

**FILTERS** 

region All P & L sub\_zone All for Markets
FY 2021 All values are in USD

Market	Net Sales	COGS	Gross Margin	GM %
Australia	20.99M	14.1M	6.9M	32.9%
Austria	2.84M	2.0M	0.9M	30.1%
Bangladesh	6.95M	4.5M	2.4M	34.5%
Canada	35.06M	21.7M	13.4M	38.2%
China	22.89M	13.5M	9.4M	41.1%
France	25.94M	14.7M	11.2M	43.2%
Germany	12.01M	8.9M	3.1M	26.2%
India	161.26M	109.7M	51.6M	32.0%
Indonesia	18.41M	11.3M	7.1M	38.4%
Italy	11.72M	8.2M	3.5M	30.1%
Japan	7.92M	4.2M	3.7M	46.5%
Netherlands	7.98M	4.6M	3.4M	42.0%
Newzealand	11.40M	5.9M	5.5M	48.2%
Norway	13.68M	9.6M	4.0M	29.5%
Pakistan	5.66M	3.6M	2.0M	36.2%
Philiphines	31.86M	19.4M	12.5M	39.1%
Poland	5.19M	3.0M	2.2M	42.6%
Portugal	11.83M	6.8M	5.0M	42.1%
South Korea	48.97M	31.4M	17.6M	35.9%
Spain	12.62M	8.4M	4.2M	33.1%
Sweden	1.77M	1.1M	0.7M	40.2%
United Kingdom	34.15M	18.7M	15.4M	45.1%
USA	87.78M	55.3M	32.5M	37.0%



FILTER P&L

market All By Fiscal Year region All All values in INR

division All Note : 21 vs 20 is not part of Pivot Table customer All

Fiscal Year

	i iscai Teai			
Values	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%



**FILTER** 

Market
Performance vs Target

region All division All

All values in INR

Country	2019	2020	2021	2021-target	%
Australia	3.9M	10.7M	21.0M	-2.2M	-10 <mark>.54%</mark>
Austria		0.1M	2.8M	-0.3M	-1 <mark>1.74%</mark>
Bangladesh	0.5M	2.3M	7.0M	-0.7M	-10 <mark>.31%</mark>
Canada	4.8M	12.2M	35.1M	-5.1M	-14.45%
China	1.4M	5.4M	22.9M	-2.1M	-9. <mark>03%</mark>
France	4.0M	7.5M	25.9M	-2.2M	-8. <mark>44%</mark>
Germany	2.6M	4.7M	12.0M	-1.5M	-1 <mark>2.72%</mark>
India	30.8M	49.8M	161.3M	-9.6M	-5.9 <mark>2%</mark>
Indonesia	2.5M	6.2M	18.4M	-2.4M	-1 <mark>2.93%</mark>
Italy	2.9M	4.5M	11.7M	-1.0M	-8. <mark>96%</mark>
Japan		1.9M	7.9M	-0.3M	-4.12 <mark>%</mark>
Netherlands	0.2M	3.4M	8.0M	-0.7M	-8. <mark>22%</mark>
Newzealand		2.0M	11.4M	-1.4M	-1 <mark>2.30%</mark>
Norway		2.5M	13.7M	-1.4M	-10 <mark>.50%</mark>
Pakistan	0.6M	4.7M	5.7M	-0.5M	-9. <mark>27%</mark>
Philiphines	5.7M	13.4M	31.9M	-2.5M	-7. <mark>84%</mark>
Poland	0.4M	2.8M	5.2M	-0.9M	-18.13%
Portugal	0.7M	3.6M	11.8M	-0.5M	-4.29 <mark>%</mark>
South Korea	12.8M	17.3M	49.0M	-4.4M	-8. <mark>91%</mark>
Spain		1.8M	12.6M	-1.8M	-14.15%
Sweden	0.1M	0.2M	1.8M	-0.2M	-11 <mark>.11%</mark>
United Kingdom	2.0M	8.1M	34.2M	-3.0M	-8. <mark>72%</mark>
USA	11.5M	31.9M	87.8M	-10.2M	-11.66%
Grand Total	87.5M	196.7M	598.9M	-54.9M	-9.17%



