

THE HANDELOT TIMES

THE BEST
B2B MAGAZINE

December 2020 #22

VitelMobile

**Rommey
Bahhur**

**Vitel Mobile CEO
Interview**



APPLE
GLASS
▶ 34-35

PS5 VS
XBOX X
▶ 56-59



HUAWEI
IS SELLING HONOR
▶ 46-47



THE OLD HAND
THE REAL EFFECTS OF COVID19
▶ 14-15



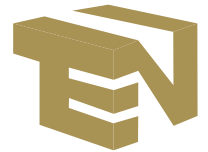
HANDELOT
B2B wholesale consultants

THE HANDELOT TIMES



3 LINES OF BUSINESS:
PLATFORM, MAGAZINE AND EVENTS

THE ONLINE B2B MAGAZINE FOR ELECTRONICS WHOLESALERS



DECEMBER 2020

The tech industry is changing quickly and we want to keep you up to date with the latest news. We are developing ourselves by opening up to new innovations in **IT**. We are growing and keeping a reliable source of **B2B** information from all over the world. With The **Handelot** Times, we will bring you more information about market trends, share cutting-edge ideas, and bring our world together with yours.

Design & DTP: **Adam Mieloszynski - green64**
Jakub Dominikowski

Copywriters: **Melania Romanelli**
Kazi Najib Ashraf
The Old Hand

ASSOCIATES OF THE ORGANISATION:

Taha Tuzuner – Business Consultant Team Leader
Dima Malovanyi – Business Consultant Team Leader
Alicja Gogola – Business Consultant
Omar Benabdellah – Business Consultant
Koushik Deka – Business Consultant
Jon Rodriguez – Business Consultant
Venktesh Prasad – Business Consultant
Jack Serdak – Business Consultant
Victoria Chen – Business Consultant
Carolina Kotulska – Business Consultant
Elza Lerner – Administrative Manager
Khrystyna Terletska – Partner Coordinator Team Lead
Aleksandra Rządowska – Partner Coordinator
Claudia Aniszkiewicz – Partner Coordinator

Fidan Abdullayeva – Partner Coordinator
Katarzyna Mroczkowska – Partner Coordinator
Sevara Akhmedova – Partner Coordinator
Joanna Muszalska – Business Developer
Edgar Arana – Business Developer
Grzegorz Marzec – Business Developer
Svitlana Shaposhnikova – Graphic designer
Tetiana Handziuk – Administration
Agnieszka Pulawska – CFO
Valentyn Petruchek – Head of Development
Alexander Golovnya – Development
Cesar Gonzalez
Patryk Skowron

ADVERTISING:

**FOR QUOTES PLEASE
EMAIL
TIMES@HANDELOT.COM
OR CALL US AT
+48 717 152 600**





TABLE OF CONTENTS

4-5	Quick hits
6-7	Vitel Mobile CEO - Rommey Bahhur - Interview
8-9	Samsung +58%
10	Globax
11	Globomatik
12-13	Tegphone
14-15	The Old Hand - The real effects of Covid-19
16	Cytec
17	Teksmart - Open partnerships
18-19	Iphone 12 - US spec worse than other specs
20-21	PPA
22	Price per Magazine
23	Island Terrace
24-31	VIP Gold + services
32-33	Yukatel - Mobile phones
34-35	Apple Glass will they be the next ,One More Thing' Here are all the new details
36-38	Najib Corner - As the markets open up
39-41	What will happen to PS4 after the release of PS5
42-44	Eight sectors with business and job opportunities at the time of Covid-19
45	GRT
46-47	Huawei evaluates the sale of Honor a 3.1 billion transaction
48-49	Is Apple ready to replace Google's search engine
50-51	Tesla worths more than all manufacturing company combined
52-54	How to eliminate breaches of protection of business data
55	Top Products Top Manufacturer Top Brands Top Models
56-59	Playstation 5 vs Xbox Series X, here's the comparison4
60	Handelot offices

QUICK HITS

A SELECTION OF CORPORATE NEWS FROM AROUND THE TECH WORLD

APPLE SILICON, HERE ARE THE FIRST MACS WITH M1 PROCESSORS, MORE POWERFUL AND LESS EXPENSIVE

According to Apple, the processor offers very high performance but with a quarter the power consumption of others. The integrated GPU is also available with up to 8 cores. Despite the attention that iPhones attract, Apple's most strategically important event is the one that has closed in November 2020. And it's about Macs. Because after a 15-year partnership with Intel, the Cupertino company has presented a new family of chips, which in the space of 2 years will be the beating heart of all Macs. Silicon, and the first new chip of the bitten apple is called M1.

Cook justified the choice with the need to have better performing products, underlining how there will be support for the entire line of Intel Macs currently on sale. But with Silicon, Apple is truly look-



ing to the future. And it certainly goes to create turmoil in a market, that of processors, which now sees a new great actor in the Cupertino giant.

M1M1 is a 5 nanometer, 8 core microprocessor (four high performance and four high efficiency). Developed with 16 billion transistors, each high-efficiency core offers speeds similar to that of the current dual-core MacBook Air, but with significantly lower power consumption.

According to Apple, the processor offers very high performance but with a quarter the power consumption of others. The integrated GPU is also available with up to 8 cores, and for Apple it is the fastest integrated card in the world. Includes a 16-core neural engine. 11 trillion operations per second, plus the latest generation Secure Enclave.

EUROPE ACCUSES AMAZON OF "ILLEGAL" USE OF ITS SELLERS' DATA

The European Commission opens a file on Amazon. This was announced by Margrethe Vestager, who is in charge of the competition and is known for her attempts to counterbalance the excessive power of large digital platforms. The e-commerce giant has come under the sights of Brussels for its use of retailer data. **The thesis of the European Antitrust** is that the multinational uses them to its own advantage, to compete against third parties who take advantage of the online showcase, giving priority to their products.

Under the lens is Amazon's

double nature. On the one hand, a platform that offers third parties a space to sell their products online, and on the other a vendor in turn. According to the Commission, which has been investigating Jeff Bezos' creature for at least two years, the group would use the information it collects about its merchants to be more competitive in the eyes of the customer. An advantage that the Vestager offices consider undue and which they want to remedy, as part of a process to rebalance the market between large operators and small and medium-sized enterprises.





XOR TITANIUM: LUXURIOUS FEATURE PHONE WITH ENCRYPTION AND AIR QUALITY SENSOR

Thanks to some former employees of Vertu (which has returned in vogue thanks to a Turkish entrepreneur and production in China), a new extra-luxury feature phone will arrive on the market, the **Xor Titanium**, with wireless charging and attention to safety. Dedicated to wealthy customers in Asia and the Middle East, Xor Titanium takes its name from the titanium chassis, which reveals a small display on the front, placed above a T9 keyboard with metal keys while, on the back, there is a leather covering: in terms of functionality, the new

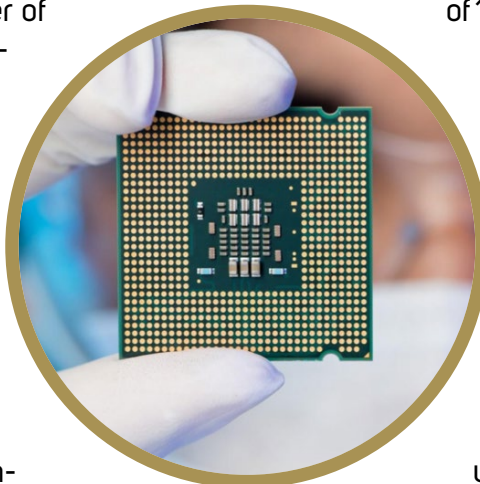


feature phone takes care of 2 and 3G phone calls, guaranteeing always clear audio, thanks to noise cancellation, without neglecting the sending of SMS. As it lacks 4G, it does not support a web browser or WhatsApp. The battery, brought to guarantee 5 days of autonomy thanks to optimizations, as a loan from the smart world can be charged wirelessly: always in an advanced perspective, Xor Titanium is animated by an even more basic version of Linux than the Nokia OS seen on board Of the base-range Nokia 40 Series, or of the current KaiOS.

MORE SEMICONDUCTORS WORLDWIDE: 38 NEW FACTORIES IN THE NEXT 4 YEARS

The next few years will be characterized by a sudden increase in the number of factories dedicated to the production of semiconductors according to estimates made by Semi, the organization that brings together companies engaged in the semiconductor production sector globally.

In its most recent analysis, Semi indicates two very clear trends: the increase in the number of manufacturing factories present globally and the parallel increase in investments in the sector. Ac-



cording to estimates, we will reach a share of 160 semiconductor factories globally, an increase of 38 units compared to the current ones.

It should be noted that these are factories that build and operate on wafers with a diameter of 300 millimeters and not 200 millimeters. This is the de facto state-of-the-art technology at the present time, not supplanted by the 450 mm one which has been talked about a lot in the past years but which encounters many obstacles in terms of costs and scalability.

BEWARE OF GHIMOB, A NEW ANDROID TROJAN THAT TARGETS BANKING APPS

The distribution of the trojan never took place through the Google Play Store, but rather through group emails or facade sites designed to confuse users by leading them to download imitations of well-known apps such as Google Defender, Google Docs, WhatsApp and many others.

Once you have downloaded one of these puppet applications, the app starts checking the list of applications installed on the Android smartphone not before having requested and obtained high-level ac-



cess permissions. At this point Ghimob is able to offer the user bogus login pages of the most common banking applications in countries such as Brazil, Germany, Portugal, Peru, Paraguay, Angola and Mozambique. Once the access credentials to these banking institutions have been intercepted, all information is automatically redirected to Ghimob's servers, thus giving freedom of movement to malicious people who can access bank accounts.



VITEL MOBILE CEO INTERVIEW

ROMMEY BAHHUR

FIRST DAYS

To start talking about the first days in the industry we have to go back 20 years. The industry was a smaller one, mostly because mobile phones were a new technology and for that very reason their prices were expensive. Still, the margins were incredible and back then I think the most fun I had other than making money was the sourcing. Finding new product to sell was amazing: Cdma and Tdma phones were the first ones. Then, the journey to find these devices took me across Latam (and also sometimes in the most remote and unique spots!). Mexico was the first Country I had the privilege to travel to and there I acquired what was then the best source for phones due to carrier subsidy. Since then, it has always been a special place for me. That signed the start that made me explore almost the rest of the region.

SUCCESS AND FAILURES

Saying that without failure there can be no success can sound like a cliché, but I do believe in it very much. It's the failures that will give you the resilience and knowledge you need in order to succeed in this industry. However, after the first few failures, you must develop what I like to call "**calculated failures**", otherwise the loss will be harder and harder to face. One important thing to remember - and I admit I have said this to my team as well - is that you can't say you gave 100% and then giving up. So what happens when 100% is not enough? You do 101 and that very 1 percent can be the difference at the end. Another big key is putting together a team of people that make things happen, and I confess I have been blessed with the best people in the industry so far.



