

Finance View

Net Sales

\$267.98M

LY: \$111.37M (+140.61%)

GM %

37.10%

LY: 41.20% (-9.95%)

Net Profit %

-0.85%

LY: 2.21% (-138.68%)

2018

2019

2020

2021

2022
est

Q1

Q2

Q3

Q4

YTD

YTG

Region

All

Market

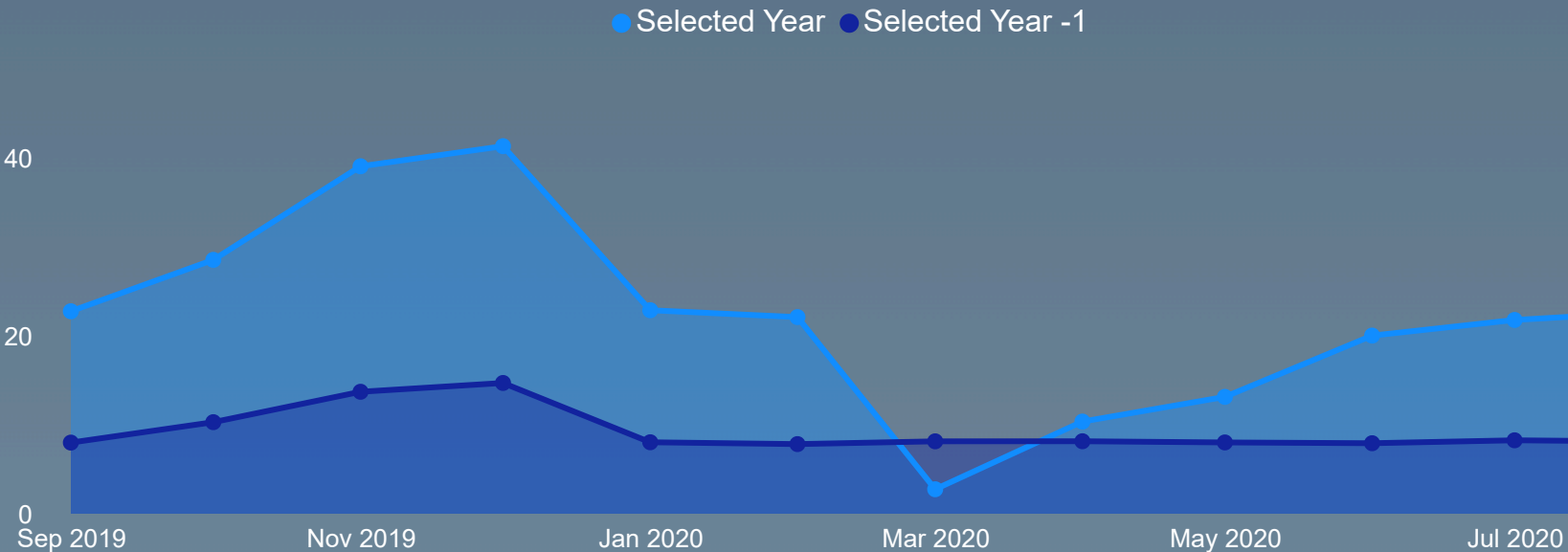
All

Customer

All

Profit and Loss Statement in Mn \$

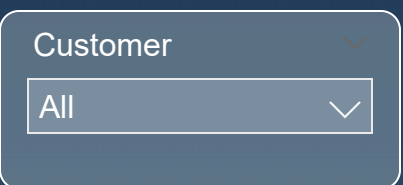
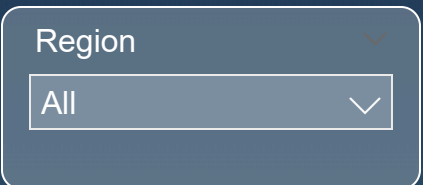
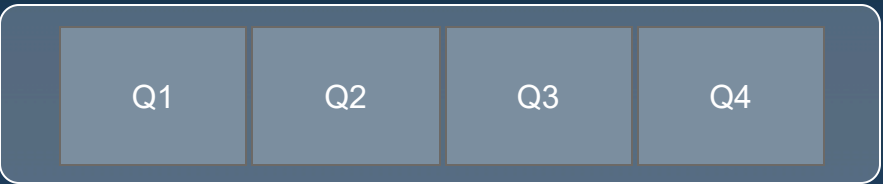
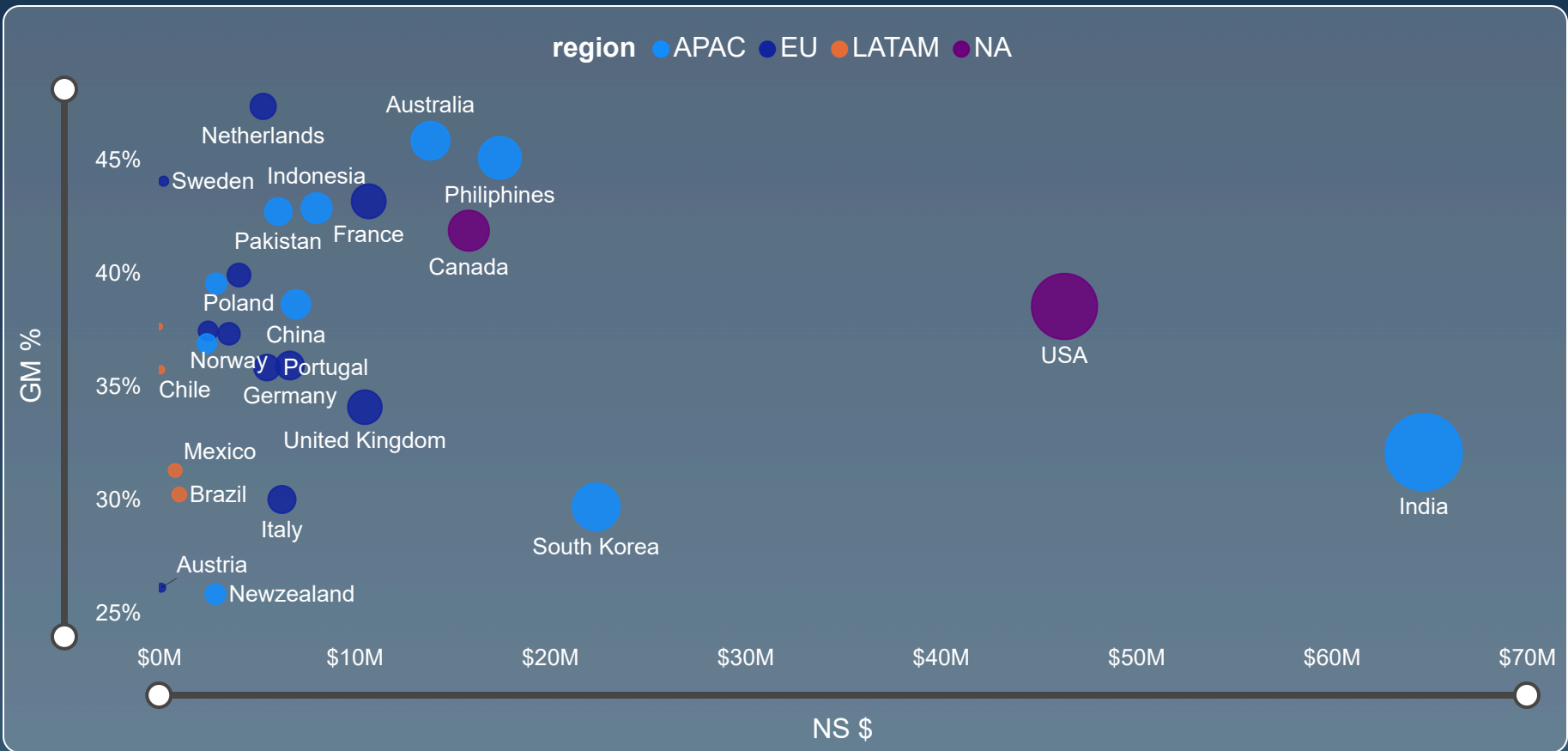
Line Item	2020	LY	YoY Change	YoY Change %	Total
▲					
Gross Sales	535.95	209.06	326.88	156.36	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45	154.45
- Post Discounts	95.85	29.72	66.13	222.51	222.51
- Post Deductions	47.43	20.53	26.90	131.02	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13	185.13
Net Sales	267.98	111.37	156.60	140.61	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14	157.14
- Freight Cost	7.16	2.64	4.52	171.46	171.46
- Other Cost	1.10	0.51	0.59	115.02	115.02
Total COGS	168.56	65.49	103.07	157.39	157.39
Gross Margin	99.42	45.89	53.53	116.66	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95	-9.95
GM / Unit	4.79	4.25	0.53	12.49	12.49
Operational Expense	-101.71	-43.43	-58.28	134.21	134.21
Net Profit	-2.29	2.46	-4.75	-193.08	-193.08
Net Profit %	-0.85	2.21	-3.06	-138.68	-138.68
Total	267.98	111.37	156.60	140.61	140.61



