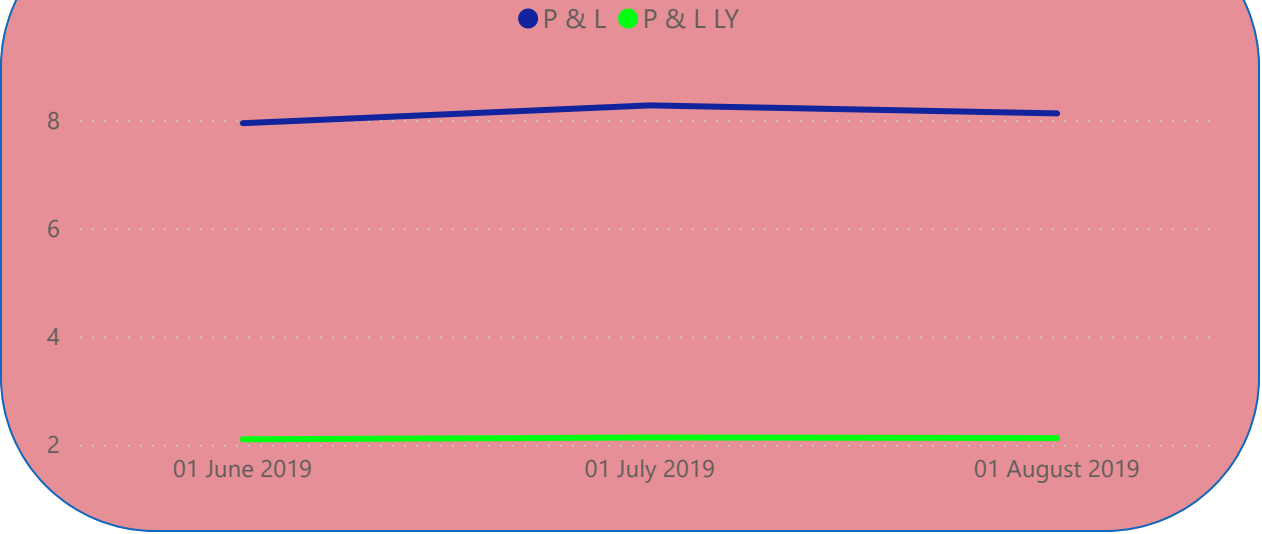


FISCAL YEAR

2018	2019	2020	2021	2022 EST
Q2	Q3	Q4	YTG	

Line Item	2019	LY	YoY change	YoY_%
Gross Sales	45.58	12.69	32.89	259.17
Pre Invoice Deduction	10.28	3.00	7.28	242.14
Net Invoice Sales	35.30	9.69	25.62	264.45
- Post Discounts	6.48	2.33	4.16	178.82
- Post Deductions	4.48	1.01	3.47	344.46
Total Post Invoice Deduction	10.97	3.33	7.63	228.92
Net Sales	24.34	6.35	17.99	283.10
- Manufacturing Cost	1.71	0.35	1.35	381.29
- Freight Cost	0.84	0.24	0.60	245.46
- Other Cost	0.16	0.03	0.13	420.39
Total COGS	2.70	0.63	2.08	330.75
Gross Margin	21.63	5.73	15.91	277.88
Gross Margin %	61.28	59.11	2.18	3.68
GM / Unit	1.85	0.41	1.44	355.73

Net Sales Performance over Time



market	P & L
Australia	1.04
Bangladesh	0.14
Brazil	0.12
Canada	1.27
China	0.35
France	1.17
Germany	0.73
India	8.26
Indonesia	0.66
Italy	0.85
Mexico	0.06
Netherlands	0.06
Pakistan	0.16
Philiphines	1.43
Poland	0.11
Portugal	0.22
South Korea	3.61

division	P & L
<b>N &amp; S</b>	
<b>Networking</b>	
Wi fi extender	3.75
<b>Storage</b>	
External Solid State Drives	3.08
<b>P &amp; A</b>	
<b>Accessories</b>	
Keyboard	3.90
Mouse	2.32
<b>Peripherals</b>	
Graphic Card	1.22
Internal HDD	0.54
MotherBoard	0.08
Processors	2.43
<b>PC</b>	
<b>Notebook</b>	
Business Laptop	2.49
Gaming Laptop	1.80