**FILTER** 

region All Customer
market All Net Sales Performance
division All All values in INR

Acclaimed Stores         1.4M         2.9M         10.9M         378.1%           All-Out         0.2M         0.8M         495.7%           Amazon         12.2M         37.5M         82.1M         121.89%           Argos (Sainsbury's)         0.4M         0.7M         2.3M         306.0%           Atlas Stores         0.2M         0.7M         3.2M         470.3%           Atliq e Store         7.2M         23.7M         53.0M         223.8%           Atliq e Store         7.2M         23.7M         61.1M         345.8%           BestBuy         0.9M         1.8M         6.3M         345.8%           BestBuy         0.9M         1.8M         6.3M         3452.9%           Boulanger         0.2M         0.8M         4.1M         492.9%           Chip 7         0.6M         1.3M         5.5M         416.1%           Chip 7         0.6M         1.3M         5.5M         416.1%           Chip 6         0.4M         3.0M         722.0%           Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Currys (Di	Customer	2019	2020	2021	21 vs 20
Amazon         12.2M         37.5M         82.1M         218.9%           Argos (Sainsbury's)         0.4M         0.7M         2.3M         306.0%           Atlas Stores         0.2M         0.7M         3.2M         470.3%           Atliq Exclusive         9.6M         1.7M         61.1M         345.8%           BestBuy         0.9M         1.8M         6.3M         356.1%           Boulanger         0.2M         0.8M         4.1M         492.9%           Chip 7         0.6M         1.3M         5.5M         416.1%           Control         0.9M         2.2M         7.7M         360.0%           Costco         1.1M         2.8M         9.3M         371.4%           Costco         1.1M         2.8M         9.3M         374.4%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         240.9%           Digimarket         0.8M         1.7M         4.1M         241.1%	Acclaimed Stores	1.4M	2.9M	10.9M	378.1%
Argos (Sainsbury's)         0.4M         0.7M         3.3M         306.0%           Atlas Stores         0.2M         0.7M         3.2M         470.3%           Atliq e Store         7.2M         23.7M         53.0M         223.8%           AtliQ Exclusive         9.6M         17.7M         61.1M         345.8%           BestBuy         0.9M         1.8M         6.3M         356.1%           Boulanger         0.2M         0.8M         4.1M         492.9%           Chip 7         0.6M         1.3M         5.5M         416.1%           Chiptec         0.4M         3.0M         722.0%           Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         37.4%           Corma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         241.1%           Ebay         2.6M         6.3M         1.52.M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         242.2%	All-Out		0.2M	0.8M	495.7%
Atlas Stores         0.2M         0.7M         3.2M         470.3%           Atliq e Store         7.2M         23.7M         53.0M         223.8%           AtliQ Exclusive         9.6M         17.7M         61.1M         345.8%           BestBuy         0.9M         1.8M         6.3M         356.1%           Boulanger         0.2M         0.8M         4.1M         492.9%           Chip 7         0.6M         1.3M         5.5M         416.1%           Chiptec         0.4M         3.0M         772.0%           Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         337.4%           Coroma         1.7M         2.5M         7.5M         360.0%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Electricalsara Stores         0.1M         0.6M         1.9M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         250.0%<	Amazon	12.2M	37.5M	82.1M	218.9%
Atliq e Store       7.2M       23.7M       53.0M       223.8%         AtliQ Exclusive       9.6M       17.7M       61.1M       345.8%         BestBuy       0.9M       1.8M       6.3M       356.1%         Boulanger       0.2M       0.8M       4.1M       492.9%         Chip 7       0.6M       1.3M       5.5M       416.1%         Chiptec       0.4M       3.0M       722.0%         Control       0.9M       2.2M       7.7M       349.2%         Coolblue       0.5M       1.2M       4.2M       360.0%         Costco       1.1M       2.8M       9.3M       337.4%         Corma       1.7M       2.5M       7.5M       305.1%         Currys (Dixons Carphone)       0.3M       0.8M       1.9M       246.9%         Digimarket       0.8M       1.7M       4.1M       241.1%         Ebay       2.6M       6.3M       15.2M       242.2%         Electricalsara Stores       0.1M       0.6M       1.9M       242.2%         Electricalsalare Stores       0.1M       0.7M       2.3M       313.3%         Electricalsquipcal       1.8M       2.6M       11.9M       457.5%	Argos (Sainsbury's)	0.4M	0.7M	2.3M	306.0%