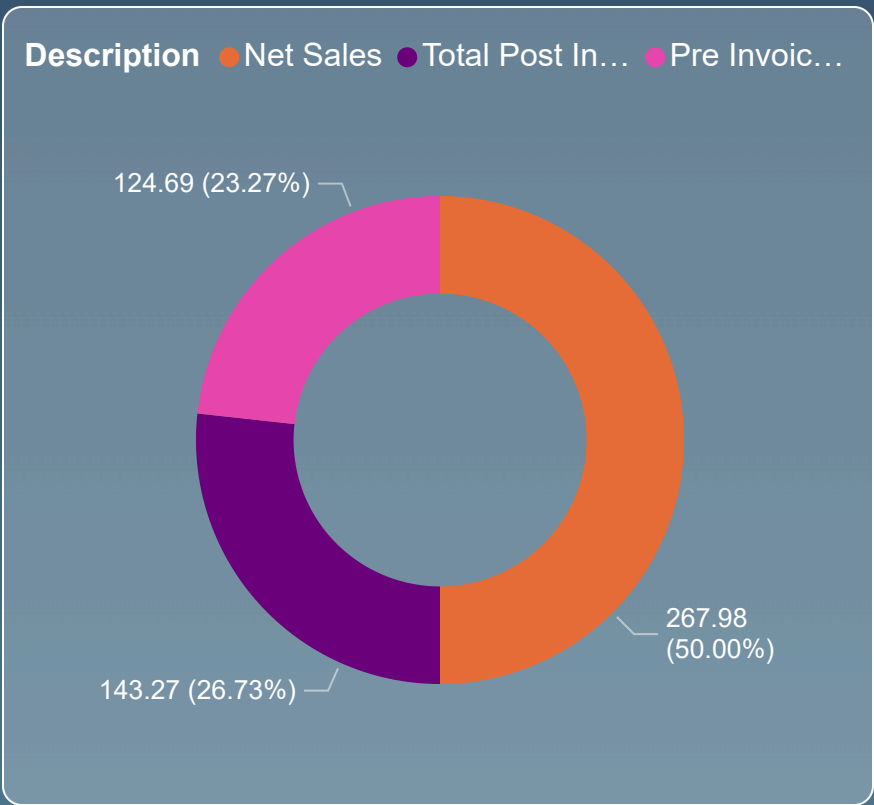
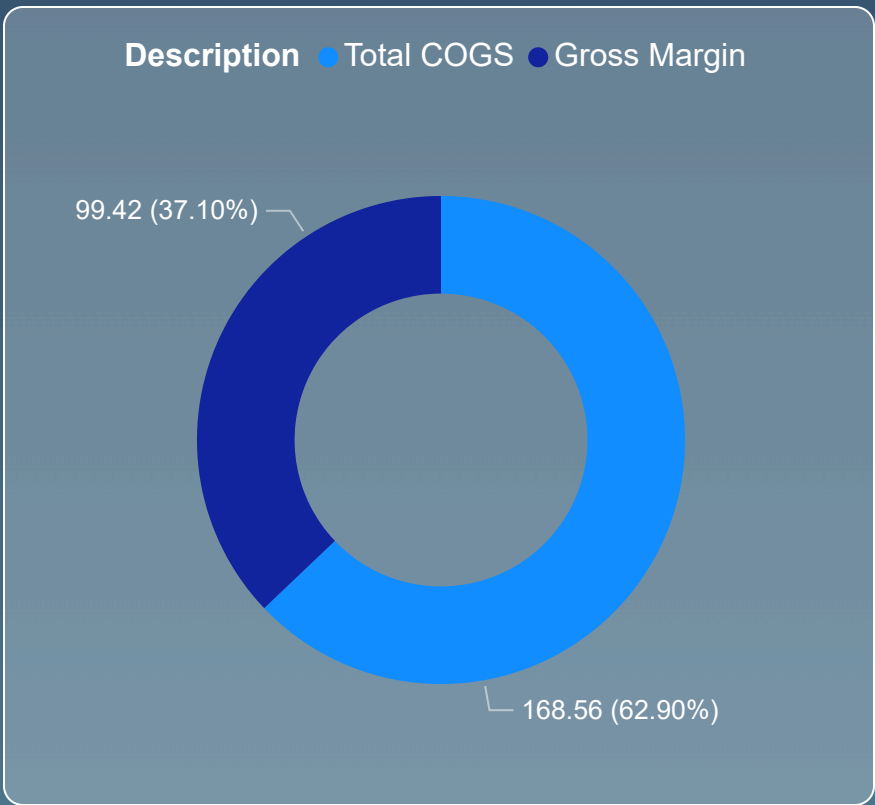
region	P & L Values	YoY Change %
▲		
⊕ APAC	147.98	107.48
⊕ EU	55.79	224.03
⊕ LATAM	2.00	141.89
⊕ NA	62.21	182.70
Total	267.98	140.61