OPPORTUNITIES

Opportunities are hard to find but they do exist and they are out there to be caught. The way to find them is to think different, not being scared to keep trying - which in some cases it means following the trend. Still, in other instances, even going against the grain is where a more lucrative opportunity lies! The mobile industry is more challenging than others. That's why, in the long run, if you keep expenses low and keep pushing, the entire cycle will come around and whenever there is less players in the market you will level up.

HYUNDAI

As you know, we launched Hyundai mobile 4 years ago. Developing this brand has been the most challenging hurdle of my career. But I can say that staying the course and learning from the mistakes has made it pay off. **I think that the potential for Hyundai is huge**, especially for those willing to put in a little work for big yield. Because of Covid, this 2020 has been a hard year so far - we are well aware of that - but despite markets being closed for months Hyundai is on its path to celebrate a record year.

LOGISTICS

As the trade and logistic war between China and Us has become a major concern, lately there have also been imposed duties on some of the products we import. To hedge this and future volatility we have taken a portion of our warehouse and offered logistic survives and consolidation to help ourselves and our customers as well. Another part we developed is the bonded warehouse we have and the services we provide to those importing products with duties for transit. Moreover, recently we provided some fulfillment to distributors who needed the bonded space for Huawei.



3 YEAR OUTLOOK

For the next 3 years I see demand for Samsung to be steady, but I am also excited to say that I think Hyundai sales will triple by 2023. In order to sustain this growth and also hedge further political interruptions, I am in the process of accruing a factory in Mexico. This is a massive 418k sf facility that will accommodate the production of Hyundai phones and also offer assembly to other brands looking to save on some tax benefits by manufacturing in Mexico. We are very excited and think this move will guarantee a solid growth for the brand and the potential to open up the Mexico market.



Romme Bahhur
Vitel Mobile CEO
8925 NW 26TH ST
Doral, FL
(T)305-418-9790
(F)305-418-9792

5G

*About the 5G: I think that technology is still premature in the US, and for Latam it doesn't exist at the moment. However, I do think there will be a little spike early next year on 5G and on end devices, regardless if people are actually getting 5G or not. Some people just want to say they have the latest and greatest phone, and that's all. **I do think that the bigger transition in Latam will be from 3G to 4G.** In fact, I do see a lot of carriers now transitioning in this direction.*

COVID19

*I actually don't know what to say about Covid. It's a very unfortunate time and also scary for some people that have previous illness that due to Covid can become fatal. As far as our business is concerned, we have had some interruptions due to the closure, but we do see the light at the end of the tunnel. I think that the mobile phones - **ultimately** - will be the biggest winners moving forward, because of all the tech advancement that the very Covid 19 has forced us into. Now more than ever, the mobile phone is the ultimate device and will continue to be so for years to come.*

SOME ADVICES?

If i can give a piece of advise to anyone is to keep your word transparent. Understand that selling is a form of art: if anyone can move boxes, not anyone can sell them!





SAMSUNG

THE THIRD QUARTER RECORD OF 2020

The demand for tech products is growing despite the Coronavirus or, perhaps better to say, precisely as a consequence of the presence of the virus. And as happened for Microsoft, Samsung also reported record results in the third quarter, in the true sense of the word.

Never before in Q3 2020 had such numbers been achieved, thanks to the ability of the South Korean company to read the situation correctly by adjusting produc-

tion and supply to the new characteristics of demand.

Operating profit grew compared to the previous quarter by 52% and 59% year on year, driven mainly by smartphones, memory, displays, TVs and appliances. However, Samsung expects a decline in Q4 caused by shrinking memory demand and increased competition in the smartphone sector. The contraction will not affect some of the Group's businesses: sales of smartphone panels and SoCs will continue to grow.

IN SHORT, LET'S SEE THE REVENUE FOR EACH MARKET:

- Revenue: **\$ 59 billion**
- Semiconductors: **\$ 16 billion**
- Display: **\$ 6 billion**
- Smartphone: **\$ 26 billion**
- TVs and appliances: **\$ 12 billion**

- Operating profit: **\$ 11 billion**
- Semiconductors: **\$ 5 billion**
- Display: **\$ 415 million**
- Smartphone: **\$ 4 billion**
- TVs and appliances: **\$ 1 billion**

SEMICONDUCTORS

The data reported in the financial statements under the heading "semiconductors" exceed expectations. DRAMs are very good, especially for low-mid-range smartphones and laptops. Excellent results also with regard to graphics cards, whose demand has grown thanks to the excellent sales of gaming consoles. Same goes for NAND and SSD memories, pushed again by consoles and laptops.

In particular, for the last quarter of the year, a further leap is expected for DRAMs and GPUs thanks

to smartphones, consoles and laptops. It will also focus on **5nm technology for SoCs** intended for devices compatible with new generation networks. The coming year will depend on the progress of the pandemic and the global socio-political situation. However, growing demand is expected, driven above all by 5G. The conversion to 1z-nm DRAMs and 6th generation V-NANDs will continue, as well as the development of new generation products such as 1st-nm EUV DRAMs and **7th generation V-NANDs**.

DISPLAY

The display sector is growing, supported by the strong demand in progress both for large panels and for those destined for the mobile segment. The trend

will continue in Q4 2020 thanks to the launch of new smartphones and the gradual introduction of QD technology. The same goes for 2021: 5G will help grow.

SMARTPHONES

The smartphone sector did very well: the Third quarter saw the launch of the Galaxy Note 20 series and the **Galaxy Z Fold 2**. The growth was

also fueled by the excellent sales performance of the Galaxy Tab S7, Watch 3 and Buds Live.

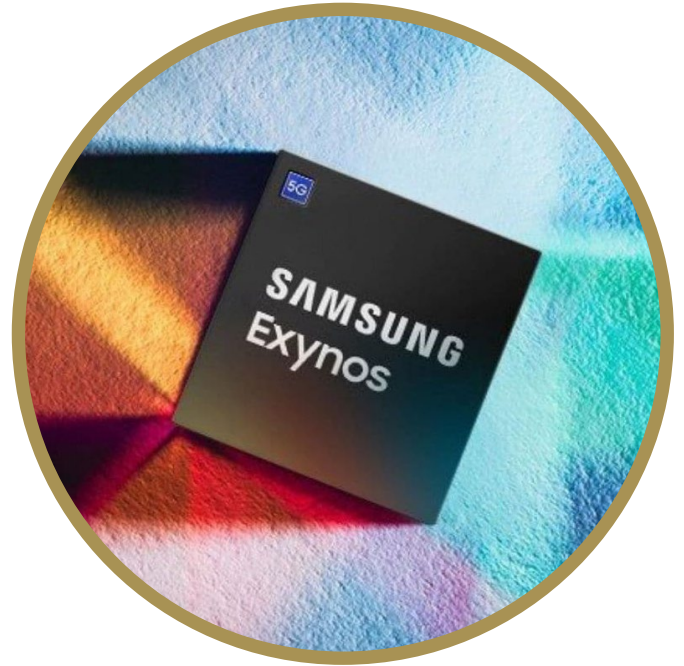
The Korean giant returns to excel in the special



world ranking of best-selling devices thanks to the excellent performance obtained in mid-2020 with +50% of revenues, dragged by the medium segment and of course by the top of the S20 range.

In the last quarter, Samsung managed to place 80.4 million pieces, up 3% compared to the same period of 2020. In global terms we are talking about 22.7% of the entire world market. As mentioned, the best performance came in the M and A series, which have literally depopulated in India, a country from which they have received such amazing results as to place themselves in second place overall, behind only the United States.

In Q4 the company expects a contraction, but already from 2021 - COVID-19 permitting - there will be a reversal of the trend with a return to growth. 5G and leaflets will be called upon to contribute more than other aspects.



TV AND HOUSEHOLD APPLIANCES

The more you stay at home, the more TV is at the center of our daily life. The positive trend in the segment is therefore no surprise, with excellent results for QLED and large TVs. Appliances are also doing well, especially those dedicated to

personal hygiene.

Fourth quarter and 2021 will depend on the political-health situation. Samsung will introduce QLED and Micro LED models to market to enhance its leadership in the segment.

2021 IN A NUTSHELL:

UNCERTAINTY DUE TO THE SPREAD OF THE CORONAVIRUS

DESPITE EVERYTHING, MARKET CONDITIONS ARE EXPECTED TO IMPROVE,
INCLUDING DEMAND

DESIRE TO INCREASE THE LEADERSHIP POSITION IN THE MEMORY SEGMENT

OFFERING 5G SOCS AND HIGH RESOLUTION SENSORS

LAUNCH OF NEW QUANTUM-DOT (QD) DISPLAYS

STRENGTHENING OF LEADERSHIP IN THE FIELD OF DISPLAYS FOR MOBILE DEVICES

INCREASE IN THE OFFER OF FOLDABLE SMARTPHONES AND 5G MODELS



HANDELOT
B2B wholesale consultants

WE WANT TO BUY

PHILIPS

REMINGTON®

BRAUN



AND

- **SDA** (SMALL DOMESTIC APPLIANCES)
- **COFFEE MACHINES**



PLEASE SENT YOUR OFFERS/REQUEST TO: B2B@GLOBAX.PL
CONTACT PERSON: HUBERT LADNO
MOBILE / WHATSAP: +48 533 303 366
SKYPE: MADUFO90
POZNAŃ, POLAND
WWW.GLOBAX.PL



HANDELOT
B2B wholesale consultants



globomatik
Mayorista Nuevas Tecnologías



**Looking for new partners in the area
of IT and Consumer electronics...**

**Etailers, Retailers, Resellers,
all E-commerce welcome**

**Phones, Tablets, GPU, CPU, SSD, HDD
Home Appliances.. a huge product portfolio.**

Globomatik is your Partner in Excellence

Globomatik Informatica, S.L.
www.globomatik.com



globomatik
Mayorista Nuevas Tecnologías



1 JAHR



TEQPHONE



SMARTMI EVAPORATIVE HUMIDIFIER 2

- ERZEUGT EINE NATURÄHNLICHE BEFEUCHTUNG OHNE NEBELBILDUNG
- SEHR LEICHT ZUGÄNLICHER 4 LITER WASSERTANK
- GERINGER STROMVERBRAUCH (< 8 W)
- 99% BAKTERIENHEMMEND
- ABMESSUNGEN: 24 X 24 X 36 CM

72,00 €



SMARTMI SMART FAN HEATER

- HOHE HEIZLEISTUNG VON 2.000 WATT
- AUTOMATISCHER SCHWENKBETRIEB BIS ZU 90°
- TIMER FUNKTION (4 MODI VERFÜGBAR)
- INKLUSIVE FUNKFERNBEDIENUNG
- ABMESSUNGEN: 23 X 23 X 61 CM

75,00 €



WWW.TEQPHONE.DE



SMARTMI CONVECTOR HEATER 1S

- DIGITALES TOUCHDISPLAY FÜR EINSTELLUNGEN UND PARAMETER
- 3-STUFIGE HEIZEINSTELLUNG VON 900 / 1.300 / 2.200 WATT
- WASSERGESCHÜTZT GEMÄSS IPX4
- AUTOMATISCHE SCHUTZABSCHALTUNG
- ABMESSUNGEN: 69 X 45 X 20 CM

63,00 €



SHUNZAO Z11 PRO (WHITE/GREY)

- ARBEITSZEIT: BIS ZU 60 MINUTEN (3 STUNDEN LADEZEIT)
- LCD DISPLAY FÜR VERBLEIBENDE SAUGZEIT IN %
- DREI REINIGUNGSMODI
- UMFANGREICHES ZUBEHÖR
- HEPA-FILTER

170,00 €



HAYLOU WATCH LS05

- SPORTMODUS (12 MODI)
- HERZFREQUENZMESSER
- SCHLAFMANAGEMENT
- WASSERDICHT (IP68)
- 3,5 CM TFT DISPLAY

22,00 €

ALLE SMARTMI PRODUKTE LASSEN SICH
AM GERÄT SELBST, ODER ÜBER DIE APP
FÜR ANDROID UND IOS STEuern.