2018	2019	2020	2021	2022 EST
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customer	NS \$	Gross_margin \$	GM_%
Amazon	\$15.35M	\$13.72M	61.13%
AltIQ Exclusive	\$9.91M	\$8.86M	61.45%
Atliq e Store	\$9.15M	\$7.99M	60.00%
Sage	\$5.85M	\$5.53M	70.14%
Leader	\$5.82M	\$5.56M	71.26%
Flipkart	\$3.58M	\$3.28M	61.95%
Ebay	\$3.19M	\$2.91M	61.55%
Electricalsociety	\$2.87M	\$2.61M	64.15%
Synthetic	\$2.31M	\$2.13M	61.95%
Novus	\$2.28M	\$2.10M	62.20%
Electricalslytical	\$2.20M	\$2.01M	64.06%
Vijay Sales	\$2.12M	\$1.96M	65.82%
Croma	\$2.05M	\$1.90M	65.71%
Expression	\$2.01M	\$1.83M	64.59%
Reliance Digital	\$1.98M	\$1.82M	65.32%
Propel	\$1.96M	\$1.81M	65.57%
Viveks	\$1.91M	\$1.76M	65.84%
Girias	\$1.87M	\$1.73M	65.68%
Ezone	\$1.86M	\$1.72M	65.51%

