

All

Walmart

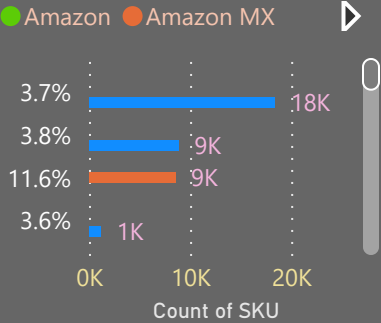
Amazon

Amazon MX

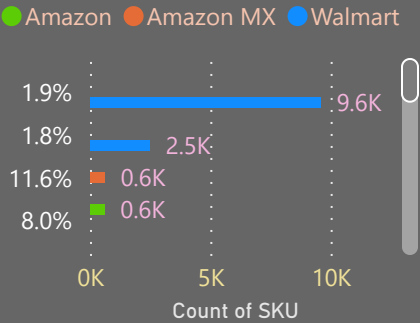
Grand Total

Company	Accessories	Cellphone	Console	Headphones	Laptop	Smartwatch	Tablet
<div>+ </div> Amazon	601	270		30	753	429	600
<div>+ </div> Amazon MX		8568				3035	612
<div>+ </div> Walmart	10863	29160	278	5	128	14159	12530
Total	11464	37998	278	35	881	17623	13742

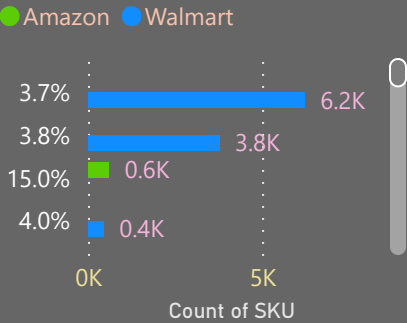
Cellphone



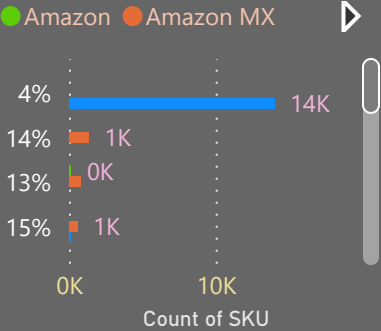
Tablet



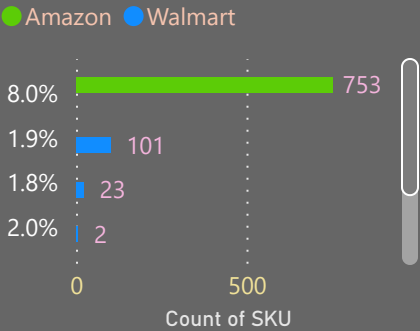
Accessories



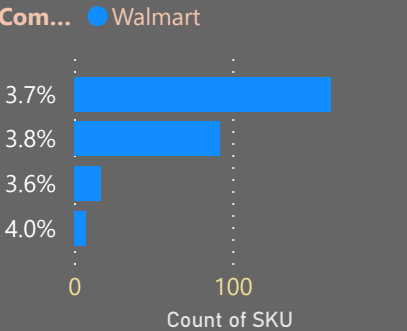
Smartwatch



Laptop



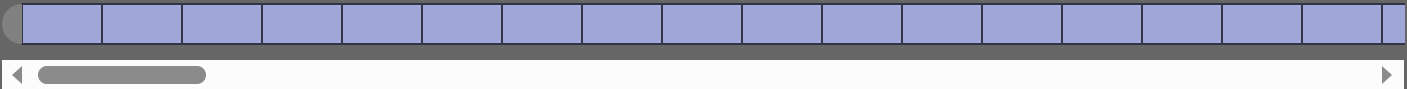
Console



M D

Day

Jan 1 2024 - May 17 2024



Total Sales

267M

Total Qty

1M

Product Sales by Channel

Channel	2022	2023	2024
			7,814
Amazon	7,396,064	5,004,269	303,627
Amazon CA	75,755	84,077	
Amazon MX	35,354	4,904,965	3,456,654
Back Market	3,686,135	710,224	174,669
BestBuy CA	19,560		
eBay	5,070,511	1,206,295	42,947
FBA	20,236,650	8,890,885	449,100
Groupon	686,925	397,200	43,275
KE Wholesale	536,343	502,158	36,177
Local Store	23,207	19,673	26,438
NewEgg		42,310	19,078
Reebelo		380,647	234,662
Shopify	289,321	20,767	630
Total	104,482,635	115,629,253	47,161,079