AtliQ Exclusive         9.6M         17.7M         61.1M         345.8%           BestBuy         0.9M         1.8M         6.3M         356.1%           Boulanger         0.2M         0.8M         4.1M         492.9%           Chip 7         0.6M         1.3M         5.5M         416.1%           Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         337.4%           Coroma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         1.5M         2.4           Electricalsara Stores         0.1M         0.6M         1.9M         313.3%	Atlas Stores	0.2M	0.7M	3.2M	470.3%
BestBuy         0.9M         1.8M         6.3M         3 356.1%           Boulanger         0.2M         0.8M         4.1M         492.9%           Chip 7         0.6M         1.3M         5.5M         416.1%           Chiptec         0.4M         3.0M         722.0%           Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         337.4%           Croma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.9%           Electricalsares         0.1M         0.6M         1.9M         246.9%           Electricalsare Stores         0.1M         0.6M         1.9M         286.0%           Electricalsare Stores         0.1M         0.7M         2.3M         3.3%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M         <	Atliq e Store	7.2M	23.7M	53.0M	223.8%
Boulanger         0.2M         0.8M         4.1M         492.9%           Chip 7         0.6M         1.3M         5.5M         416.1%           Chiptec         0.4M         3.0M         722.0%           Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         337.4%           Croma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         2.3M         313.3%           Electricalslance Stores         0.1M         0.7M         2.3M         313.3%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M	AtliQ Exclusive	9.6M	17.7M	61.1M	345.8%
Chip 7         0.6M         1.3M         5.5M         416.1%           Chiptec         0.4M         3.0M         722.0%           Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         337.4%           Croma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         242.2%           Electricalsbac Stores         0.1M         0.7M         2.3M         131.3%           Electricalslytical         1.8M         2.6M         11.9M         457.5%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elikjøp         0.5M         1.3M         5.2M         355.3% <td>BestBuy</td> <td>0.9M</td> <td>1.8M</td> <td>6.3M</td> <td>356.1%</td>	BestBuy	0.9M	1.8M	6.3M	356.1%
Chiptec         0.4M         3.0M         722.0%           Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         337.4%           Croma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsare Stores         0.1M         0.7M         2.3M         313.3%           Electricalslytical         1.8M         2.6M         11.9M         457.5%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elikjøp         0.5M         1.3M         5.2M         391.9%           Expert         0.8M         1.8M         6.4M         364.0% <td>Boulanger</td> <td>0.2M</td> <td>0.8M</td> <td>4.1M</td> <td>492.9%</td>	Boulanger	0.2M	0.8M	4.1M	492.9%
Control         0.9M         2.2M         7.7M         349.2%           Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         337.4%           Croma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         2.3M         313.3%           Electricalslance Stores         0.1M         0.7M         2.3M         313.3%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elikjøp         0.5M         1.3M         5.2M         391.9%           Exprestores         0.4M         0.9M	Chip 7	0.6M	1.3M	5.5M	416.1%
Coolblue         0.5M         1.2M         4.2M         360.0%           Costco         1.1M         2.8M         9.3M         337.4%           Croma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsare Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         2.3M         313.3%           Electricalsance Stores         0.1M         0.7M         2.3M         313.3%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elityøp         0.5M         1.3M         5.2M         391.9%           Epic Stores         0.4M         0.9M         4.2M         446.1%           Expert         0.8M         1.8M	Chiptec		0.4M	3.0M	722.0%
Costco         1.1M         2.8M         9.3M         337.4%           Croma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         2.3M         313.3%           Electricalsocites Stores         0.1M         0.7M         2.3M         313.3%           Electricalsocity         2.3M         3.5M         11.9M         457.5%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elityøp         0.5M         1.3M         5.2M         391.9%           Elkjøp         0.5M         1.3M         5.2M         391.9%           Epic Stores         0.4M         0.9M         4.2M         446.1%           Euronics         0.4M         0.9M	Control	0.9M	2.2M	7.7M	349.2%
