

## Filters

|          |     |
|----------|-----|
| region   | All |
| market   | All |
| division | All |

Customer  
Net Sales Performance

| Customers                | 2019 | 2020 | 2021 | 21vs20   |
|--------------------------|------|------|------|----------|
| Acclaimed Stores         | 01M  | 03M  | 11M  | 378.082% |
| All-Out                  |      | 00M  | 01M  | 495.696% |
| AltiQ Exclusive          | 08M  | 16M  | 53M  | 338.614% |
| Amazon                   | 12M  | 38M  | 82M  | 218.868% |
| Argos (Sainsbury's)      | 00M  | 01M  | 02M  | 305.984% |
| Atlas Stores             | 00M  | 01M  | 03M  | 470.342% |
| Atliq e Store            | 07M  | 24M  | 53M  | 223.830% |
| Atliq Exclusive          | 01M  | 02M  | 08M  | 399.546% |
| BestBuy                  | 01M  | 02M  | 06M  | 356.081% |
| Boulanger                | 00M  | 01M  | 04M  | 492.927% |
| Chip 7                   | 01M  | 01M  | 06M  | 416.075% |
| Chiptec                  |      | 00M  | 03M  | 722.032% |
| Control                  | 01M  | 02M  | 08M  | 349.234% |
| Coolblue                 | 00M  | 01M  | 04M  | 360.000% |
| Costco                   | 01M  | 03M  | 09M  | 337.371% |
| Croma                    | 02M  | 02M  | 08M  | 305.109% |
| Currys (Dixons Carphone) | 00M  | 01M  | 02M  | 246.944% |
| Digimarket               | 01M  | 02M  | 04M  | 241.052% |
| Ebay                     | 03M  | 06M  | 15M  | 242.157% |
| Electricalsara Stores    | 00M  | 01M  | 02M  | 285.959% |
| Electricalsbea Stores    |      | 00M  | 01M  | 504.638% |
| Electricalslance Stores  | 00M  | 01M  | 02M  | 313.345% |
| Electricalslytical       | 02M  | 03M  | 12M  | 457.498% |
| Electricalsocity         | 02M  | 03M  | 12M  | 358.754% |
| Electricalsquipo Stores  | 00M  | 01M  | 04M  | 535.322% |
| Elite                    | 00M  | 01M  | 04M  | 495.517% |
| Elkj p                   | 00M  | 01M  | 05M  | 391.899% |
| Epic Stores              | 00M  | 01M  | 04M  | 446.062% |
| Euronics                 | 00M  | 01M  | 04M  | 444.669% |
| Expert                   | 01M  | 02M  | 06M  | 363.978% |
| Expression               | 02M  | 03M  | 10M  | 328.239% |
| Ezone                    | 02M  | 02M  | 08M  | 391.619% |
| Flawless Stores          | 00M  | 00M  | 02M  | 396.278% |
| Flipkart                 | 03M  | 08M  | 19M  | 231.026% |
| Fnac-Darty               | 01M  | 01M  | 03M  | 349.773% |
| Forward Stores           | 01M  | 01M  | 04M  | 271.968% |
| Girias                   | 02M  | 02M  | 09M  | 419.285% |
| Info Stores              | 00M  | 00M  | 02M  | 384.093% |
| Insight                  | 00M  | 01M  | 03M  | 271.835% |
| Integration Stores       |      | 00M  | 01M  | 887.193% |
| Leader                   | 05M  | 06M  | 19M  | 314.811% |