segment	P & L Values	YoY Change %
▲		
⊕ Accessories	66.23	136.21
⊕ Desktop	0.95	0.00
⊕ Networking	26.22	51.00
⊕ Notebook	86.39	166.63
⊕ Peripherals	60.63	207.22
⊕ Storage	27.56	99.17
Total	267.98	140.61

Sales View



segment	NS \$	GM \$	GM %
Accessories	\$66.23M	\$24.56M	37.07%
Desktop	\$0.95M	\$0.35M	36.47%
Networking	\$26.22M	\$9.83M	37.51%
Notebook	\$86.39M	\$32.04M	37.08%
Peripherals	\$60.63M	\$22.72M	37.47%
Storage	\$27.56M	\$9.93M	36.05%
Total	\$267.98M	\$99.42M	37.10%



customer	NS \$	GM \$	GM %
Acclaimed Stores	\$3.73M	\$1.38M	37.09%
All-Out	\$0.21M	\$0.08M	38.69%
AltiQ Exclusive	\$20.28M	\$9.74M	48.02%
Amazon	\$49.77M	\$18.89M	37.96%
Argos (Sainsbury's)	\$0.95M	\$0.29M	30.83%
Atlas Stores	\$0.89M	\$0.34M	38.44%
Atliq e Store	\$31.74M	\$11.89M	37.47%
Atliq Exclusive	\$2.69M	\$0.78M	28.96%
BestBuy	\$2.34M	\$0.91M	38.88%
Total	\$267.98M	\$99.42M	37.10%