region

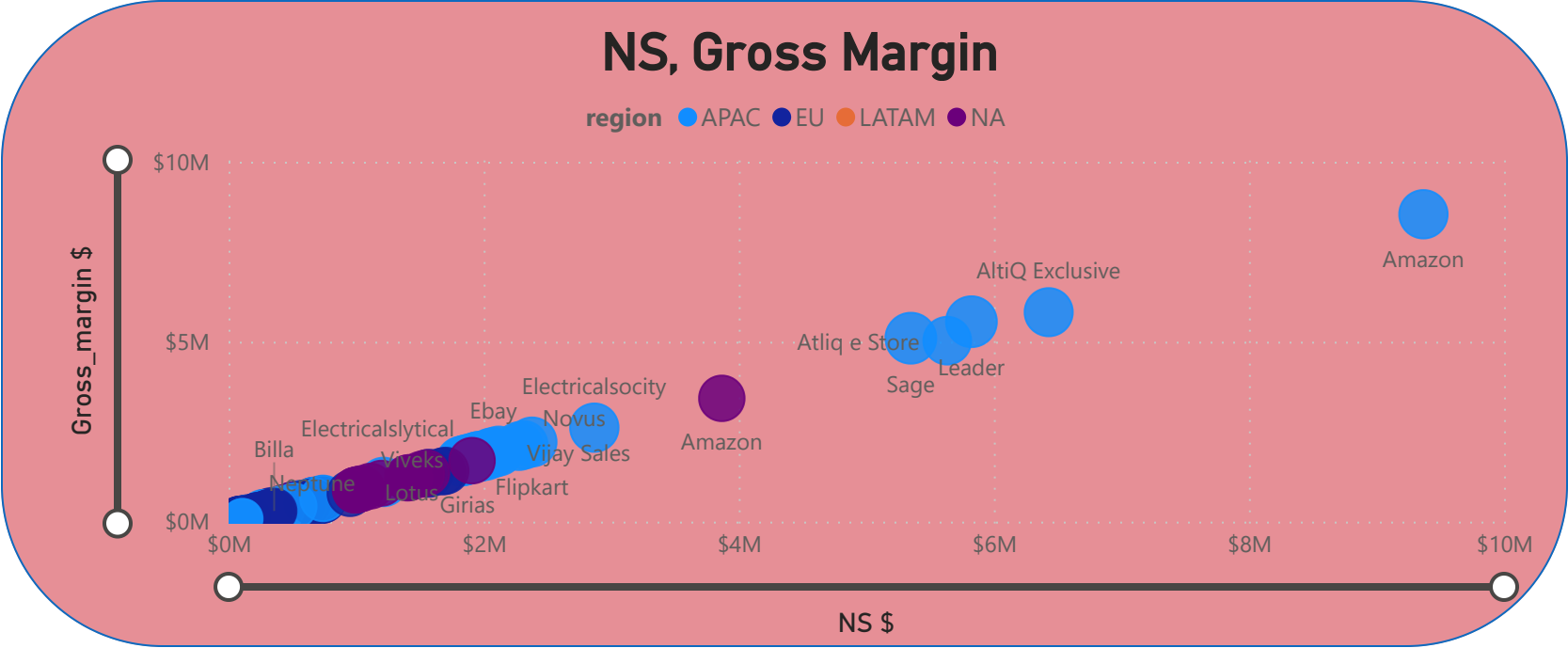
All

market

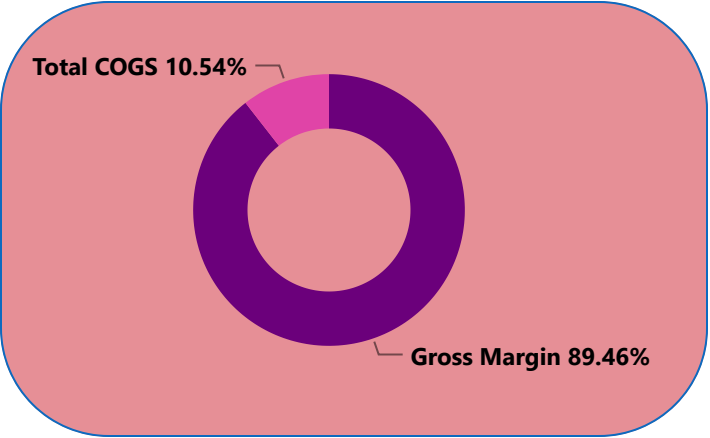
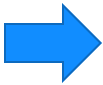
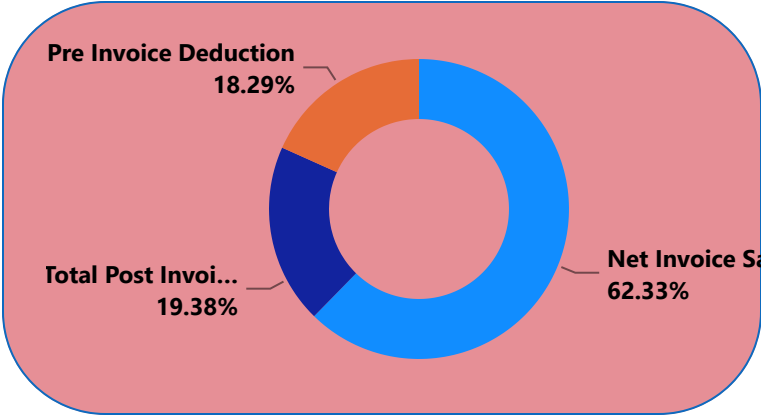
All