# AtliQ Hardware



|                    |            |             |             |                 |
|--------------------|------------|-------------|-------------|-----------------|
| Logic Stores       | 00M        | 01M         | 05M         | 515.175%        |
| Lotus              | 01M        | 02M         | 08M         | 382.609%        |
| Neptune            | 01M        | 03M         | 16M         | 471.496%        |
| Nomad Stores       | 01M        | 02M         | 04M         | 246.887%        |
| Notebillig         | 00M        | 00M         | 01M         | 287.385%        |
| Nova               |            | 00M         | 00M         | 2664.918%       |
| Novus              | 02M        | 04M         | 10M         | 264.201%        |
| Otto               | 00M        | 00M         | 01M         | 298.577%        |
| Premium Stores     | 00M        | 01M         | 04M         | 353.087%        |
| Propel             | 02M        | 02M         | 11M         | 440.635%        |
| Radio Popular      | 01M        | 01M         | 05M         | 362.556%        |
| Radio Shack        | 01M        | 02M         | 05M         | 311.509%        |
| Reliance Digital   | 02M        | 03M         | 10M         | 377.898%        |
| Relief             | 00M        | 01M         | 04M         | 403.575%        |
| Sage               | 05M        | 06M         | 21M         | 321.523%        |
| Saturn             | 00M        | 00M         | 01M         | 310.457%        |
| Sorefoz            | 01M        | 01M         | 05M         | 433.632%        |
| Sound              | 01M        | 02M         | 04M         | 260.259%        |
| Staples            | 01M        | 03M         | 09M         | 306.953%        |
| Surface Stores     | 00M        | 01M         | 02M         | 398.802%        |
| Synthetic          | 02M        | 04M         | 12M         | 275.979%        |
| Taobao             | 00M        | 01M         | 03M         | 248.661%        |
| UniEuro            | 01M        | 02M         | 07M         | 457.031%        |
| Vijay Sales        | 02M        | 02M         | 09M         | 397.785%        |
| Viveks             | 02M        | 02M         | 08M         | 348.098%        |
| walmart            | 01M        | 03M         | 10M         | 370.448%        |
| Zone               | 00M        | 02M         | 05M         | 336.202%        |
| <b>Grand Total</b> | <b>87M</b> | <b>197M</b> | <b>599M</b> | <b>304.476%</b> |



## Filters

|          |     |
|----------|-----|
| region   | All |
| division | All |

### Market Performance vs Target

| Country            | 2019       | 2020        | 2021        | 2021-Target   | %           |
|--------------------|------------|-------------|-------------|---------------|-------------|
| Australia          | 04M        | 11M         | 21M         | -2.2M         | 10.6%       |
| Austria            |            | 00M         | 03M         | -0.3M         | 11.8%       |
| Bangladesh         | 00M        | 02M         | 07M         | -0.7M         | 10.3%       |
| Canada             | 05M        | 12M         | 35M         | -5.1M         | 14.5%       |
| China              | 01M        | 05M         | 23M         | -2.1M         | 9.0%        |
| France             | 04M        | 07M         | 26M         | -2.2M         | 8.4%        |
| Germany            | 03M        | 05M         | 12M         | -1.5M         | 12.7%       |
| India              | 31M        | 50M         | 161M        | -9.6M         | 5.9%        |
| Indonesia          | 03M        | 06M         | 18M         | -2.4M         | 12.9%       |
| Italy              | 03M        | 04M         | 12M         | -1.0M         | 9.0%        |
| Japan              |            | 02M         | 08M         | -0.3M         | 4.2%        |
| Netherlands        | 00M        | 03M         | 08M         | -0.7M         | 8.2%        |
| Newzealand         |            | 02M         | 11M         | -1.4M         | 12.3%       |
| Norway             |            | 02M         | 14M         | -1.4M         | 10.5%       |
| Pakistan           | 01M        | 05M         | 06M         | -0.5M         | 9.3%        |
| Philippines        | 06M        | 13M         | 32M         | -2.5M         | 7.8%        |
| Poland             | 00M        | 03M         | 05M         | -0.9M         | 18.2%       |
| Portugal           | 01M        | 04M         | 12M         | -0.5M         | 4.3%        |
| South Korea        | 13M        | 17M         | 49M         | -4.4M         | 8.9%        |
| Spain              |            | 02M         | 13M         | -1.8M         | 14.2%       |
| Sweden             | 00M        | 00M         | 02M         | -0.2M         | 11.2%       |
| United Kingdom     | 02M        | 08M         | 34M         | -3.0M         | 8.7%        |
| USA                | 12M        | 32M         | 88M         | -10.2M        | 11.7%       |
| <b>Grand Total</b> | <b>87M</b> | <b>197M</b> | <b>599M</b> | <b>-54.9M</b> | <b>9.2%</b> |



FILTERS

|          |     |
|----------|-----|
| region   | All |
| market   | All |
| customer | All |
| division | All |

P & L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

| Fiscal Years |       |        |        |          |
|--------------|-------|--------|--------|----------|
| Metrics      | 2019  | 2020   | 2021   | 21 vs 20 |
| Net Sales    | 87.5M | 196.7M | 598.9M | 204.5%   |
| COGS         | 51.2M | 123.4M | 380.7M | 208.6%   |
| Gross Margin | 36.2M | 73.3M  | 218.2M | 197.6%   |
| GM %         | 41.4% | 37.3%  | 36.4%  | -2.3%    |