Product Sales

SKU	Qty	Sales	Item Cost
IPHONE.11-64GB-BLACK-U-K1	28,345	7,204,523	6,562,557
IPAD.6-32GB-SPACEGRAY	24,382	3,525,977	2,921,059
IPAD.6-32GB-SPACEGRAY-K1	20,859	2,768,059	2,047,078
IPHONE.XR-64GB-BLACK-U-K1	19,514	3,730,000	3,224,419
IPHONE.XR-64GB-BLACK-U	16,723	3,586,603	3,080,357
S3-42MM-GRAY-K1	16,488	1,563,180	1,146,052
S3-38MM-GRAY-K1	15,973	1,448,632	1,013,581
Total	1,243,370	267,261,932	228,705,039

- Category
- ☐ (Blank)

☐ Accessories

☐ Cellphone

☐ Console

☐ Headphones

☐ Kitting

☐ Laptop

☐ SmartWatch
- ☐ (Blank)

☐ Amazon

☐ Amazon CA

☐ Amazon MX

☐ Back Market

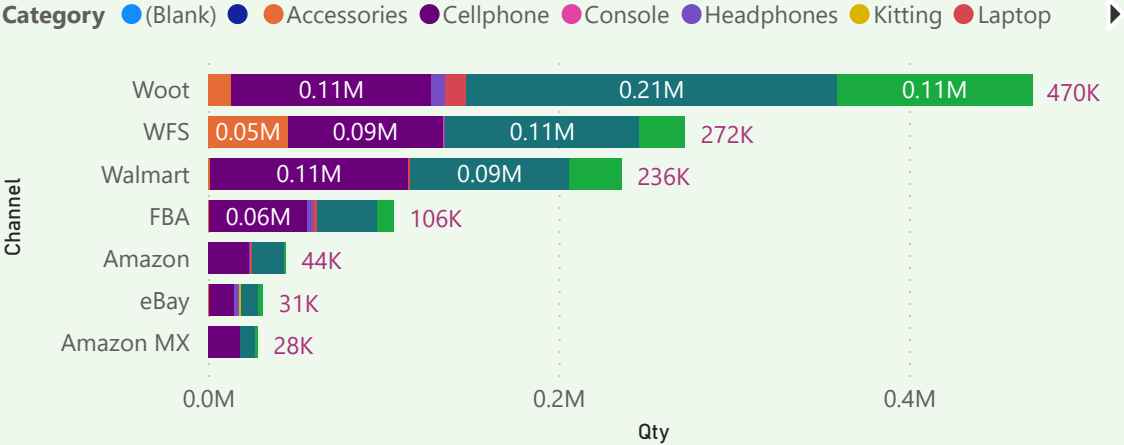
☐ BestBuy CA

☐ eBay

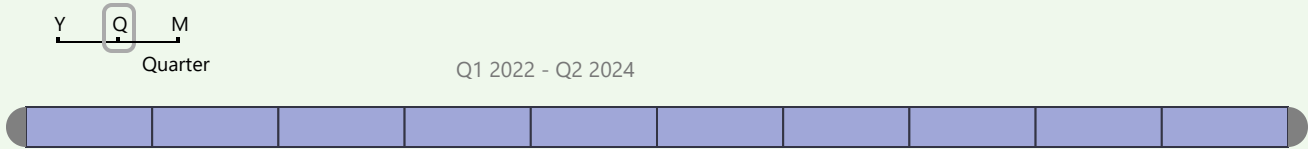
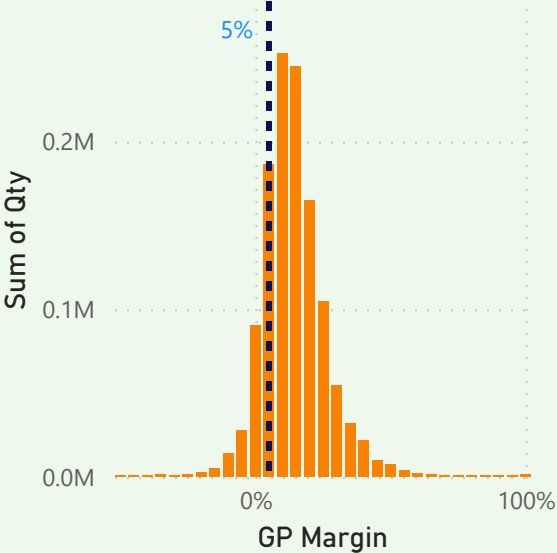
☐ FBA