Supply Chain View

Forecast Accuracy

72.99%

LY: 86.45% (-15.57%)

Net Error

491.60K

LY: 637.48K (+22.88%)

Abs Error

5743.20K

LY: 1547.78K (-271.06%)

2018

2019

2020

2021

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est

Q1

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YTD

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Region

All

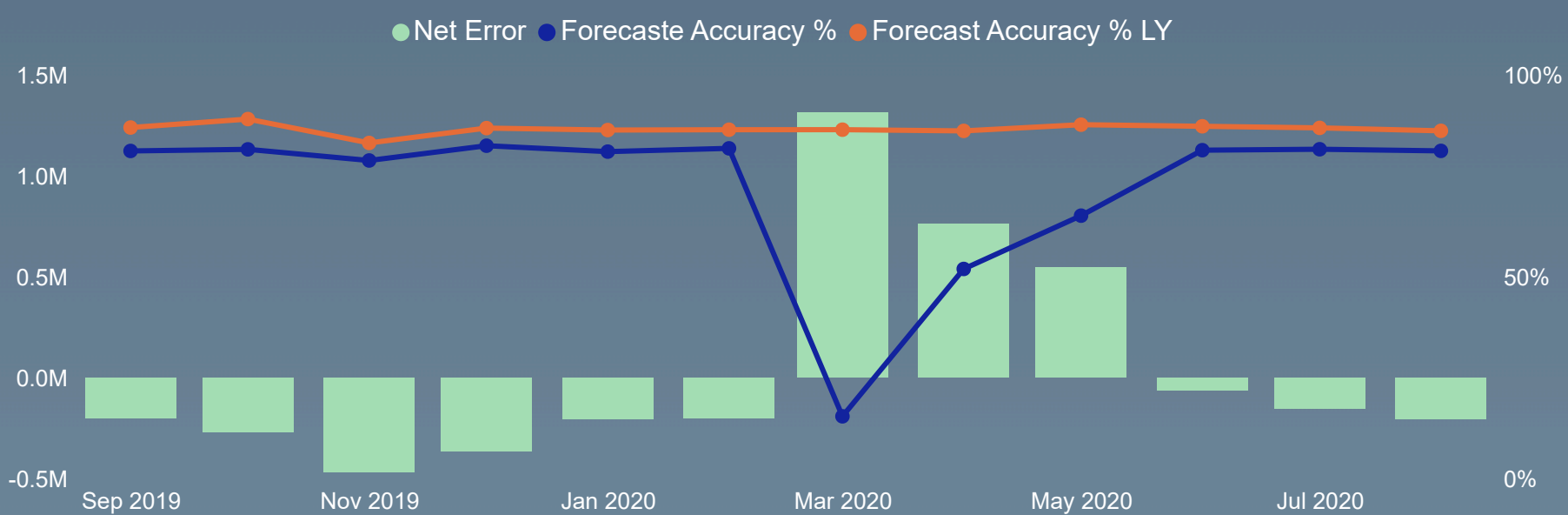
Market

All

Customer

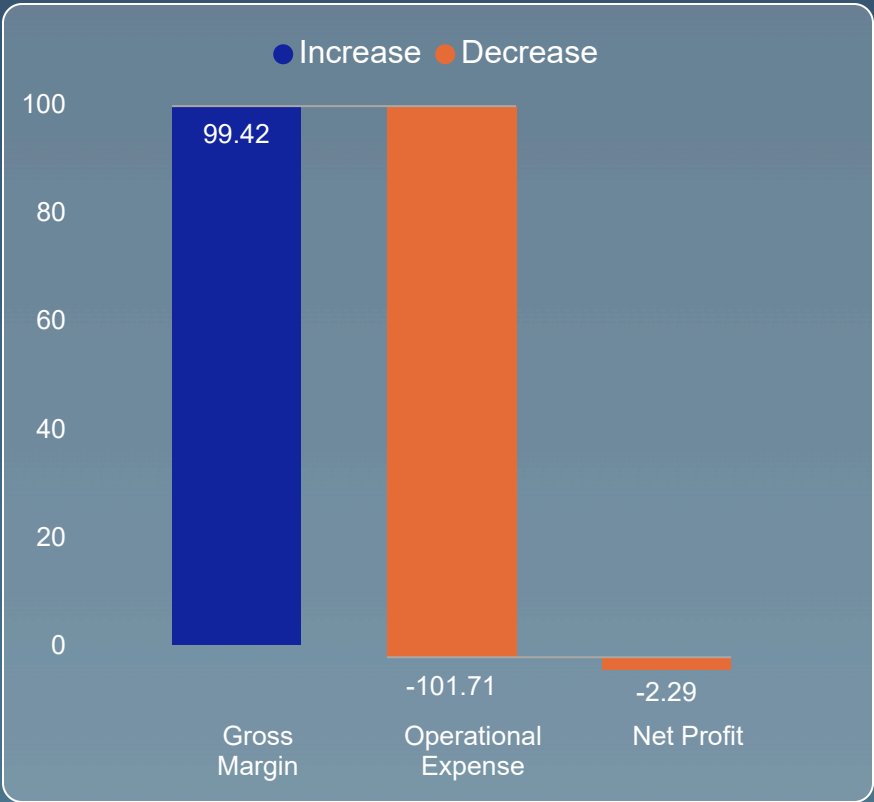
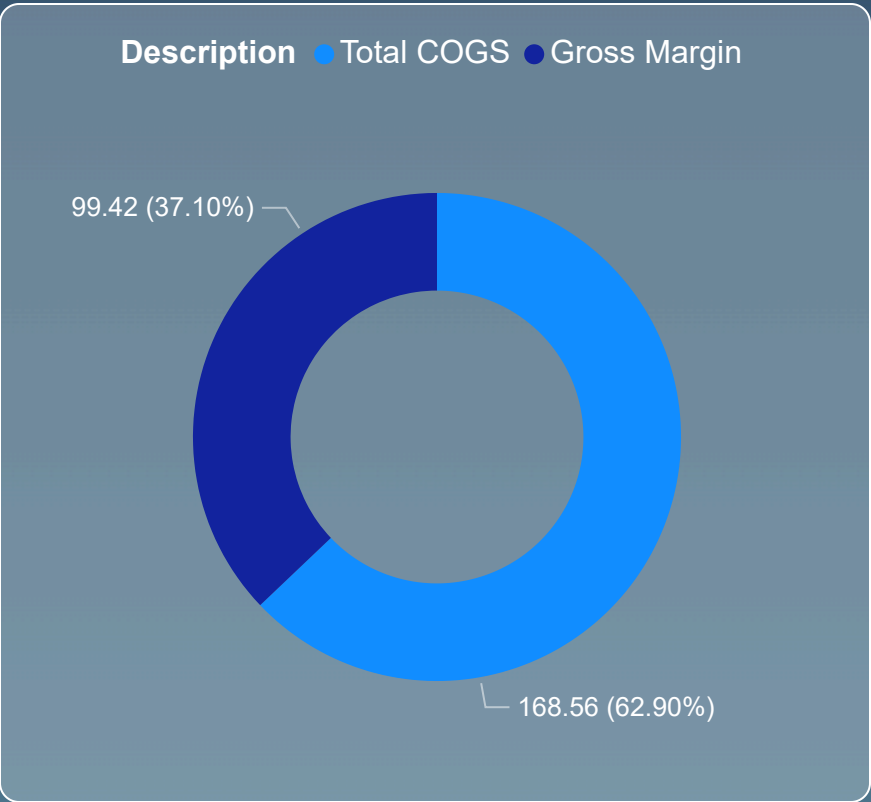
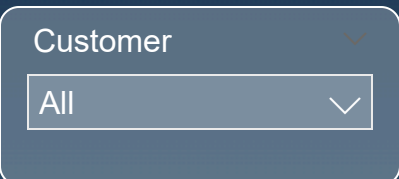
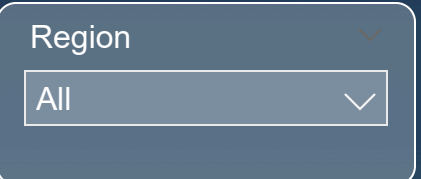
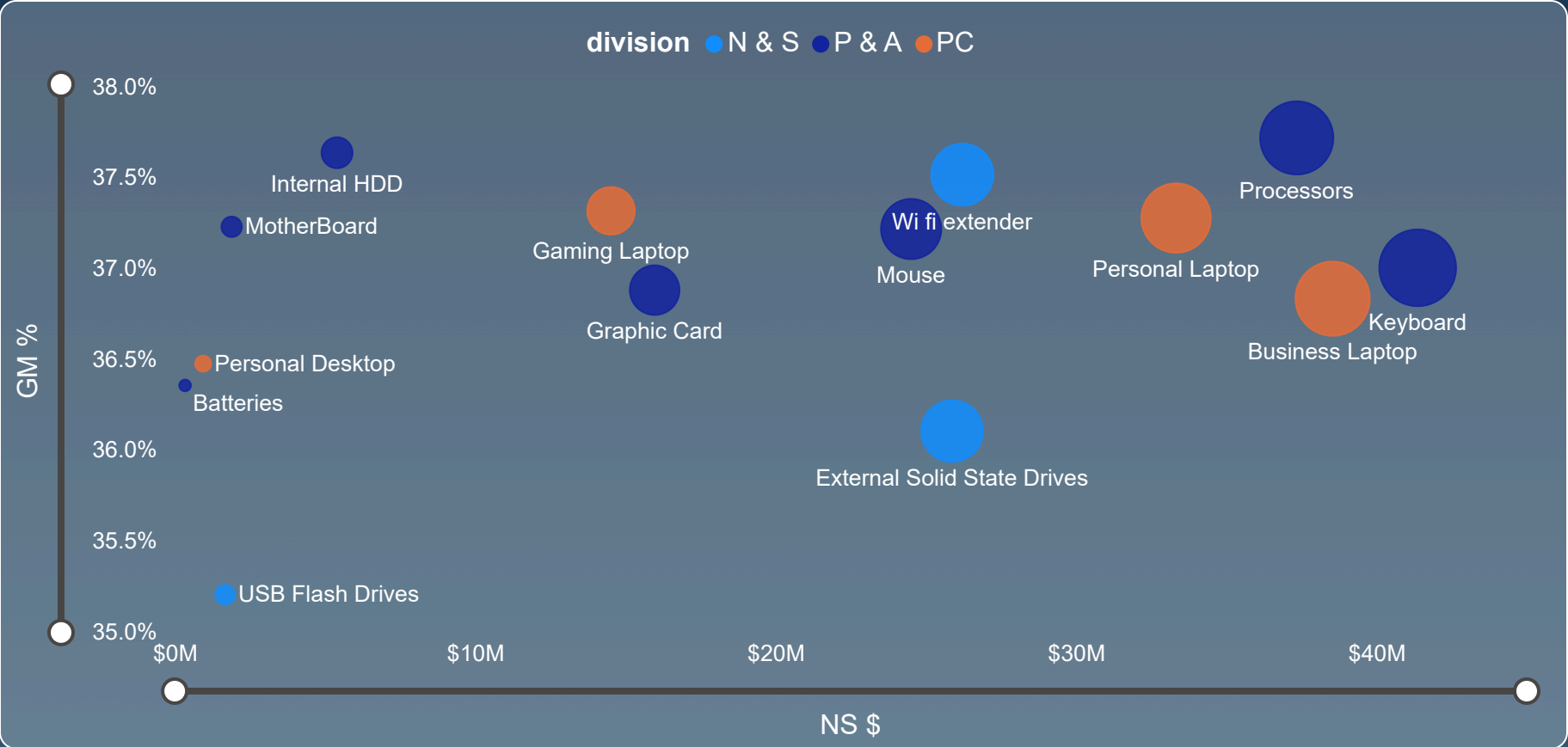
All