Croma         1.7M         2.5M         7.5M         305.1%           Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         2.3M         313.3%           Electricalslytical         1.8M         2.6M         11.9M         457.5%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elkjøp         0.5M         1.3M         5.2M         391.9%           Epic Stores         0.4M         0.9M         4.2M         446.1%           Euronics         0.4M         0.9M         3.9M         444.7%           Expert         0.8M         1.8M         6.4M         364.0%           Expression         1.7M         3.0M	Coolblue	0.5M	1.2M	4.2M	360.0%
Currys (Dixons Carphone)         0.3M         0.8M         1.9M         246.9%           Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         504.6%           Electricalslance Stores         0.1M         0.7M         2.3M         313.3%           Electricalsocity         2.3M         3.5M         11.9M         457.5%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elkjøp         0.5M         1.3M         5.2M         391.9%           Epic Stores         0.4M         0.9M         4.2M         446.1%           Euronics         0.4M         0.9M         3.9M         444.7%           Expert         0.8M         1.8M         6.4M         364.0%           Expression         1.7M         3.0M         9.8M         328.2%           Ezone         1.5M         2.0M         7.9M	Costco	1.1M	2.8M	9.3M	337.4%
Digimarket         0.8M         1.7M         4.1M         241.1%           Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         504.6%           Electricalslance Stores         0.1M         0.7M         2.3M         313.3%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elkjøp         0.5M         1.3M         5.2M         391.9%           Epic Stores         0.4M         0.9M         4.2M         446.1%           Euronics         0.4M         0.9M         3.9M         444.7%           Expert         0.8M         1.8M         6.4M         364.0%           Expression         1.7M         3.0M         9.8M         328.2%           Ezone         1.5M         2.0M         7.9M         391.6%           Flawless Stores         0.1M         0.5M         1.8M         <	Croma	1.7M	2.5M	7.5M	305.1%
Ebay         2.6M         6.3M         15.2M         242.2%           Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         504.6%           Electricalslance Stores         0.1M         0.7M         2.3M         313.3%           Electricalslytical         1.8M         2.6M         11.9M         457.5%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elkjøp         0.5M         1.3M         5.2M         391.9%           Epic Stores         0.4M         0.9M         4.2M         446.1%           Euronics         0.4M         0.9M         3.9M         444.7%           Expert         0.8M         1.8M         6.4M         364.0%           Expression         1.7M         3.0M         9.8M         328.2%           Ezone         1.5M         2.0M         7.9M         391.6%           Flawless Stores         0.1M         0.5M         1.8M	Currys (Dixons Carphone)	0.3M	0.8M	1.9M	246.9%
Electricalsara Stores         0.1M         0.6M         1.9M         286.0%           Electricalsbea Stores         0.1M         0.7M         504.6%           Electricalslance Stores         0.1M         0.7M         2.3M         313.3%           Electricalslytical         1.8M         2.6M         11.9M         457.5%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elkjøp         0.5M         1.3M         5.2M         391.9%           Elkjøp         0.5M         1.3M         5.2M         391.9%           Epic Stores         0.4M         0.9M         4.2M         444.1%           Euronics         0.4M         0.9M         3.9M         444.7%           Expert         0.8M         1.8M         6.4M         364.0%           Expression         1.7M         3.0M         9.8M         328.2%           Ezone         1.5M         2.0M         7.9M         391.6%           Flawless Stores         0.1M         0.5M         1.8M	Digimarket	0.8M	1.7M	4.1M	241.1%
Electricalsbea Stores       0.1M       0.7M       504.6%         Electricalslance Stores       0.1M       0.7M       2.3M       313.3%         Electricalslytical       1.8M       2.6M       11.9M       457.5%         Electricalsocity       2.3M       3.5M       12.4M       358.8%         Electricalsquipo Stores       0.2M       0.7M       3.6M       535.3%         Elite       0.4M       0.8M       4.1M       495.5%         Elkjøp       0.5M       1.3M       5.2M       391.9%         Epic Stores       0.4M       0.9M       4.2M       446.1%         Euronics       0.4M       0.9M       3.9M       444.7%         Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       27	Ebay	2.6M	6.3M	15.2M	242.2%