☐ Groupon

Qty by Channel and Category



GP Margin Distribution



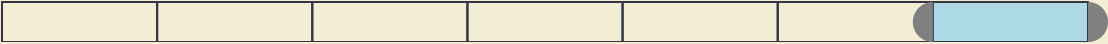
Count of order

D

Day

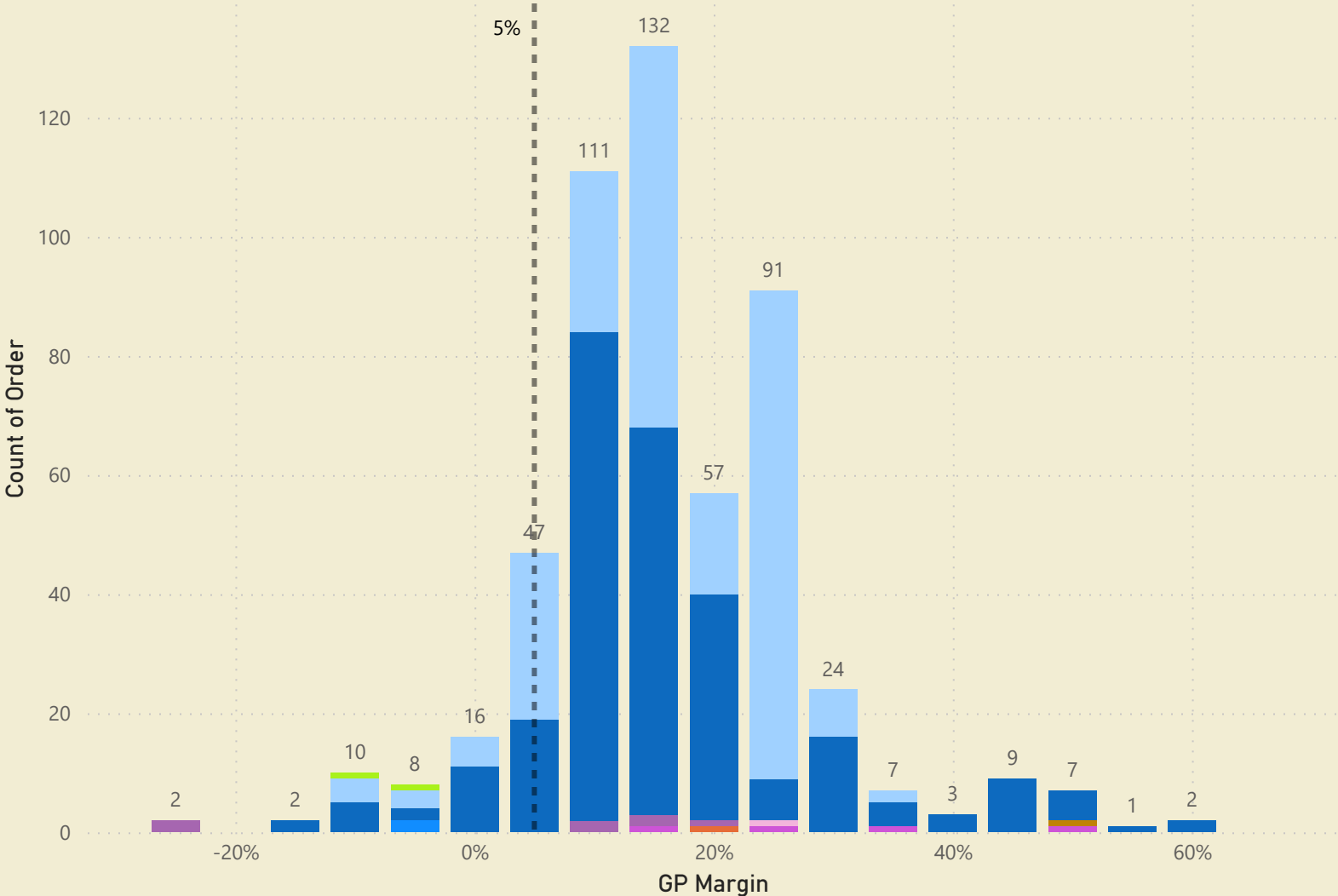
May 22 2024 - May 22 2024

GP Margin < 5%  
7%



Daily GP Margin Distribution

Channel (Blank) Amazon MX eBay Groupon NewEgg Reebelo Walmart WFS Woot



Order Details

OrderID	Channel	SKU	GP Margin
7033054	Walmart	IPHONE.13.PRO-256GB-BLUE-U-K1	-12.30%
7033055	Walmart	S4-44MM-SILVER-CELLULAR-K1	22.10%
7033056	Walmart	IPAD.6-32GB-SILVER-K1	31.63%
7033057	Walmart	IPAD.5-32GB-SPACEGRAY-K1-BUNDLE-K	23.44%
7033058	Walmart	IPHONE.11-128GB-BLACK-U-K1	13.17%
7033059	Walmart	S6-44MM-GRAY-CELLULAR-K1	16.71%
7033060	Woot	IPAD.7-32GB-SPACEGRAY-K1-BUNDLE	-0.16%
7033061	Walmart	S4-44MM-ROSE-CELLULAR-K1	17.36%
7033062	Walmart	IPAD.6-32GB-SPACEGRAY-4G-K1-BUNDLE-K	34.67%
7033063	Walmart	IPHONE.11-64GB-BLACK-U-k1	13.74%
7033064	Walmart	IPAD.MINI.5-64GB-GOLD-k1	11.88%
7033065	Walmart	S3-38MM-SILVER-CELLULAR-K1	50.85%
7033132	Walmart	S3-42MM-SILVER-CELLULAR-K1	59.55%
7033133	Walmart	IPHONE.14-128GB-PURPLE-U-K1	14.83%
7033134	Walmart	IPAD.5-32GB-SPACEGRAY-K1	19.85%
7033135	Walmart	S7-45MM-GRAY-K1-BUNDLE	20.75%
7033136	Walmart	IPAD.6-32GB-SILVER-K1	31.63%
7033137	Walmart	IPAD.6-32GB-SILVER-K1	31.63%
7033138	Walmart	IPAD.5-32GB-SPACEGRAY-K1-BUNDLE-K	23.42%

Total

Summary by Group

GP Margin (bins)	Count of Order	% of total
-25%	2	0.38%
-15%	2	0.38%
-10%	10	1.89%
-5%	8	1.51%
0%	16	3.02%
5%	47	8.88%
10%	111	20.98%
15%	132	24.95%