customer	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
▲					
Acclaimed Stores	8.69%	56.42%	-83357	-39.76%	Out of Stock
All-Out	35.18%		5699	25.31%	Excess Inventory
AltiQ Exclusive	56.78%	74.90%	277481	17.68%	Excess Inventory
Amazon	48.43%	78.07%	-917373	-31.93%	Out of Stock
Argos (Sainsbury's)	43.27%	56.06%	10038	10.79%	Excess Inventory
Atlas Stores	39.19%	47.32%	24488	26.07%	Excess Inventory
Atliq e Store	55.24%	76.51%	-544329	-28.48%	Out of Stock
Atliq Exclusive	32.66%	49.91%	53199	18.15%	Excess Inventory
BestBuy	7.31%	26.90%	-44305	-32.55%	Out of Stock
Billa	26.05%	36.08%	-2483	-5.80%	Out of Stock
Boulangier	38.12%	45.56%	-7244	-8.78%	Out of Stock
Chip 7	41.32%	30.35%	79770	37.39%	Excess Inventory
Chiptec	27.04%		-4136	-10.85%	Out of Stock
Circuit City	9.90%	26.23%	-47555	-34.82%	Out of Stock
Control	30.41%	36.19%	-20992	-11.29%	Out of Stock
Coolblue	43.16%	55.15%	15660	11.41%	Excess Inventory
Costco	33.18%	38.04%	8127	2.94%	Excess Inventory
Croma	35.49%	48.82%	28591	10.12%	Excess Inventory
Currys (Dixons Carphone)	35.91%	48.54%	3806	4.71%	Excess Inventory
Total	72.99%	86.45%	491599	2.31%	Excess Inventory