Electricalslance Stores         0.1M         0.7M         2.3M         313.3%           Electricalslytical         1.8M         2.6M         11.9M         457.5%           Electricalsocity         2.3M         3.5M         12.4M         358.8%           Electricalsquipo Stores         0.2M         0.7M         3.6M         535.3%           Elite         0.4M         0.8M         4.1M         495.5%           Elkjøp         0.5M         1.3M         5.2M         391.9%           Epic Stores         0.4M         0.9M         4.2M         446.1%           Euronics         0.4M         0.9M         3.9M         444.7%           Expert         0.8M         1.8M         6.4M         364.0%           Expression         1.7M         3.0M         9.8M         328.2%           Ezone         1.5M         2.0M         7.9M         391.6%           Flawless Stores         0.1M         0.5M         1.8M         396.3%           Flipkart         2.9M         8.3M         19.3M         231.0%           Fnac-Darty         0.5M         0.8M         2.9M         349.8%           Forward Stores         0.6M         1.5M         4.	Electricalsara Stores	0.1M	0.6M	1.9M	286.0%
Electricalslytical       1.8M       2.6M       11.9M       457.5%         Electricalsocity       2.3M       3.5M       12.4M       358.8%         Electricalsquipo Stores       0.2M       0.7M       3.6M       535.3%         Elite       0.4M       0.8M       4.1M       495.5%         Elkjøp       0.5M       1.3M       5.2M       391.9%         Epic Stores       0.4M       0.9M       4.2M       446.1%         Euronics       0.4M       0.9M       3.9M       444.7%         Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1% <td>Electricalsbea Stores</td> <td></td> <td>0.1M</td> <td>0.7M</td> <td>504.6%</td>	Electricalsbea Stores		0.1M	0.7M	504.6%
Electricalsocity       2.3M       3.5M       12.4M       358.8%         Electricalsquipo Stores       0.2M       0.7M       3.6M       535.3%         Elite       0.4M       0.8M       4.1M       495.5%         Elkjøp       0.5M       1.3M       5.2M       391.9%         Epic Stores       0.4M       0.9M       4.2M       446.1%         Euronics       0.4M       0.9M       3.9M       444.7%         Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Electricalslance Stores	0.1M	0.7M	2.3M	313.3%
Electricalsquipo Stores       0.2M       0.7M       3.6M       535.3%         Elite       0.4M       0.8M       4.1M       495.5%         Elkjøp       0.5M       1.3M       5.2M       391.9%         Epic Stores       0.4M       0.9M       4.2M       446.1%         Euronics       0.4M       0.9M       3.9M       444.7%         Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Electricalslytical	1.8M	2.6M	11.9M	457.5%
Elite       0.4M       0.8M       4.1M       495.5%         Elkjøp       0.5M       1.3M       5.2M       391.9%         Epic Stores       0.4M       0.9M       4.2M       446.1%         Euronics       0.4M       0.9M       3.9M       444.7%         Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Electricalsocity	2.3M	3.5M	12.4M	358.8%
Elkjøp       0.5M       1.3M       5.2M       391.9%         Epic Stores       0.4M       0.9M       4.2M       446.1%         Euronics       0.4M       0.9M       3.9M       444.7%         Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Electricalsquipo Stores	0.2M	0.7M	3.6M	535.3%
Epic Stores       0.4M       0.9M       4.2M       446.1%         Euronics       0.4M       0.9M       3.9M       444.7%         Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Elite	0.4M	0.8M	4.1M	495.5%
Euronics       0.4M       0.9M       3.9M       444.7%         Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Elkjøp	0.5M	1.3M	5.2M	391.9%
Expert       0.8M       1.8M       6.4M       364.0%         Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Epic Stores	0.4M	0.9M	4.2M	446.1%
Expression       1.7M       3.0M       9.8M       328.2%         Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Euronics	0.4M	0.9M	3.9M	444.7%
Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Expert	0.8M	1.8M	6.4M	364.0%
Ezone       1.5M       2.0M       7.9M       391.6%         Flawless Stores       0.1M       0.5M       1.8M       396.3%         Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Expression	1.7M	3.0M	9.8M	328.2%
Flipkart       2.9M       8.3M       19.3M       231.0%         Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%		1.5M	2.0M		
Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Flawless Stores	0.1M	0.5M	1.8M	396.3%
Fnac-Darty       0.5M       0.8M       2.9M       349.8%         Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	Flipkart	2.9M	8.3M	19.3M	231.0%
Forward Stores       0.6M       1.5M       4.1M       272.0%         Girias       1.5M       2.1M       8.7M       419.3%         Info Stores       0.1M       0.5M       1.8M       384.1%         Insight       0.4M       1.0M       2.8M       271.8%	•	0.5M	0.8M	2.9M	
Info Stores         0.1M         0.5M         1.8M         384.1%           Insight         0.4M         1.0M         2.8M         271.8%	·	0.6M	1.5M	4.1M	272.0%
Insight 0.4M 1.0M 2.8M 271.8%	Girias	1.5M	2.1M	8.7M	419.3%
Insight 0.4M 1.0M 2.8M 271.8%	Info Stores			1.8M	
	Insight	0.4M		2.8M	271.8%
	Integration Stores		0.2M	1.4M	887.2%



