



FILTERS

Select Benchmark (BM)

vs LY

vs Target

2019

2020

2021

2022 Est

Q1

Q2

Q3

Q4

YTD

YTG

BY REGION/COUNTRY

All

BY STORES/(S)

All

BY CATEGORY

All

Abbreviations

BM = Benchmark | LY=Last Year

GM = Gross Margin | NS = Net Sales

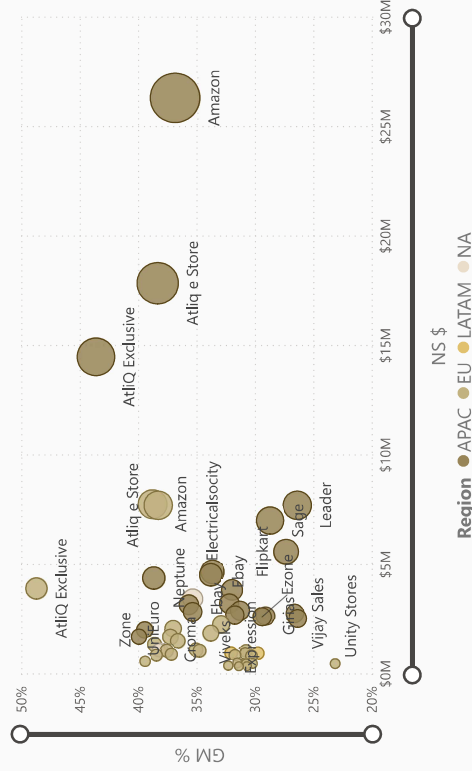
NP= Net Profit | Chg = Change

All values in Million \$

Net Sales Performance Over Time

Gross Margin%
Variance

0%

Pre Invoice Deduction
124.69 (23.27%)

Gross Margin 99.42

Total COGS 168.56

Net Sales 267.98 (50%)

Total Post Invoice Deduction
143.27 (26.73%)

Customer Performance

Product

Customer

Customer	NS \$	GM \$	GM %	Δ GM %
Amazon	\$49.77M	18.89M	37.96%	-8.68%
Atliq e Store	\$31.74M	11.89M	37.47%	-8.59%
AtliQ Exclusive	\$22.97M	10.52M	45.79%	-5.42%
Flipkart	\$10.92M	3.66M	33.54%	-3.75%
Ebay	\$8.15M	2.80M	34.34%	-19.35%
Sage	\$8.32M	2.60M	31.22%	-28.55%
Leader	\$7.73M	2.04M	26.36%	-45.22%
Neptune	\$4.41M	1.70M	38.66%	-16.07%
Electricalsociety	\$4.56M	1.54M	33.77%	-23.82%
Expression	\$3.86M	1.23M	31.95%	-20.01%
Reliance Digital	\$3.36M	1.22M	36.36%	-15.39%
Croma	\$3.19M	1.14M	35.65%	-21.73%
Propel	\$3.23M	1.04M	32.18%	-21.92%
Electricalslytical	\$3.41M	0.93M	27.32%	-33.99%
Viveks	\$2.92M	0.91M	31.25%	-21.90%
Lotus	\$2.72M	0.86M	31.71%	-21.62%
Total	\$211.40M	76.80M	36.33%	-14.70%