## FILTERS

region All  
market All  
division All  
customer All  
FY 2019

## P &amp; L

## By Fiscal Months

All values in USD

|              | Quarters |       |       |       |       |       |       |       |       |       |       |       | Grand Total |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|
|              | Q1       |       |       | Q2    |       | Q3    |       |       | Q4    |       |       |       |             |
| Metrics      | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |             |
| Net Sales    | 6.5M     | 8.0M  | 10.7M | 11.4M | 6.5M  | 6.1M  | 6.4M  | 6.3M  | 6.5M  | 6.2M  | 6.5M  | 6.3M  | 87.5M       |
| COGS         | 3.8M     | 4.7M  | 6.3M  | 6.7M  | 3.9M  | 3.5M  | 3.8M  | 3.7M  | 3.8M  | 3.6M  | 3.8M  | 3.7M  | 51.2M       |
| Gross Margin | 2.6M     | 3.4M  | 4.5M  | 4.7M  | 2.7M  | 2.6M  | 2.7M  | 2.6M  | 2.6M  | 2.6M  | 2.7M  | 2.6M  | 36.2M       |
| GM %         | 40.9%    | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% | 41.4% | 40.8% | 42.0% | 41.5% | 41.4% | 41.4%       |

## FILTERS

region All  
market All  
division All  
customer All  
FY 2020

## P &amp; L

## By Fiscal Months

All values in USD

|              | Quarters |       |       |       |       |       |       |       |       |       |             |       |       |        |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|-------|-------|--------|
| Metrics      | Q1       | Q2    |       |       | Q3    |       |       | Q4    |       |       | Grand Total |       |       |        |
|              | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   |             | Jul   | Aug   |        |
| Net Sales    |          | 17.1M | 20.6M | 28.7M | 29.9M | 17.1M | 15.9M | 2.1M  | 7.8M  | 9.9M  | 14.9M       | 16.1M | 16.5M | 196.7M |
| COGS         |          | 10.6M | 12.8M | 18.1M | 18.9M | 10.7M | 9.9M  | 1.3M  | 4.8M  | 6.2M  | 9.3M        | 10.2M | 10.5M | 123.4M |
| Gross Margin |          | 6.5M  | 7.8M  | 10.6M | 11.0M | 6.5M  | 6.0M  | 0.8M  | 2.9M  | 3.7M  | 5.5M        | 5.9M  | 6.1M  | 73.3M  |
| GM %         |          | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% | 37.3%       | 36.7% | 36.8% | 37.3%  |

## FILTERS

region All  
market All  
division All  
customer All  
FY 2021

## P &amp; L

## By Fiscal Months

All values in USD

|              | Quarters |       |       |       |       |       |       |       |       |       |       |       |       |        |  |  |             |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|--|--|-------------|
| Metrics      | Q1       |       |       |       | Q2    |       |       |       | Q3    |       |       |       | Q4    |        |  |  | Grand Total |
|              | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |       |        |  |  |             |
| Net Sales    |          | 44.8M | 54.6M | 74.3M | 78.1M | 44.8M | 41.8M | 44.0M | 43.5M | 44.4M | 41.5M | 44.0M | 43.0M | 598.9M |  |  |             |
| COGS         |          | 28.4M | 34.7M | 47.4M | 49.8M | 28.4M | 26.5M | 28.0M | 27.7M | 28.1M | 26.4M | 28.0M | 27.4M | 380.7M |  |  |             |
| Gross Margin |          | 16.4M | 19.9M | 27.0M | 28.3M | 16.4M | 15.3M | 16.0M | 15.8M | 16.3M | 15.1M | 16.0M | 15.6M | 218.2M |  |  |             |
| GM %         |          | 36.7% | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% | 36.4%  |  |  |             |

Net Sales  
Comparison

|              |        |        |        |        |        |        |         |        |        |        |        |        |        |
|--------------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|--------|
| 2021 vs 2020 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% | 461.2% | 347.0% | 178.6% | 173.9% | 160.3% | 204.5% |
| 2020 vs 2019 | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1%  | 22.7%  | 53.1%  | 140.7% | 148.0% | 162.0% | 124.8% |