+49 (0) 6032 / 9989770
INFO@TEQPHONE.DE

TEQPHONE GMBH
STEINKOPFSTR. 6-8
61231 BAD NAUHEIM



THE REAL EFFECTS

OF COVID-19

That's how it starts. A slight temperature that comes and goes and has done that for the last few days, combined with a very slight headache that also comes and goes, together with a complete loss of taste and smell.

Seven days ago, along with my son, I tested positive for Covid-19. My wife tested negative, but I can assure you she has exactly the same symptoms my son and I had.

If you were to ask me what it feels like, I would tell you that it feels like a 'Man flu'. Man flu is something that my wife says I have when I say I have flu. We all know that if we really get a proper flu then we will be in bed for more than a few days. And with a stronger headache too.

If I didn't know that Covid-19 existed and I was based in an office environment, then I would happily go to work everyday feeling just slightly under the weather. But Covid is something different, and it surely exists.

We know that between 5 and 10 days of first showing symptoms there is a possibility that the virus can move into our lungs and at that point we may have to attend hospital for treatment. And nobody wants that to happen.

Most people (about 80%) recover from the virus without needing special hospital treatment and for the majority of people, especially children and young adults, the effects of the virus are very small, if any at all.

Still, 1 out of 5 people who contract Covid-19 develop difficulty breathing and do require hospital treatment. However out of that percentage very few peo-

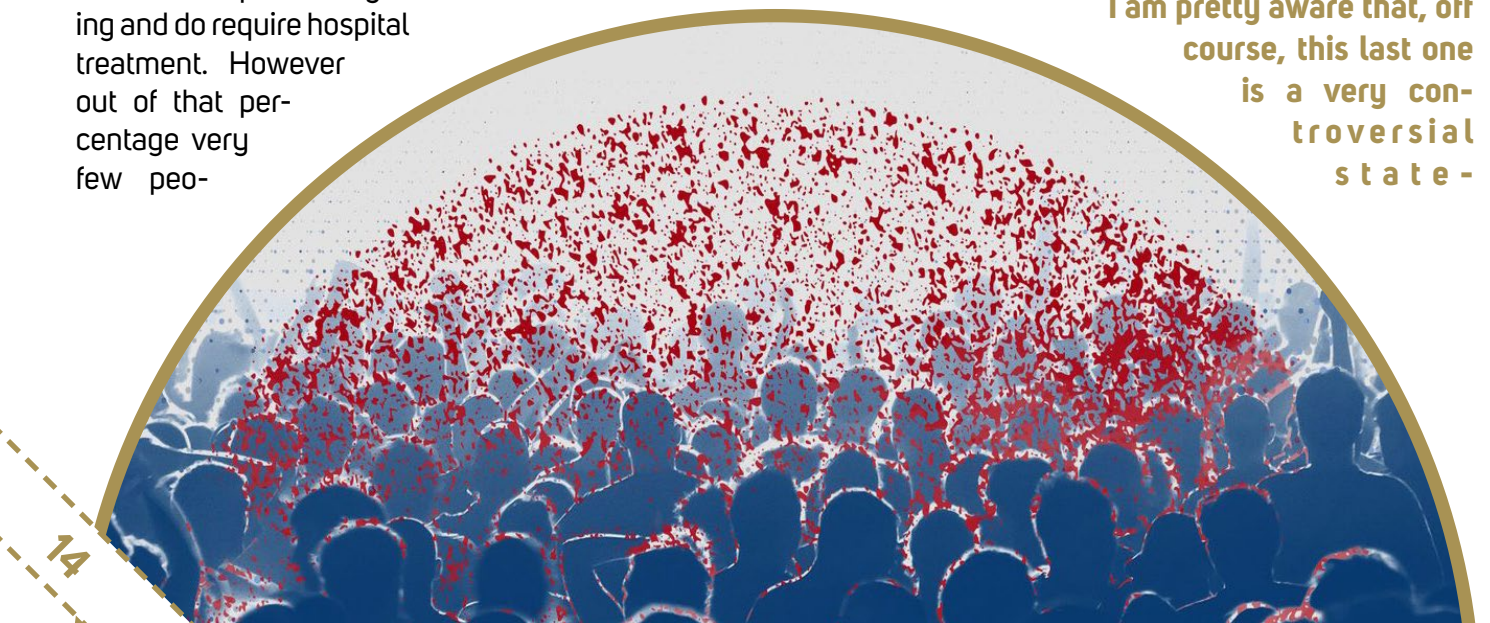
ple die, and if they do they are normally elderly or they normally have other underlying illnesses.

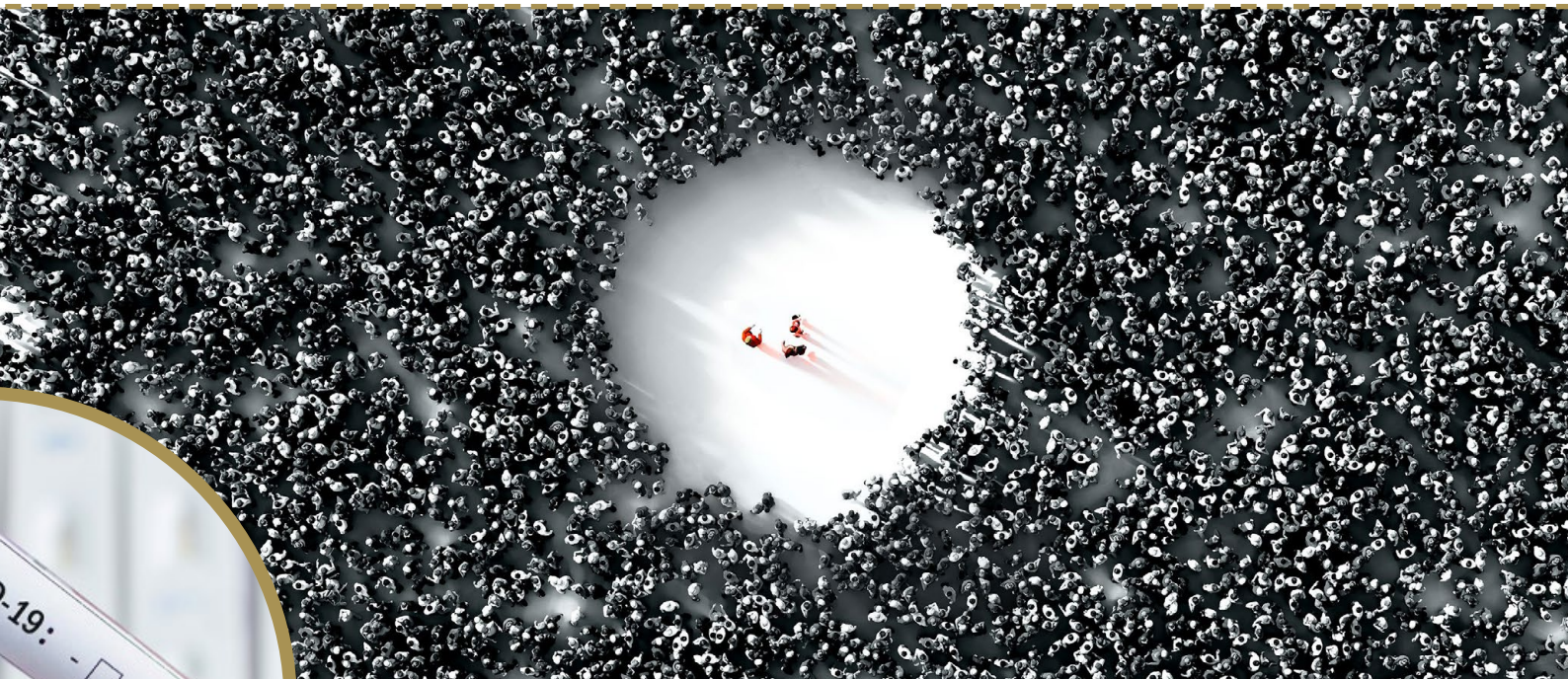
As I am writing this, I am 7 days into the virus and there is a chance that I may need hospital treatment myself as I am still sitting between that crucial 5 to 10 day period when the virus can accelerate and develop into respiratory symptoms. But the truth is: for most people that get Covid-19 in time it's just another illness that they will recover from. We have all lived with illnesses all of our lives and eventually it will be an illness that will kill us, through old age or just through negotiating life.

Having that pointed out, my heart goes out to all the people in the world who have died from the effects of Covid-19 along with the loss that their families have experienced.

Anyways, I have a confession to make: I have a big problem with the way our world governments are dealing with Covid-19. And that problem is proportionality. And by this I mean that the world's reaction to Covid-19 is disproportional to the effects of the virus itself.

I am pretty aware that, off course, this last one is a very controversial state -





ment to make, based on the current emotions that Covid-19 evokes. So let me explain myself better.

If we continue with the policies of lockdowns that we have started, then we will destroy the core of our society. Our society is built on a capitalist principle of work and reward. In fact, we are a consumer orientated society, and the current Covid-19 controlling methods are destroying the essence of the system we have created.

The system is not perfect by any measure, but it is nevertheless the very fabric of our lives. It's entwined so deep within our lives that an ongoing lockdown process will and is destroying the existing structure of our societies. By the way, it's also destroying the hopes and dreams of our families and our futures. That on its own is equally as bad as the financial and structural devastation currently taking place. And all this it's simply disproportional to the way the Pandemic currently presents itself.

It's well understood that the demographic of people that die from Covid-19 lie between the elderly and people with underlying illnesses. For their protection, then, why don't we isolate only these demographics, allowing everyone else to gradually and naturally develop immunity? Historically this is how we have always dealt with new viruses that challenged and threatened our lives just as Covid-19 is doing at the present moment.

Why would we insist, otherwise, on locking down entire nations at the risk of destroying our culture and in turn our economic structure, which is our future?

If we keep pursuing these policies, the foreseeable death rates from poverty and social economic breakdown will surely surpass those of Covid-19's disease.