Total 529 100.00%

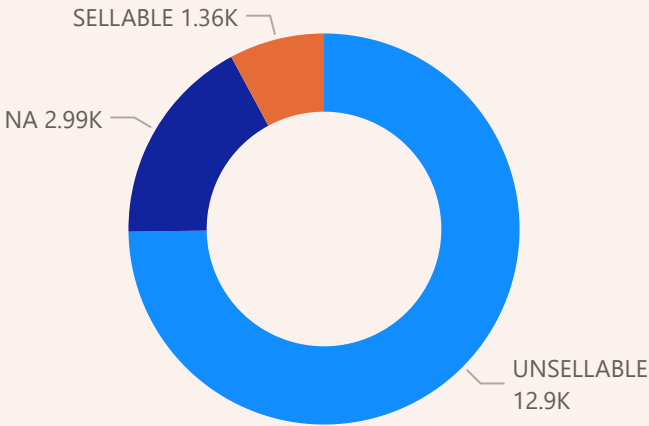
WFS Returns

Year	2022				2023				2024			
Month	Qty	COGS	Refund	Ratio	Qty	COGS	Refund	Ratio	Qty	COGS	Refund	Ratio
1					780	121,996	199,369	61%	1,092	192,348	369,473	52%
2					372	71,201	88,441	81%	157	34,467	167,469	21%
3	126	26,750	20,182	133%	309	60,614	81,709	74%	133	24,087	98,295	25%
4	137	21,933	16,565	132%	346	60,449	69,228	87%	60	11,201	55,944	20%
5	386	57,157	46,794	122%	582	115,786	123,503	94%	17	2,372	35,934	7%
6	555	73,806	68,295	108%	758	138,495	160,196	86%				
7	420	50,723	45,286	112%	738	131,162	137,823	95%				
8	421	52,438	57,235	92%	653	114,316	146,050	78%				
9	524	65,835	83,892	78%	563	100,811	110,937	91%				
