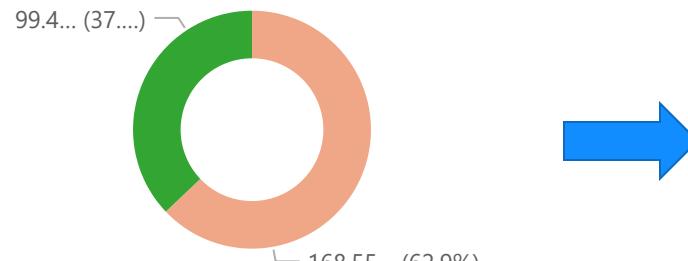
region market customer

All All All

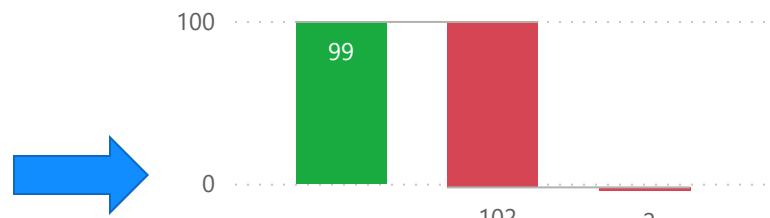
2019 2020 2021 2022 Est Q1 Q2 Q3 Q4 YTD YTG

segment	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
Accessories	\$66.2M	24.6M	37.07%	-0.56M	-0.85%
Batteries	\$0.3M	0.1M	36.35%	-0.01M	-1.68%
Keyboard	\$41.4M	15.3M	37.00%	-0.39M	-0.95%
Mouse	\$24.5M	9.1M	37.21%	-0.17M	-0.68%
Desktop	\$0.9M	0.3M	36.47%	-0.03M	-2.88%
Personal Desktop	\$0.9M	0.3M	36.47%	-0.03M	-2.88%
Networking	\$26.2M	9.8M	37.51%	-0.12M	-0.47%
Wi fi extender	\$26.2M	9.8M	37.51%	-0.12M	-0.47%
Notebook	\$86.4M	32.0M	37.08%	-0.79M	-0.92%
Business Laptop	\$38.5M	14.2M	36.83%	-0.42M	-1.10%
Gaming Laptop	\$14.5M	5.4M	37.31%	-0.14M	-0.96%
Personal Laptop	\$33.3M	12.4M	37.27%	-0.23M	-0.69%
Peripherals	\$60.6M	22.7M	37.47%	-0.29M	-0.48%
Graphic Card	\$16.0M	5.9M	36.88%	-0.17M	-1.06%
Internal HDD	\$5.4M	2.0M	37.63%	-0.02M	-0.31%
MotherBoard	\$1.9M	0.7M	37.22%	-0.01M	-0.72%
Processors	\$37.3M	14.1M	37.71%	-0.09M	-0.25%
Total	\$268.0M	99.4M	37.10%	-2.29M	-0.85%

Total COGS Gross Margin



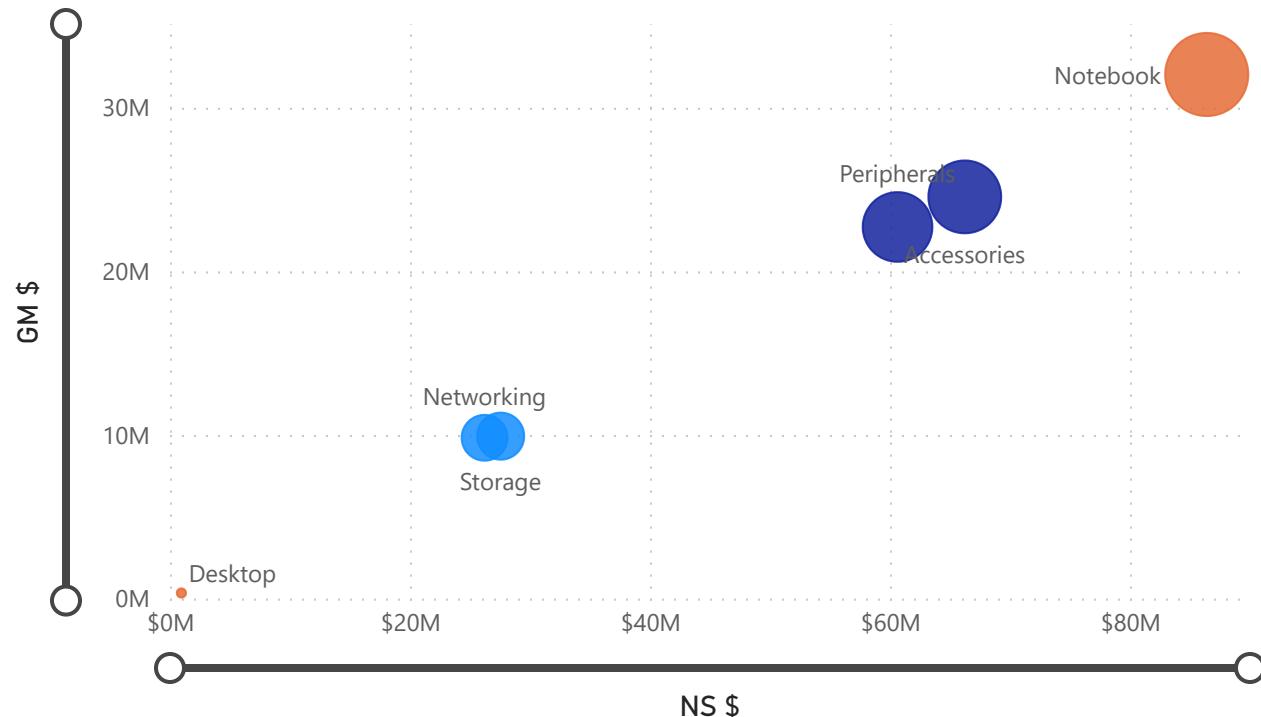
Increase Decrease



Gross Margin Operational Expense Net Profit

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

division N & S P & A PC



region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
APAC	\$148.0M	53.2M	35.97%	-1.52M	-1.03%
EU	\$55.8M	21.1M	37.82%	0.35M	0.62%
LATAM	\$2.0M	0.6M	30.96%	0.00M	-0.08%
NA	\$62.2M	24.5M	39.35%	-1.11M	-1.79%
Total	\$268.0M	99.4M	37.10%	-2.29M	-0.85%