In the last 8 months we have all been listening to the delegated experts about the possible outcome of this Pandemic, and I'm sure that we have all formed many opinions on it. It's always important to examine the facts, more importantly to know why we are been made aware of certain facts coming from certain and different sources. The facts on their own, in fact, are not enough to form an opinion. A scientist, for instance, will have a completely different reason than those of a politician, and the same goes for the Media institutions.

So what I am suggesting is not that we all break out in conspiracy theories about the world's Covid-19 problem. I am merely saying that we need to remain calm and use our own common sense, intuition and judgment to work out what we see or feel is taking place at this conjuncture.

Then we need to voice that opinion. The freedom of speech and the freedom of choice are all-important to our society.

Please don't sit there as a sheep and allow yourself to be quietly coerced into a safe position, because it's not safe, or it is a fools paradise. The most dangerous thing you can do is to allow other people to control your life through FEAR.

Coming from a trading background you will be fully aware of your ability to work things out for yourself.

Do it!!!

■ **Keep The Faith
The Old Hand**



HANDELOT
B2B wholesale consultants



SAMSUNG



Specialist

**Based in southern Germany
and selling worldwide**

Buying and Selling:
+ Tablets
+ Smartphones
+ Wearables



CyTec
International Trading GmbH
Email: info@cytec-gmbh.de
Mobile Phone: **+49 8554 9449810**
Web: <http://www.cytec-gmbh.de>



teksmart

Trade-In your used Smartphone's now for cash

Get Access to all the latest
and best prices paid

Apply for a corporate account
now with Teksmart

and get Real time
online valuations



1 Go to:
tek-smart.co.uk

2 Hit Partner
Log in and then

3 Create
user account

4 Teksmart
will do the rest.



IPHONE 12: QUESTIONS AND ANSWERS

ABOUT THE DIFFERENT SPECS FROM USA TO THE WORLD

Finally, after the usual wait, the iPhone 12 has arrived in all versions in the global area. An event for the first time on-line that has kept millions of people around the world glued, united by the passion for the new releases of Cupertino.

United in spirit, but not in technology. Apparently, in fact, for the first 5G edition of the iPhone, the US market and the global market have different technical specifications. Starting from the 5g wave.

All iPhone 12s support 5G technology - as millions of people asked in the near past - but not all 5G networks are the same: in fact there is the super fast 5G mmWave (millimeter wave) and the slower, more widespread and with greater coverage Sub-6GHz 5G.

THE 5G SPREAD

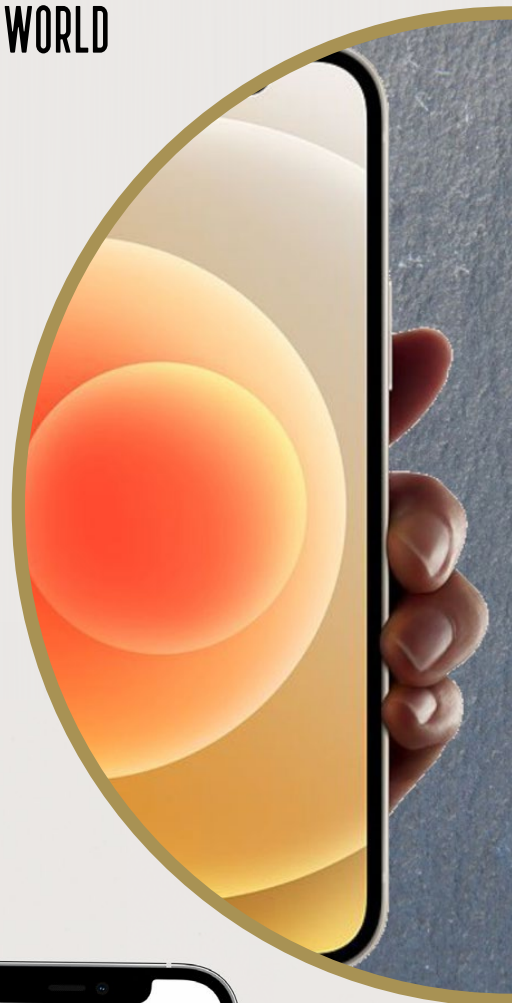
The difference in 5G networks and their spread has forced Apple to produce two different iPhone 12s, one destined only for the US market that include a Qualcomm radio module compatible with the mmWave n260 and n261 bands, which operate at 39GHz and 28GHz respectively. The other iPhone 12 model, on the other hand, is intended for the rest of the world and supports most other 5G networks.

There is not much to despair because in all the countries of the European Community, the various mobile phone operators have decided to use only Sub-6GHz 5G technology.

Arguably, it would have been a waste of money for Apple to equip all iPhone 12s with Qualcomm's mmWave chip, when this technology is only used in the United States.

SO IF YOU WERE TO BUY ANY IPHONE 12 MODEL IN THE US, WOULD IT ONLY WORK IN 4G-LTE IN EUROPE?

It's quite the opposite: it's the iPhones in the rest of the world that will only use 4G in America because they don't have mmWave antennas. American iPhones have both Sub-6GHz 5G and mmWave 5G, **so you won't have a problem in Europe.**





BESIDES THE CHEAPNESS
OF BUYING IT IN THE STATES,
WOULD THE QUALCOM CHIP BE A STRONG
POINT FOR USE IN EUROPE OR WOULD
IT NOT CHANGE ANYTHING?
WILL EUROPEAN MODELS
USE OTHER CHIPS?

In Europe, mobile phone operators have decided to use Sub-6GHz 5G technology and not mmWave 5G, so the mmWave module present on the American iPhone 12 is useless in Europe and in the rest of the world. **All the iPhone 12**, therefore American and not, have a Sub-6GHz 5G module.

DO THE IPHONE 12 HAVE A DIFFERENT
CONTINENT-SPECIFIC ANTENNA?

No, there is only the dual antenna on US iPhones. **But that won't cause any damage** for the rest of the world or for visitors from Europe to USA.

IS 5G THE SAME ON ALL IPHONES? ARE THEY
DIFFERENT IN HARDWARE?

By now we are all familiar with the different variants of 5G: 5G low frequency, also called sub-6GHz, normal speed and long range; High frequency 5G, also called mmWave, huge speed and very short range.

Thus, we all want high frequency and its 4Gbps download speed, but operators have to make a huge deployment of antennas, not counting frequency auctions and other procedures, to offer it. For this reason, only in certain places, for example in stadiums or airports, do we currently find high-speed 5G. And around the world it is mainly in the United States where this technology is deployed.

That's why, as we saw earlier, Apple has made the decision to launch two types of iPhone 12, only the models that are sold in the United States have a mmWave connection. Thus, there is a physical difference on the side of the phone: the mmWave antenna.

All the models of the new iPhone 12 sold in the United States have a small notch on the right side, a little lower than where the SIM slot was. A slot that, by the way, has been moved to the left side.



HANDELOT
B2B wholesale consultants

PPA
INTERNATIONAL AG

A MEMBER OF UNIDEVICE AG

- | **MOBILE WHOLESALE**
- | **APPLE SPECIALLIST SINCE 15 YEARS**
- | **PHYSICAL STOCKS**
- | **100 DIFFERENT MODELS**
- | **FAST DELIVERY WORLDWIDE**

PPA INTERNATIONAL AG
0049 (0)5601 9684570
GT@PPA-AG.DE
WWW.PPA-AG.DE





HANDELOT
B2B wholesale consultants

PPA

INTERNATIONAL AG

A MEMBER OF UNIDevice AG





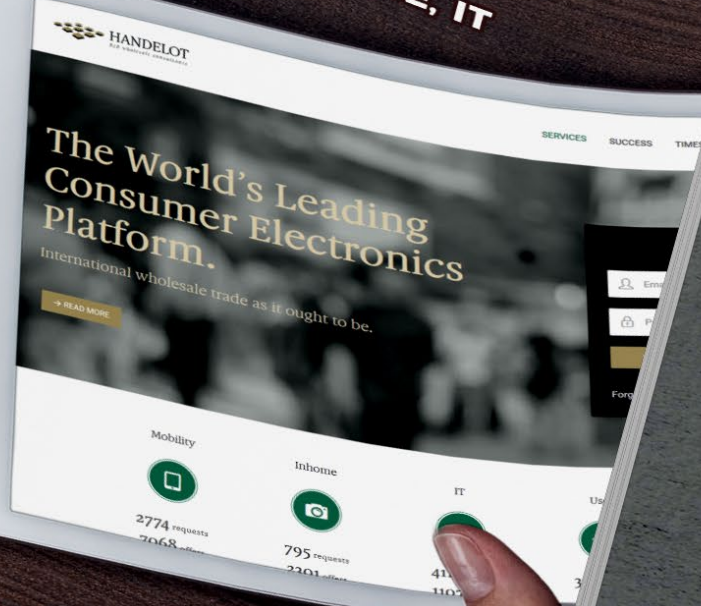
HANDELOT
B2B wholesale consultants

HANDELOT
B2B wholesale consultants

HANDELOT
B2B wholesale consultants

LARGEST B2B PLATFORM

SEGMENTS: MOBILITY, INHOME, IT



3300 COMPANIES FROM ALL OVER THE WORLD
160 COUNTRIES
12 YEARS ON THE MARKET

REGISTER ON
WWW.HANDELOT.COM



HANDELOT
B2B wholesale consultants

Smartphones, Smartwear, Tablets, Laptops, Gaming,
Sound, Photographic products, or...

Get **it**

at the best deal



ISLAND TERRACE LLC

Best offers, best products

Thanks to the experience and connections we have created over the years, we are experts in identifying the most viable and worthwhile transactions. So whether your selling or buying, let's do business!