10	782	88,743	121,456	73%	975	183,307	201,164	91%				
11	1,156	161,180	139,870	115%	1,625	320,954	239,247	134%				
12	2,015	304,187	341,530	89%	2,295	392,453	451,346	87%				
Total	6,522	902,752	941,107	1055%	9,996	1,811,543	2,009,015	1060%	1,459	264,475	727,116	124%

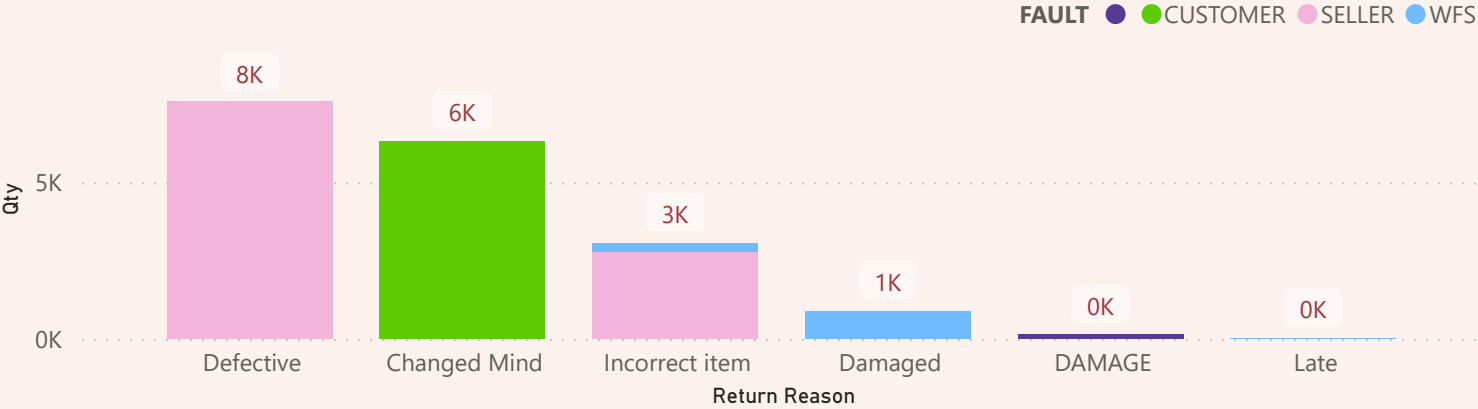
Year

2022	2023	2024
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Item Condition



Return Reason Summary



Top Returned Products

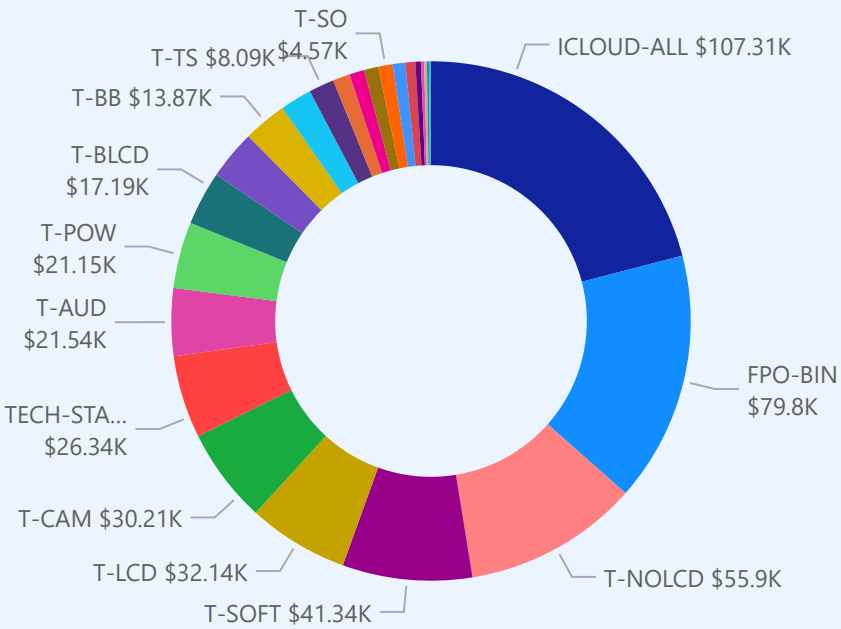
SKU	Qty
IPHONE.11-64GB-BLACK-U-k1-2	383
S3-38MM-GRAY-K1-3	379
IPHONE.11-64GB-BLACK-U-k1-12	344
S7-45MM-GRAY-K1-40	285
S6-44MM-GRAY-K1	280
IPAD.6-32GB-SPACEGRAY-K1-5	270
S7-45MM-GRAY-CELLULAR-K1-3	270
S3-42MM-GRAY-K1-2	245
Total	17,981