Leader	4.7M	6.0M	18.8M	314.8%
Logic Stores	0.2M	0.9M	4.8M	515.2%
Lotus	1.5M	2.1M	8.1M	382.6%
Neptune	1.0M	3.4M	16.1M	471.5%
Nomad Stores	0.5M	1.6M	4.0M	246.9%
Notebillig	0.2M	0.4M	1.1M	287.4%
Nova		0.0M	0.4M	2664.9%
Novus	1.9M	3.7M	9.9M	264.2%
Otto	0.3M	0.4M	1.2M	298.6%
Premium Stores	0.5M	1.1M	3.9M	353.1%
Propel	1.6M	2.5M	10.8M	440.6%
Radio Popular	0.5M	1.5M	5.3M	362.6%
Radio Shack	0.8M	1.7M	5.4M	311.5%
Reliance Digital	1.6M	2.6M	9.7M	377.9%
Relief	0.4M	1.0M	4.1M	403.6%
Sage	4.8M	6.4M	20.7M	321.5%
Saturn	0.2M	0.4M	1.2M	310.5%
Sorefoz	0.6M	1.1M	4.7M	433.6%
Sound	0.6M	1.7M	4.4M	260.3%
Staples	1.2M	2.9M	8.8M	307.0%
Surface Stores	0.1M	0.5M	2.1M	398.8%
Synthetic	1.9M	4.4M	12.2M	276.0%
Taobao	0.2M	1.3M	3.3M	248.7%
UniEuro	0.6M	1.6M	7.3M	457.0%
Vijay Sales	1.7M	2.1M	8.5M	397.8%
Viveks	1.6M	2.2M	7.8M	348.1%
walmart	1.3M	2.6M	9.7M	370.4%
Zone	0.3M	1.6M	5.3M	336.2%
Grand Total	87.5M	196.7M	598.9M	304.5%



FILTER P&L

region All By Fiscal Year market All All values in INR division All

customer All Note : Do not modify the Pivot Table

FY 2019

Fiscal Quarter

	Q1			Q2			Q3			Q4	
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun .	Jul
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M
cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%

FILTER P & L

region All By Fiscal Year market All All values in INR

division All customer All FY 2020

FΥ

Fiscal Quarter

	Q1			Q2			Q3			Q4	
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M
cogs	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M
Gross Margir	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%

FILTER P & L

region All By Fiscal Year market All All values in INR division All customer All

Fiscal Quarter

2021

	Q1			Q2			Q3			Q4	
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M
cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M
Gross Margir	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%



#### **Net Sales**

Comparison	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%



Q4	<b>Grand Total</b>
Aug	
6.3M	87.5M
3.7M	51.2M
2.6M	36.2M
41.4%	41.4%

Q4	Grand Total
Aug	
16.5M	196.7M
10.5M	123.4M
6.1M	73.3M
36.8%	37.3%

Q4	Grand Total
Aug	
43.0M	598.9M
27.4M	380.7M
15.6M	218.2M
36.3%	36.4%



Α	п	C
$\overline{}$	u	ε

160.3%	204.5%
162.0%	124.8%