Island Terrace LLC

Tel: +1 917 8074593 | Tel: +44 208 8801110

Mob: +44 7391 682420 | avraham@itgtllc.com

Apple SAMSUNG HUAWEI MI NOKIA BOSE SONY SanDisk LG
Microsoft Lenovo acer DELL ASUS Nintendo PHILIPS dyson



0048 CZ s.r.o.
Czech Republic
Praha



Blessings Telecom Fze
United Arab Emirates
Dubai



Combigrama Portugal
Portugal
Lisbon



AC Electronic Limited
China
Hong Kon



Bluefin Century s.r.o.
Slovakia
Bratislava



Dotson IT Asset Management Corp
United States
Dallas



AMC Elektronik Vertriebs GmbH
Germany
Bonn



Bluepoint Corporation Ltd
United Kingdom
Milton Keynes



ERREGAME

Erregame S.p.A.
Italy
Milano



Amir Group
United Arab Emirates
Dubai



BM ELEctronics FZCO
United Arab Emirates
Dubai



Euromedia Investment Group, S.L.
Spain
Torrent



AMS Incentives
United States
New York



Cell Axis FZCO/ Intracell Telecom
United Arab Emirates
Dubai



Eurostar Global Electronics Ltd
United Kingdom
Newcastle-under-Lyme



AODELI COMPANY LIMITED
China
Hongkong, China



Celltel Middle East Fzco
United Arab Emirates
Dubai



FON4AB UNIPESOAL LDA
Portugal
Lisbon



AT7 GmbH
Germany
Wuppertal



Central point Europe s.r.o.
Slovakia
Pezinok



Galactica Aliança SA
Spain
Valencia



AVR GROUP DOO
Serbia
Beograd



Challenger S.A.
Paraguay
Ciudad del este



Galaxy Telecom
Netherlands
Rotterdam



GEETEX PTE LTD
Singapore
singapore



Intrade d.o.o.
Slovenia
Maribor



KSTelecom B.V.
Netherlands
Beverwijk



GK telecom
Netherlands
Ijssel



Jimpower Trading Ltd
China
Hong Kong



LANDOTECH MOBILE SP Z.O.O
Poland
Kraków



Global Resource Trading Sh.p.k
Albania
TIRANE



JP TECK B.V.
JP Teck BV
Netherlands
Beverwijk



LFE distribution, LLC
United States
Miami



Gsm Creative Solutions sp. z o.o.
Poland
Cracow



Jupiter GSM FZCO
United Arab Emirates
Dubai



LMD GROUP GOLD LTD
Israel
Ramat Gan



HK HUI BAI ZHOU ELECTRONICS CO., LIMITED
China
Hong Kong



Kamkwat Limited
China
Hong Kong



Mardin Gsm LLC
United States
Doral



Hong Kong Cooline technology Limitd
China
Hong Kong



KANSKY
KANSKY a.s.
Slovakia
Bratislava



Metropolitan Trends GmbH
Germany
Hamburg



HTP
France
Villeneuve-le-Garenne



Krishna Wireless
United States
Doral



MMM-Agramservis d.o.o.
Croatia
Zagreb



INFO TECH
France
Paris



KROWN MOBILES TRADING LLC
United Arab Emirates
Dubai



Mobiparts SRL
Romania
Constanta



Naam Electronics Fze
United Arab Emirates
Dubai



PINES Sp. z o.o.
Poland
Wroclaw



RS GLOBAL LTD
United Kingdom
London



NET WIRELESS INC
United States
New York



PPA International AG
Germany
Schönefeld



Runphone international company limited
China
Hong Kong



NOVAPHONE sp. z.o.o S.K
Poland
Warsaw



Prestige Group Srl
Italy
Bari



SELTE SPA
Italy
MILANO



P.C.Distribution SPA
Italy
Napoli



Q-CONN GmbH
Germany
Bruchsal



SG SPA
Italy
Milano



Pantheon Distribution GmbH
Austria
Biedermannsdorf



Rainbow International Distribution
Romania
Bucharest



SGM Socher Inc
United States
New York



Parktel sp. z o.o.
Poland
Wroclaw



RIBA MUNDO TECNOLOGIA SL.
Spain
Valencia



SHAANXI HISUN BAUTON ELECTRONIC AND TECHNOLOGY CO.
China
Shaanxi



PHF GmbH
Germany
Paderborn



RIBSON COMPANY, INC
United States
Florida



Shenzhen Ibuygou
China
Shenzhen



Phone Cash Business, S.L.
Spain
Madrid



RMT SPA
Italy
Roma



Sisu Net AB
Sweden
Örsundsbro



SK & ASSOCIATES LTD
United Kingdom
Cheshire



Tech Supplier
United States
Ridgefield Park



Vitel Mobile
United States
Doral, MIAMI



Smalltronic.pl Sp. z o.o. Sp. K.
Poland
Wyszków



Tekpoint GmbH
Austria
Vienna



Vtech Electronics Tecnology Limited
China
Hong Kong



Smart Telecomm LLC
United States
Scottsdale



TelePart GmbH
Germany
Holzmaden



WOWO Distribution Limited
China
HK



Smart4all Technologies Ltd
Greece
Athen



TPC Technology FZCO
United Arab Emirates
Dubai



XTG S.A.
Poland
Wroclaw



SMARTCOM DISTRIBUTION S.R.O.
Czech Republic
Praha



Turan Trade
Slovakia
Bratislava



Yonida International Trading Corp.
United States
New York



Sound Business
France
Paris



TVD SERVICES (UK) LTD
United Kingdom
Reading



Aldis Trade d.o.o.
Slovenia
Velenje



SPK Telecom FZCO
United Arab Emirates
Dubai



UV phone ltd
Israel
haifa



X7-telecom GmbH
Germany
Karlsdorf-Neuthard



Swift Telecom FZCO
United Arab Emirates
Dubai



VADIMPEX Handels GmbH
Austria
Baden bei Wien

For quotations
times@handelot.com
or call us at
+48 717 152 600



AC Electronic Limited
China
Hong Kon



Dotson IT Asset Management Corp
United States
Dallas



Hong Kong Cooline technology Limitd
China
Hong Kong



ADESIFLAVA PRIVATE LIMITED
China
Hong Kong



Erregame S.p.A.
Italy
Milano



INFO TECH
France
Paris



AODELI COMPANY LIMITED
China
Hongkong, China



FON4AB UNIPESSOAL LDA
Portugal
Lisbon



Intrade d.o.o.
Slovenia
Maribor



AT7 GmbH
Germany
Wuppertal



Galactica Aliança SA
Spain
Valencia



Jimpower Trading Ltd
China
Hong Kong



Challenger S.A.
Paraguay
Ciudad del este



GEETEX PTE LTD
Singapore
Singapore



Krishna Wireless
United States
Doral



Click Europe Limited
United Kingdom
London



Global Resource Trading Sh.p.k
Albania
TIRANE



KROWN MOBILES TRADING LLC
United Arab Emirates
Dubai



Combigrama Portugal
Portugal
Lisbon



GLOBAX Sp. z o.o. Sp. K.
Poland
Poznań



MMM-Agramservis d.o.o.
Croatia
Zagreb



Craving Comps L.L.C.
United States
Eatontown



Gsm Creative Solutions sp. z o.o.
Poland
Cracow



Mobiparts SRL
Romania
Constanta



NET WIRELESS INC
United States
New York



SG SPA
Italy
Milano



TW International General Trading L.L.C.
United Arab Emirates
Dubai



P.C.Distribution SPA
Italy
Napoli



SGM Socher Inc
United States
New York



TECH DREAM D.O.O.
Croatia
Zabreb



Pantheon Distribution GmbH
Austria
Biedermannsdorf



SHAANXI HISUN BAUTON ELECTRONIC AND TECHNOLOGY CO.
China
Shaanxi



TELPUR SRL
Romania
Bucuresti



Rainbow International Distribution
Romania
Bucharest



Shenzhen New Way Technology Co., Ltd.
China
shenzhen



Turan Trade
Slovakia
Bratislava



RIBA MUNDO TECNOLOGIA SL.
Spain
Valencia



Shock Distribution Ltd
United Kingdom
Sheffield



WOWO Distribution Limited
China
HK



RMT SPA
Italy
Roma



Sisu Net AB
Sweden
Örnsundsbro



XTG S.A.
Poland
Wroclaw



RS GLOBAL LTD
United Kingdom
London



SMART
TELECOMM LLC

Smart Telecomm LLC
United States
Scottsdale

For quotations
times@handelot.com
or call us at
+48 717 152 600



SELTE SPA
Italy
MILANO



SPACO, S.A.
Spain
Madrid

For quotations
times@handelot.com
or call us at
+48 717 152 600



AC Electronic Limited
China
Hong Kon



Gsm Creative Solutions sp. z o.o.
Poland
Cracow



RMT SPA
Italy
Roma



ADESIFLAVA PRIVATE LIMITED
China
Hong Kong



INFO TECH
France
Paris



SGM Socher Inc
United States
New York



AT7 GmbH
Germany
Wuppertal



Jimpower Trading Ltd
China
Hong Kong



SMART
TELECOMM LLC

Smart Telecomm LLC
United States
Scottsdale



Challenger S.A.
Paraguay
Ciudad del este



Krishna Wireless
United States
Doral



Triple J'S Hong Kong Limited
China
Hong Kong



Combigrama Portugal
Portugal
Lisbon



NET WIRELESS INC
United States
New York



Turan Trade
Slovakia
Bratislava



Craving Comps L.L.C.
United States
Eatontown



P.C.Distribution SPA
Italy
Napoli



XTG S.A.
Poland
Wroclaw



FON4AB UNIPessoal LDA
Portugal
Lisbon



Pantheon Distribution GmbH
Austria
Biedermannsdorf



GEETEX PTE LTD
Singapore
Singapore



RIBA MUNDO TECNOLOGIA SL.
Spain
Valencia

For quotations
times@handelot.com
or call us at
+48 717 152 600

For quotations
times@handelot.com
or call us at
+48 717 152 600



HANDELOT
B2B wholesale consultants

S
E
R
V
I
C
E
S



365 Days Freight
United Arab Emirates
Dubai



AIR EXPRESS POLAND Sp. z o.o.
Poland
Wroclaw



Interken Freighters (UK) Ltd
United Kingdom
Feltham



Captains Freight Services USA
United States
Miami FL



Captains Freight Services HK LTD
China
Hong Kong



MIT MEDIA
Poland
Warszawa



NewbridgeFX
United Kingdom
London



DREAM CARGO SERVICES SRL
Romania
BUCHAREST

For quotations
times@handelot.com
or call us at
+48 717 152 600



VELARA TRAVEL
United States
Boston



QUALILOG
Qualilog s.r.o.
Czech Republic
Praha

For quotations
times@handelot.com
or call us at
+48 717 152 600

For quotations
times@handelot.com
or call us at
+48 717 152 600

For quotations
times@handelot.com
or call us at
+48 717 152 600

For quotations
times@handelot.com
or call us at
+48 717 152 600

ADVERTISING:

**FOR QUOTES PLEASE
EMAIL
TIMES@HANDELOT.COM**



HANDELOT
B2B wholesale consultants

**OR CALL US
AT
+48 717 152 600**





YUKA



tel

trustable in mobile

3 **SOLD**
mill.
devices
per year

DEVICES
500
different
variations

LANGUAGE
agents
with native
languages

more than **STOCK**
100.000
units
ready stock

750 **Mill. €**
in year



reliable **fair**
secure





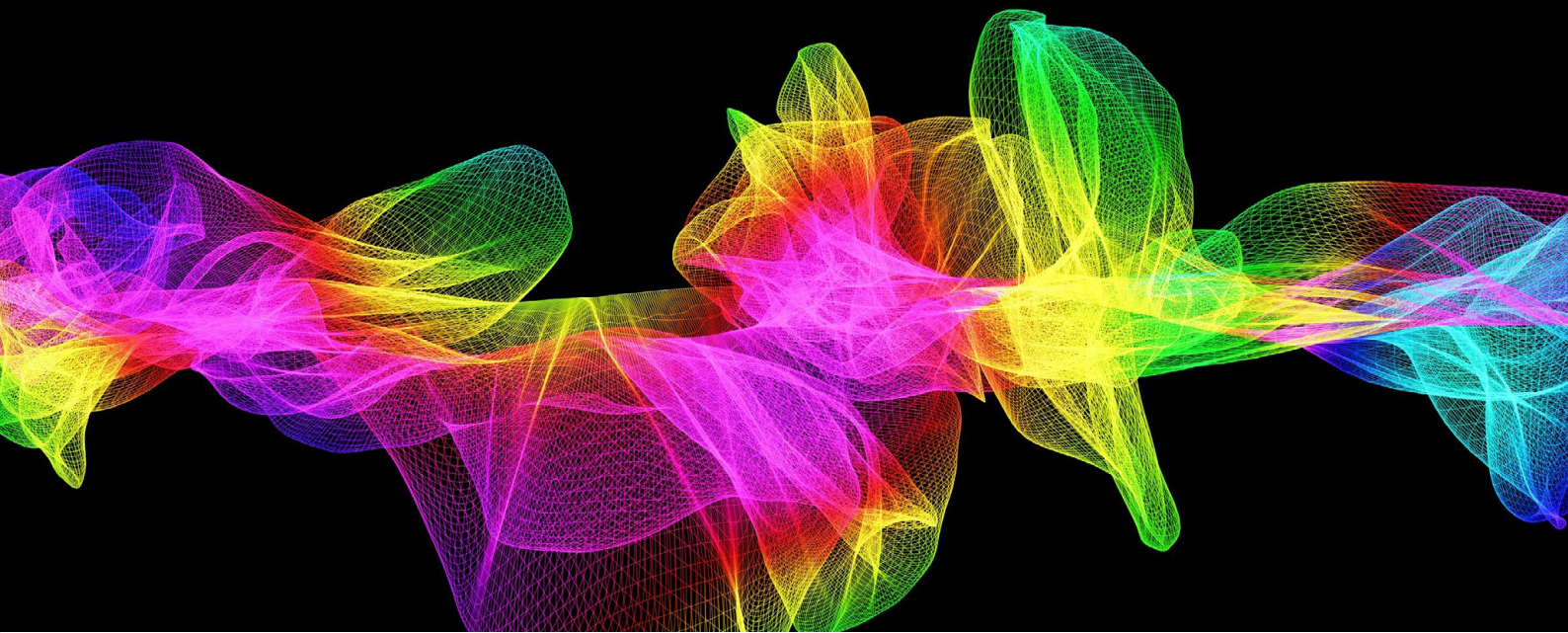
HANDELOT
B2B wholesale consultants

PARTNER
over **8000**

50 **SALES**
to over
countries

DELIVERY
1 within
day

TRUSTABLE LEADER
mobile wholesales



APPLE GLASS:

WILL THEY BE THE NEXT "ONE MORE THING"?

Meet

Apple Glass



Here are all the new details (and the price)

Apple Glass could truly be the new "One More Thing" of the company's future. The augmented reality glasses (AR glasses) that everyone would like but that only Google had tried to create with good results but little "appeal" to the public. Here they could be the key to a new turning point for Apple for a return to origins, **that is to that "WOW" effect**

that Steve Jobs was able to put on everyone's lips a few years ago with the various iPhones, iPads and MacBooks. The glasses of the future of Cupertino have been in the mouths of indiscretions for a long time but after an endless session of patents issued, invented or truthful speculations and distilled information, here is that the latest news on Apple Glass could have definitely ignited the wait for a one of a kind product.

APPLE GLASS: HOW THEY WILL LOOK AND HOW THEY WILL WORK

Let's start with the price at which Apple could, according to rumors, sell its first virtual glasses. Apple Glass could cost \$ 499 excluding costs of the lenses which, we remember immediately, could be customized by users, i.e. with gradation if necessary for the myopic or astigmatic.

This is a first differentiation compared to Google Glass or other augmented reality glasses: Apple would like to allow everyone to wear them also and especially to those who wear glasses daily for vision problems with graduated lenses. A fundamental step that would not only allow to have a digital device closer to reality but also a customizable device.

No lenses against the sun, at least in a first phase and not even a "standalone" product as many had hypothesized. The Apple Glass will still work together with an iPhone as it did with the first Apple Watch models.

According to the indiscretions of Jon Prosser, the one who has recently guessed a lot (see iPhone SE but also MacBook Pro 13 '), the first Apple Glass appeared to the insiders with a polycarbonate

structure. However, this is thought to be only a matter of prototype because the company intends to make them for the general public in metal or perhaps in both materials by proposing a double customization. In fact, the design will be in line with what is happening today with other products: minimal glasses to which, however, no type of camera will be added, unlike Google Glass, but instead there will be a LiDAR sensor installed on the right side of the glasses.

The LiDAR sensor will clearly be the mainstay of the glasses. We have known him a little quietly with the new iPad Pro but here he will have a decidedly central role since he will have to deal not only with the interaction





with the user but also and above all he will have to deal with augmented reality experiences. The intertwining with the new generation iPads is as clear as Apple's intention to integrate an application dedicated to augmented reality in the future in iOS 14.

At the software level, what the rumors reveal concern an interface called "Starboard", which in

some way is in line with the Springboard of iPhones and iPads. In this case the interface will materialize directly on the Apple Glass lenses with the possibility of having an interaction with it through hand gestures, thanks to the LiDAR sensor. Present in the first version of the Apple Glass a particular case where it will be possible to find a plastic support capable of wirelessly recharging the glasses.

APPLE GLASS: WHEN WILL THEY HIT THE MARKET?

Apple already seems to be well on the way to developing its "Glass" mainly because that development seems to have started a long time ago. According to Prosser, Apple's idea was to propose the first Glass already at the presentation conference of the iPhone 12, that was then postponed due to Coronavirus to the month of October 2020.

At least according to what was revealed by the well-known leaker and YouTuber Jon Prosser, the announcement will arrive by the end

of the year or at the beginning of 2021 at the latest. The selling, on the other hand, between the end of 2021 and the beginning of 2022.

A long phase between the presentation and that of marketing but that in the past the company has already implemented with the iPhone and Apple Watch. For the first iPhone, Steve Jobs, decided to reveal it to the public back in 2007 in January with a commercialization that took place in June. The first version of the Apple Watch was also unveiled at the conference in September 2014 and then put on the market during the month of March 2015.

A NEW "ONE MORE THING"?

Apple Glass could be Apple's product of the future. A new "One More Thing" of the real ones that Tim Cook could bring to the stage this year. The wait has become really important and it seems more and more evident

that in the plans of the Cupertino company there is the need to create yet another product that allows to "revolutionize" the market once again just like the iPhone did. Or the MacBook Air now a few years ago. These Glasses could create just the same effect.

Meanwhile, Apple neither confirms nor denies.

So we just need to keep waiting...



AS THE MARKETS OPEN UP

- THINK

If there ever were a time for someone to launch their own mobile brand, well this is now and has arrived in style. Local and regional brands, in fact, have encroached in uncharted territories.

Brands that no one had heard of a few quarters ago are high in demand. Let's mention Transsion, a local Nigerian brand that's slipped across Africa and had flirted within the Sub Continental market. Moreover, Tecno and Infinix are now in demand of the major league boys.

Restricted margins had helped Xiaomi to creep in the top four slots, but too many players jumping in the bandwagon had also spoiled the money in the game. Huawei and its sidekick gave way to the lower cadre to do its magic. Still, now more than ever, the margins are on the south side of the balance sheet and there is an active demand for goods that would make money for the traders.

My personal theory?

Huawei is backing up the new "kids" from its neighborhood in China, while it works on its proprietary operating system.

In the meantime, here's a nice overview from Q3 where things have started to look pretty after the lockdowns.

The worldwide smartphone market showed signs of improvement in the third quarter of 2020

with shipments declining just 1.3% year over year. In total, 353.6 million smartphones were shipped during 3Q20 and, while the market declined, the results were stronger than previous forecasts of the gurus of a 9% year-over-year decline. People jumped in and bought a lot of gadgets during and post restrictions and this has been the main factor of the growth.

An important trend on the road to market recovery is a faster than expected rebound in some key emerging markets.

India showed a robust rebound even though the fears of the second wave are still hovering on the horizon. Brazil, Indonesia, and Russia, which rank fourth, fifth, and sixth in the world, also experienced strong growth.

More developed markets like China, Western Europe, and North America all witnessed the largest declines in the third quarter. These are the largest markets for Apple, and the month delay in the iPhone 12 launch contributed to the decline too. Across many of these markets, however, 5G promotions are starting to heat up and a full array of products is quickly becoming available to consumers at all price points taking the myth of 5g only for IOT on a toss.



Samsung the new winner reclaimed the top position in 3Q20 with a market share of 22.7% after shipping 80.4 million smartphones, up 2.9% year over year. In India, the largest market for Samsung and accounting for 15% of total volume, the brand significantly improved its position with close to 40% growth year over year, thanks to its strong performance in the under \$250 price segment and the online channel where its M series models did quite well. In the U.S., Samsung's second largest market, momentum was strong for the A series with good performances from the Note 20 and

For tips regarding
smart retail you can
always contact me at
kazi.najib@playtorium.com



Top 5 Smartphone Companies, Worldwide Shipments, Market Share, and Year-Over-Year Growth, Q3 2020 (shipments in millions of units)

Company	3Q20 Shipment Volumes	3Q20 Market Share	3Q19 Shipment Volumes	3Q19 Market Share	Year-Over-Year Change
Samsung	80.4	22.7%	78.2	21.8%	2.9%
Huawei	51.9	14.7%	66.6	18.6%	-22.0%
Xiaomi	46.5	13.1%	32.7	9.1%	42.0%
Apple	41.6	11.8%	46.6	13.0%	-10.6%
vivo	31.5	8.9%	30.2	8.4%	4.2%
Others	101.7	28.8%	104.2	29.1%	-2.4%
Total	353.6	100.0%	358.5	100.0%	-1.3%

Source: IDC Quarterly Mobile Phone Tracker, Oct 29th, 2020

SAMSUNG





Note 20 Ultra as well, which contributed to almost 20% of total volume in 3Q20.

Huawei lost the top spot and settled into the second position in 3Q20 with 51.9 million smartphones shipped and 14.7% share. The vendor suffered a large drop – down 22% year over year – with continued declines in international markets and a drop of more than 15% in China. The company continues to face challenges due to the ever increasing impact of the U.S. sanctions, which are taking a toll on its performance even in China as the brand is trying to pace out its shipments over a longer period.

Xiaomi shipped 46.5 million devices to grab the number 3 position globally, beating Apple for the first time with 13.1% share and 42.0% growth. This is due to strong gains in India and a continued strong presence in China, which accounted for 53% of the company's volume in 3Q20. In India, Xiaomi's production capacity recovered to nearly 85% of its pre-pandemic level, which helped it with strong demand. Xiaomi's low-end portfolio, particularly the Redmi 9 Series, did well in both India and China. Xiaomi also launched the mid-range Redmi K30 Ultra and high-end MI 10 Ultra in China, which further captured consumers' attention.

Apple shipped 41.6 million iPhones in 3Q20, down 10.6% year over year, which placed the company in fourth for the first time with 11.8% share. This drop was expected and is mainly due to the delay in the launch of the new iPhone 12 series, which is usually in the third quarter. Regardless, the iPhone 11 series did exceptionally well, contributing to the majority of Apple's volume, followed by the SE de-

vice. Looking ahead, we expect Apple to grow in coming quarters with strong early demand for iPhone 12 paired with robust trade-in offers across major carriers, especially in the U.S.