Date  
Wednesday, May 22, 2024

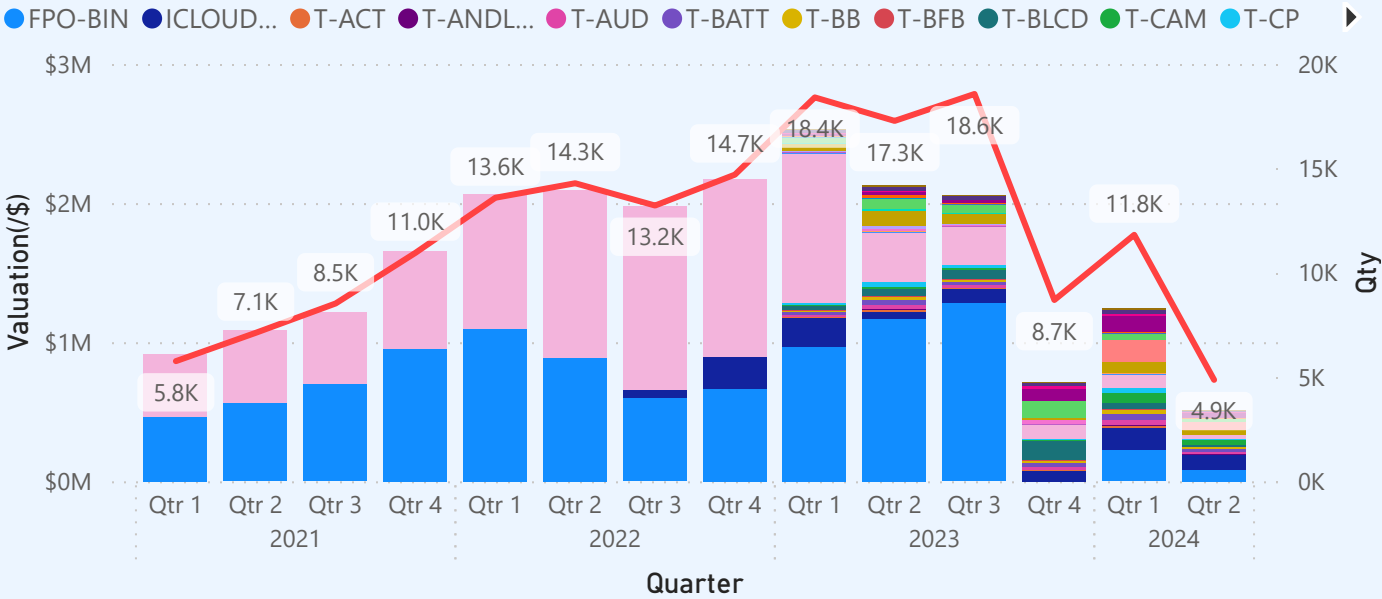
Inventory by Warehouse Summary

WarehouseName	Physical	Reserved	Available	Value(\$)
263B Veterans Blvd	109,217	14,724	94,493	7,041,896
Accessories Warehouse	1,010,132	0	0	538,905
FBA Mexico	699	0	0	111,863
FBA Warehouse	2,700	0	0	451,350
Interim Warehouse	5,321	0	0	660,793
Returns Warehouse	7,751	0	0	941,381
VR-WAREHOUSE	11,284	0	0	1,837,509
WFS	8,304	0	0	923,320
Total	1,170,998	14,724	94,493	14,841,495

Latest Inventory Summary



Overall Unsellable Value & Qty



Unsellable Value by Bin