customer

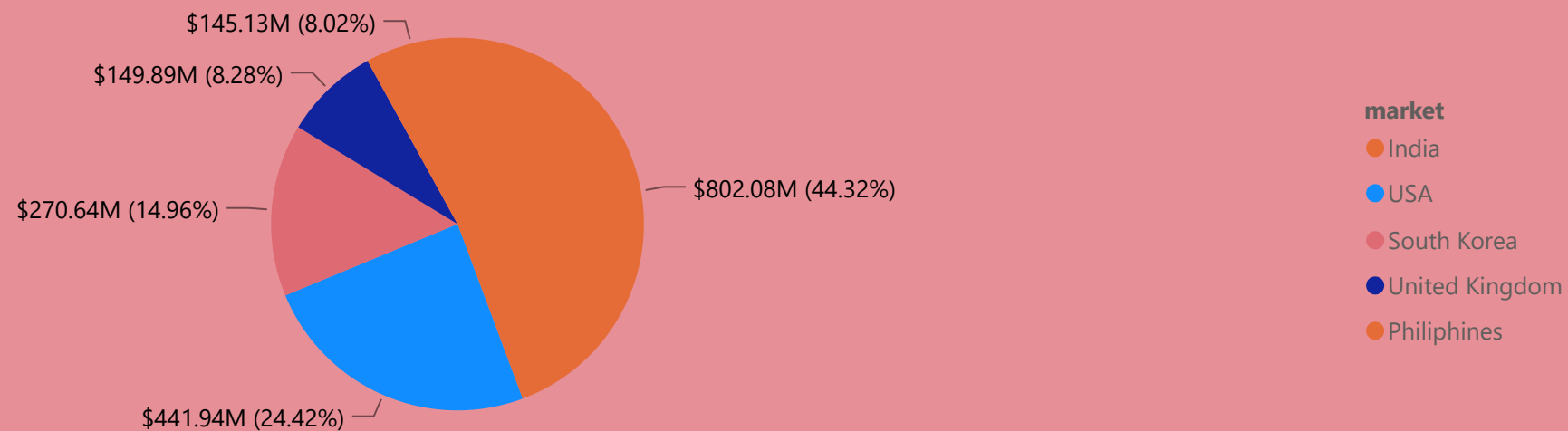
All



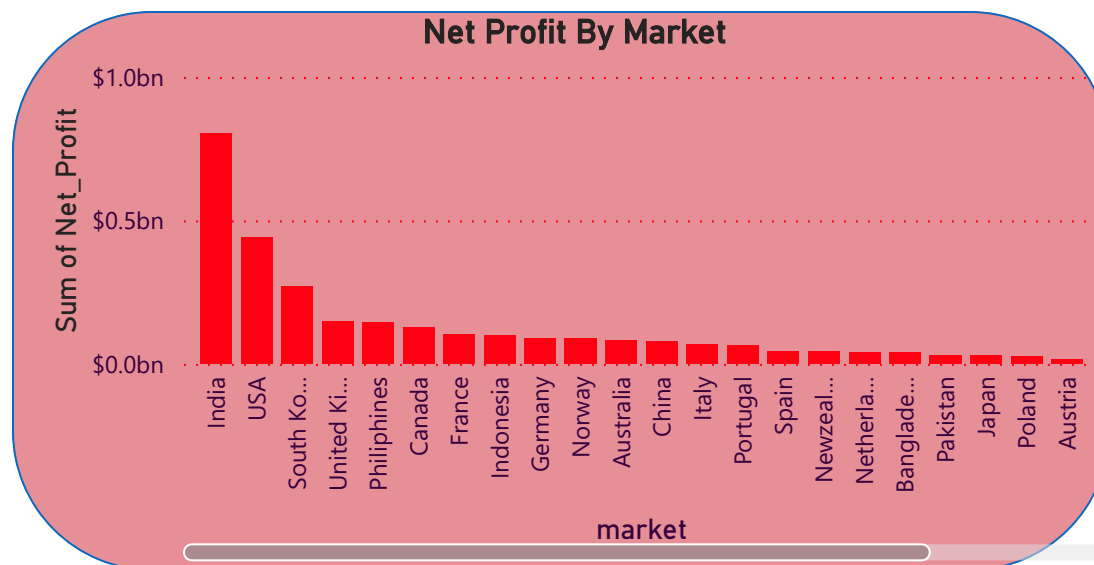
segment	NS \$	Gross_margin \$	GM_%
Storage	\$13.84M	\$13.23M	65.96%
Networking	\$17.36M	\$16.60M	65.82%
Accessories	\$28.04M	\$26.76M	65.75%
Peripherals	\$19.73M	\$18.27M	63.72%
Notebook	\$32.40M	\$24.78M	52.75%



## Sum of Net\_Profit by market



market	Sum of Net_Sales
Australia	\$16,69,87,700.2067
Canada	\$31,99,94,867.1719
China	\$18,62,60,353.7825
France	\$15,41,41,193.038
India	\$1,27,12,12,848.0661
Indonesia	\$13,28,94,446.7477
Philiphines	\$19,65,48,502.0518
South Korea	\$40,70,93,415.34
United Kingdom	\$23,39,09,068.9501
USA	\$97,07,52,523.8859
<b>Total</b>	<b>\$4,03,97,94,919.2407</b>



category	Sum of Gross_Sales
Batteries	\$15,65,14,097.4136
Business Laptop	\$1,83,49,12,009.3804
External Solid State Drives	\$28,06,32,719.747
Gaming Laptop	\$1,42,54,37,783.3316
Graphic Card	\$58,17,78,463.1787
Internal HDD	\$11,37,28,788.9061
Keyboard	\$84,28,37,210.3491
MotherBoard	\$23,82,49,592.3197
Mouse	\$59,37,87,988.4724
Personal Desktop	\$75,20,10,959.7376
Personal Laptop	\$1,38,95,07,066.626
Processors	\$1,34,81,66,894.55
USB Flash Drives	\$2,18,84,534.5377
Wi fi extender	\$25,86,58,117.552
<b>Total</b>	<b>\$9,83,81,06,226.1019</b>