Vivo returned to the Top 5 this quarter with 31.5 million units shipped for 4.2% year-over-year growth and 8.9% market share. Although the company is trying to grow its presence in other markets, India delivered massive growth of nearly 30% year over year in its low-end models under \$200. In China, the brand enhanced the market positions of its S, iQOO, and X series phones that helped continue its strong presence there.

All said and done and brushed, the emergence of the local brands are creating an intense interest in the trading communities and with thinning margins, it is all relevant of considering own manufacturing in countries.

Turkey has gained notoriety with the rollout of General Mobile and similar success stories are rampant across markets such as Condor in Algeria and Symphony in Bangladesh. Local production creates jobs and brings in affordable technology to the masses.

It is my prediction, and I can claim it after so many years in business, that Samsung won't be around for too long and the upcoming Chinese and local brands would park it in the memory like so many others before it.

This is the time to move and create your own history.



WHAT WILL HAPPEN TO PS4

AFTER THE RELEASE OF PS5?



Sony has finally broken the delay and unveiled the first official details of PlayStation 5, its next-gen console that will arrive in the holiday season of 2020 and will include a couple of not bad innovations, starting with the controller with haptic feedback and adaptive triggers, a New 4K Blu-ray player compatible with 100GB discs, and much more.

Despite having discovered a lot of information about PS5, there is still a lot of confusion about what the architecture of the platform will be and what will happen to its brand competitor, PS4.

We have therefore decided to put together the most frequently asked questions about PlayStation 5 and to answer the most common ones in the best possible way, compatibly with the official information revealed by Sony and the details leaked in recent months.

HOW MUCH WILL PS5 COST?

The price is obviously one of the main factors that guide the user in buying a new console. It is precisely the price at launch, in most situations, that determines the success or failure of a new generation console. Just think of the comparison between PS3 and Xbox 360, or the more recent one between PS4 and Xbox One: in both cases, the price determined much of the initial appeal.

At the time of writing, Sony has not yet announced the official price of its next PlayStation 5 console, however PS5 architecture manager Mark Cerny confided that the price would be "attractive" compared to the hardware features offered by Play-

Station 5. Vague, but interesting.

Looking back, PlayStation 4 was launched in Europe on November 29, 2013 at the price of 399 euros, offering a considerable saving compared to the more expensive Xbox One from Microsoft (which, thanks to the presence of Kinect, debuted a week earlier in Europe at the price Of 499 euros). At the launch of the so-called mid-gen versions PlayStation 4 Pro and Xbox One X, both Sony and Microsoft maintained the same price as the standard models at launch (399 euros for PS4 Pro, 499 euros for Xbox One X), while reducing the Price of the entry-level models PS4 Slim and Xbox One S.



PS4 SALES RANKED AGAINST LEGACY PLAYSTATION CONSOLES

As for the PS4 at the present moment, the prize is not about to officially change, but we don't know what will happen in the near future and we will keep you posted in the next issues.

What we have noticed, doing a comparative analysis of the online markets, is that it is subject to multiple fluctuations depending on the demand, which at the moment seems to be higher than ever.

For the PlayStation 4 video game market, the second quarter of 2020 was a particularly positive

and record-breaking period. This is confirmed by data from Sony's latest quarterly report. In the period indicated, 91 million titles were sold for PS4, almost double compared to the 49.8 million delivered in the same period of 2019. In the second quarter of 2020, Sony's exclusive first-party titles were also very successful, mainly driven by the new Chapter of The Last of Us. 18.5 million copies were delivered, an increase of 6.8 million units compared to 11.7 million in 2019.

WILL PS4 DISAPPEAR ANYTIME SOON?

Not at all! The console will live alongside the PlayStation 5 for years to come and is expected to deliver strong earnings well into the PS5's lifecycle.

Sony has no plans to retire its massively lucrative PlayStation 4 any time soon. In a recent investor's meeting, Sony predicts the PS4 will continue as the main driver for profitability and engagement until 2022, or roughly two years after the PS5's planned launch. Although it's not explicitly outlined, this infers the PS5 won't pick up steam until its third year (the

PS4 hit its peak of 20 million sales in four years).

This makes perfect sense given the console's massive 98.6 million install base and Sony's emphasis on a seamless generational transition. Although the PS5's Navi GPU and Zen 2 CPU hardware is a true leap ahead of current PS4 consoles, Sony has confirmed that the PS5 will play all existing PS4 games via native backward compatibility. The company has put great effort in ensuring a smooth changeover between the two consoles.

WILL PS4 GAMES BE COMPATIBLE ON PS5?

Sony has revealed that PlayStation 5 will offer backwards compatibility with PS4 games on the occasion of the very first reveal of the console, which took place at the beginning of the year.

At the moment, the actual operation of this feature has not been revealed, whether it will be a **"total compatibility"** of hardware type or software emulation, as happens on Xbox One with the games of the previous consoles. One thing is certain: PS5 will be able to play PlayStation 4 games. It remains

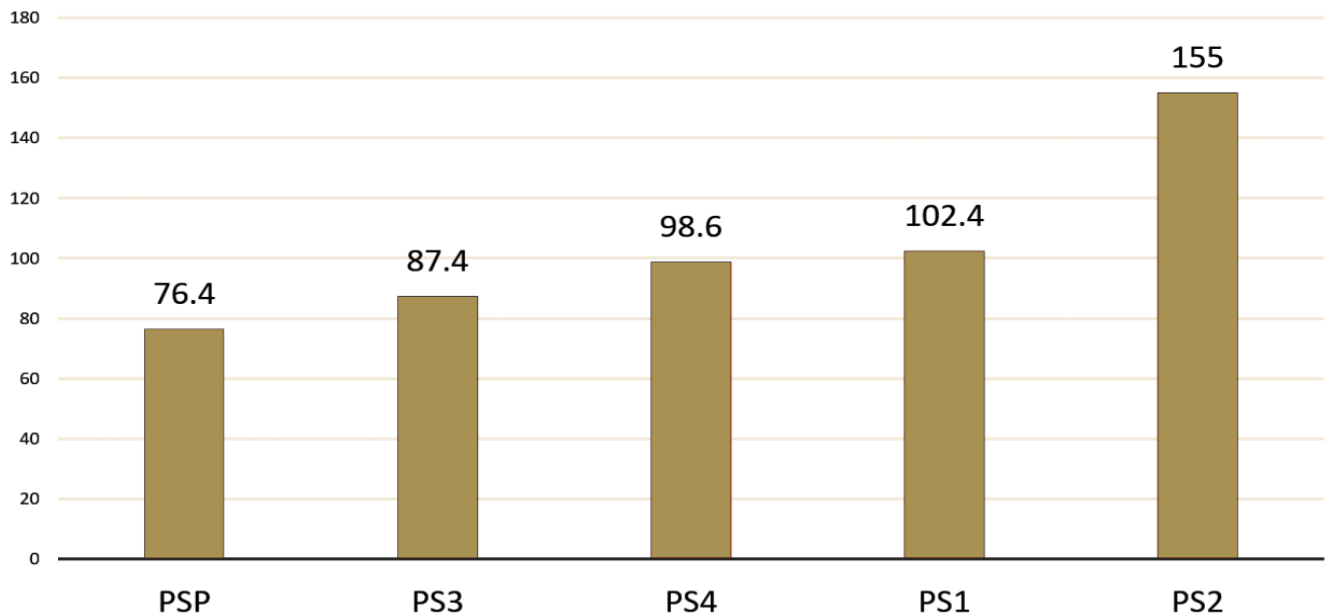
to be determined whether Sony's proposal will be a simple selection of first-party exclusives that will expand over time, or whether backward compatibility will happen in a completely different way.

WHAT ABOUT THE PLAYSTATION VR HEADSET?

Good news for virtual reality lovers: PS5 will be backwards compatible with PlayStation VR, both in terms of software and headset. Both PSVR revisions will work on PlayStation 5 (awaiting the launch of the rumored wireless headset, patented by Sony in recent weeks), so if you are one of the owners of a headset or are considering purchasing **PSVR**, don't be afraid: the wonders of the worlds in VR will also be compatible on PlayStation 5.

As in the past, Sony is unlikely to make the entire PlayStation catalog compatible, espe-





cially when you consider the substantial differences in the hardware architecture of the PS3 and its infamous Cell processor. In that sense, it wouldn't surprise us if Sony Decided to bully PlayStation Now to push the streaming of PS2, PS3 and PS4 games. It is very likely that blockbusters of the caliber of

Cyberpunk 2077 are already ready for use on PS5 at the launch of the console, however it cannot be excluded that the big software houses have in store the creation of next-gen versions of their games, made for taking advantage of the best performing hardware.

THE PS5 MAY HAVE ITS OWN SEPARATE GAMES

Developers and publishers could release two versions of their games: a PS4 version and a PS5 version optimized to leverage the full brunt of the system's high-end specs. It's believed the PlayStation 5 will also enhance existing PS4 games and provide better graphics, lighting, frame rates, and other performance boosts.

Eventually the PlayStation 5 will replace the PS4

as every generation has before the previous one. By 2022, the PS4 will be 9 years old, but Sony says it'll keep releasing big first-party heavy-hitters for the console well into this timeframe. We shouldn't worry about Sony killing the console off any time soon and we expect it'll live alongside the PlayStation 5 until 2025 or thereabouts.

PlayStation consoles are notorious for sticking around for a long time though. For instance, the PlayStation 3 lasted for 11 years (2006 - 2017), and the PlayStation 2 lasted for 12 years (2000 - 2012) before being discontinued.

The PS4 should continue this trend especially given the massive billion-dollar digital realm the system has helped create over the years. The system's massive 98.6 million install base is not only representative of hardware sales, but also potential engagement via live services and fortunes via game sales. Every single PS4 serves as a conduit for Sony's huge live service offerings that range from PlayStation Now streaming to game sales and PlayStation Network multiplayer.

Sony's recent investor's meeting was filled with other interesting tidbits ranging from the PS5's ultra-fast SSD, re-confirming hardware details, outlining a huge forward-thinking service strategy and a new PlayStation-centric entertainment synergy.



EIGHT SECTORS

WITH BUSINESS AND JOB OPPORTUNITIES AT THE TIME OF COVID-19

Crises bring with them great uncertainties and ardent debates, and the one about how the Coronavirus is upsetting various sectors of the economy and at the same time creating business opportunities is very heated.

The storm will pass, but different aspects of the world that awaits us when the waters have calmed will be determined by the opportunities we will already seize in this period. Let's try to throw down some examples and some reflections on eight sectors in great ferment.

In the food sector, virtual restaurants could also take off in Europe, those that do not have a lounge for guests and that only offer take-away and home delivery. In addition to being in line with social distancing, this business model makes it possible to make the management of raw materials and costs more efficient thanks to flexible menus and reduced physical spaces.