segment	Forecast Accuracy %	Forecast Accuracy % LY	Net Error	Net Error %	Risk
▲					
⊕ Accessories	71.42%	90.20%	-167818	-1.40%	Out of Stock
⊕ Desktop	70.07%		-52	-2.00%	Out of Stock
⊕ Networking	52.50%	81.50%	-379134	-28.90%	Out of Stock
⊕ Notebook	76.65%	83.02%	146640	22.59%	Excess Inventory
⊕ Peripherals	75.18%	85.06%	193476	7.43%	Excess Inventory
⊖ Storage	81.01%	80.25%	608187	11.86%	Excess Inventory
Total	72.99%	86.45%	491599	2.31%	Excess Inventory

Marketing View



segment	NS \$	GM \$	GM %
Accessories	\$66.23M	\$24.56M	37.07%
Desktop	\$0.95M	\$0.35M	36.47%
Networking	\$26.22M	\$9.83M	37.51%
Notebook	\$86.39M	\$32.04M	37.08%
Peripherals	\$60.63M	\$22.72M	37.47%
Storage	\$27.56M	\$9.93M	36.05%
Total	\$267.98M	\$99.42M	37.10%

region	NS \$	GM \$	GM %	Net Profit \$	Net Profit %
APAC	\$147.98M	\$53.23M	35.97%	-1.52M	-1.03%
EU	\$55.79M	\$21.10M	37.82%	0.35M	0.62%
LATAM	\$2.00M	\$0.62M	30.96%	0.00M	-0.08%
NA	\$62.21M	\$24.48M	39.35%	-1.11M	-1.79%
Total	\$267.98M	\$99.42M	37.10%	-2.29M	-0.85%