If it is not possible to organize yourself to go to a restaurant with friends, a valid alternative could be to hire a chef and have him cook at home. In some countries it is already a fashion, and many cooking enthusiasts could also reinvent themselves, giving life to a new trend.

Delivery could expand further with partnerships and bundles. Someone has already thought of it: a cooking workshop that, not being able to devote itself temporarily to the core business of face-to-face courses and catering, can also organize itself for somewhat particular deliveries. On one specific occasion such

1

the one of Mother's Day, for example, the business can offer a set that includes not only a sweet but also a present brought together in a precious Covid partnership.

In the United States, a survey reports that a third of people will reduce the frequency of meals outside the home. At the same time, large companies that produce organic food saw their revenues grow by 30% in March alone. When combined, this data suggests that startups like NutriBees delivering healthy, balanced dishes to home could gain significant market share. Even the Do-It-Yourself (do-it-yourself) kitchen has its opportunity to spread among consumers: in fact, companies that market kits with everything necessary for the preparation of typical recipes are multiplying.

Personal protective equipment will still have to be worn for a while. **In the world of fashion**, for example, whoever will be able to make them cool and sustainable will win. The masks combined with the swimsuit already have many likes on social media, the suit is now an indispensable garment and we are waiting for the gloves for next winter. While they are retrofitting their factories to produce gowns and disinfectants, the big players in the sector are preparing to react and to propose designer accessories: as the sold out of the Chiara Ferragni's quarantine suit has already shown, the price may not be a problem. Giorgio Armani, on the other hand, focuses on a return to the past as regards the timing of production and sale of the collections,

2





and on a re-thinking of the production chain to safeguard it from the coronavirus emergency and make it more resistant for the future.

In education, the number of people who have had to attend a lecture or seminar remotely has grown dramatically, and one of our new favorite apps cannot be missing for video conferencing. So many students have been already reached by the new online channels, while there are countless professionals who have signed up for independently organized webinars.

Studies and research show that even if face-to-face teaching wins over virtual teaching, the most effective method is the blended one, which combines classroom sessions with digital insights. The challenge for public institutions and entrepreneurs active in this field will be to offer students / clients quality experiences even if mediated by a screen and which justify a possibly higher price, in the hope that interpersonal relationships and networking do not become a Optional for a few.

The MedTech sector will play an increasingly central role for both specialists and ordinary people. Companies and medical professionals are studying devices and apps that help patients in the diagnosis and personalized management of certain diseases. Individuals, on the other hand, are more attentive to personal

3

4

well-being and healthy lifestyles, and more likely to buy wearables that keep their physiological parameters

under control and devices that improve the quality of the environments in which they live, such as smart heart rate monitors and purifiers air.

The British company Dyson, for example, confirms a positive trend for the demand for indoor purifiers, and has recently revealed that it has filed a patent for the installation of an air purification system on headphones for listening to music. Companies that can find the right combination of science, inventiveness and usability will have an advantage in the next steps.

Other innovations concern the **area of mobility**. Public transport, but also Uber and the various players in sharing mobility, could suffer the negative effects of respecting social distance both for their own structural limits and for the preferences of individuals who may no longer be willing to share confined spaces with others. Electric micro-mobility, on the other hand, can have a definitive go-ahead in the minds of consumers and legislators. With bonuses and state incentives around the corner, the electric scooter and pedal assisted bike market is the ideal candidate for rapid and sustainable growth. While Helbiz announces its intention to expand the fleet of electric vehicles on European roads, companies such as Prestige Group - active in the telecommunications sector and in the distribution of technological products - are integrating latest generation scooters into

5



their offer, thus trying to combine and satisfy the needs for travel, sustainability and isolation.

The heavy consequences of the pandemic on the **tourism sector** could lead more travelers to move to the luxury holiday segment. Those who can afford five-star hotels and comfortable travel will be willing to pay them (even) more, also for the need for larger spaces and social distancing. At the same time, the managers of tourist activities will have to adapt the quality of their services to the highest prices.

6

With stadiums, theaters and closed venues, **the world of sport and entertainment** are looking for innovative solutions in the digital dimension to overcome the crisis. While discussions about the optimal safety distance for gym workouts cause concerns about the closure of smaller facilities, many personal trainers try to reschedule their online activity. Those who manage (even with free lessons) to win more customers during this phase, will have acquired a competitive advantage that could turn into income over the next few months.

7

Furthermore, in this period we have witnessed a great diffusion of e-sports, virtual sports to be watched in live streaming. Championships like Formula 1 have moved to online simulators albeit with unofficial competitions, and fans are gradually getting used to this new kind of show.

Live concerts on social media are also increasingly frequent and followed by the public. This opens up an opportunity for next season, which may have a digital billboard: the Sydney Opera House already offers a program of events available live or pre-recorded online, and this initiative could serve as inspiration for other, even lesser known, theaters. That would have the opportunity to conquer a wider slice of the public.

Technology can help clubs too. Some of the most famous in the world are starting to collaborate with the Sensorium Corporation - a company that creates virtual platforms - to allow fans to relive the experience of a club thanks to virtual reality.

8

The real challenge, in this and other sectors, will be to create quality products and services and sustainable channels for monetization, but





HANDELOT
B2B wholesale consultants



Global Resource Trading
www.grt.al

**LOOKING FOR
SERIOUS CUSTOMERS
BEST IN ALBANIA**

**WAREHOUSES
IN SLOVAKIA
AND TIRANA, ALBANIA
EU AND NON-EU STOCKS**



✉ CANYON

SAMSUNG

SWISSTECH



Prestigio

JBL

dyson

 **edia alert**
www.mediaalert.al

• Tablets • Accesories • Mobiles • Laptops • Ecosystem • IT •
• Small Domestic Appliances •

JAKUB SZYMANSKI

INFO@GRT.AL / +355688087143 / SKYPE: FREEMAN4606

INA TOPALLI SZYMANSKA

OFFICE@GRT.AL / +355688087142 / SKYPE: INA.MTE



HUAWEI EVALUATES THE SALE OF HONOR:

A 3.1 BILLION TRANSACTION

Huawei is in talks with Digital China Group and other interested companies to sell parts of its Honor smartphone division, according to rumors, Reuters agency.

The transaction has a potential value of 25 billion yuan (approximately 3.1 billion euros), but it depends on the number of assets that will be sold: the final price could drop to 15 billion yuan. Digital China is the main distributor of Honor phones and already collaborates with Huawei in various activities, including that of the cloud.

Digital China is for now the 'strongest' candidate to take over Huawei's Honor business, but other potential buyers have come forward, including electronics manufacturer TCL and rival smartphone manufacturer Xiaomi.

The assets that will be sold are still to be defined precisely but, according to confidential sources from Reuters, would include the Honor brand, the

research and development facilities and the management of its supply chain.

The deal could be made entirely in cash and Digital China has already contacted the banks to request the loan necessary to cover the operation.

The Chinese company wants to focus on its high-margin models and is preparing to divest its independent low-cost cell phone division. Among the candidates: Digital China and the Xiaomi vendor. Meanwhile, the debate on 5G is back on fire. Banti: 'The EU adopts a uniform position'



HUAWEI FOCUSES ON HIGH-END SMARTPHONES

Huawei's move follows the strategy that the Chinese company was forced into following the sanctions imposed by the United States: the Shenzhen house intends to focus on its higher-value business of Huawei-branded smartphones, which are high-end, by divesting Instead the one linked to the Honor brand, smartphones aimed mostly at a young audience and with lower-end prices.

The Honor brand was created by Huawei in 2013

but the business is mostly managed independently from the parent company.

Kuo Ming-chi, an analyst at TF International Securities, said that if Huawei sells the Honor division, both this brand and its suppliers and the entire Chinese electronics industry will be strengthened. If Honor is independent from Huawei, the purchase of components will no longer be subject to the ban imposed by the US: this is the main fear the analyst pointed out in a research note.

HONOR COMPETES WITH XIAOMI (ALSO IN EUROPE)

The Honor brand, which sells its phones online through its sites and through retail partners, is a competitor of Xiaomi, Oppo and Vivo on the Chinese low-end smartphone market. Honor also sells its models in Southeast Asia and Europe.

According to Canalys estimates, Honor sold 14.6 million smartphones in the second quar-

ter of 2020, accounting for 26% of the total smartphones sold by Huawei (55.8 million). However, the profit margin is meager, given the retail price, and Honor brought in less than 5 billion yuan in net profit on revenues of 70-80 billion yuan in 2019, according to Reuters sources.

GOOGLE AND 5G ISSUES

Huawei intends to 'free' and not 'get rid' of Honor, because this company is suffering 'de relato' the consequences of the war unleashed by the White House against Huawei. **An offensive that starts from 5G** and, going up to the ban on the use of Google services first and then of components developed with American technology, is forcing the Shenzhen house to move within an increasingly narrow perimeter. Honor has long had an in-

dependent structure, with a CEO and a marketing and distribution structure of its own. And even if the supply chain is the same and the models differ slightly, the brand is more than ready to walk on its own feet not only at home, but also in the numerous foreign offices. In essence, Huawei would not sell Honor to save it, but to bring out its value, as long as it has, breathe, streamline and regroup around the core business to keep alive. But above all before they run out of the banned components that are essential for the production of Honor phones as much as those of Huawei.



EUROPE IS WAITED TO HAVE A UNIFORM POSITION

Meanwhile, the spotlight on the debate around 5G is back on. Several Huawei Division in different European Countries sustain that they are waiting for a uniform European position on the new standard.

For global operators, having different regulations in the countries where they have to develop the network is certainly a brake on investments and a factor of uncertainty. Given the basic infrastructures, in fact, the companies such as Huawei need to fully modernize and develop new technologies. 5G, for example, is a piece in

the panorama of advanced technologies, which will allow them to take a step forward towards advanced digitization.

But the top manager of Huawei reiterated to these stances: 'Europe is proceeding in no particular order and this does not help to accelerate technological development'. According to Huawei, the EU has already passed a common European regulation of the 5G Toolbox, but it must be perfected and adopted uniformly in all states'.

We will be waiting for the next moves, but one thing is certain here: having different regulations in the countries could really be a brake on investments and a factor of uncertainty.

3.1 BILLION





IS APPLE READY

TO REPLACE GOOGLE'S SEARCH ENGINE?

The name Apple always means news material. Several clues indicate that Apple could be about to abandon Google as the default search engine, opting for its own and more private solution.

If we open Safari on our iPhone and search for anything, by default the Google search will appear; This is so thanks to an agreement between Google and Apple to be the default search engine on their iOS and iPadOS systems. Apple gets a hefty sum (presumably) for that honor.

This agreement is more beneficial for Google than for Apple, since in this way it is the first option in

millions of devices around the world; For Apple, on the other hand, it is the least bad option.

It is no secret that Apple always prioritizes its products and services on iOS, but in the case of the search engine, it has nothing to compete with; that may be about to change, if we stick to some clues that online have been collected about the steps Apple is taking.



THE "APPLE SEARCH" FINDER

Everything indicates that Apple is developing its own search engine like Google's, which would be the default option when using Safari or any other iOS application.

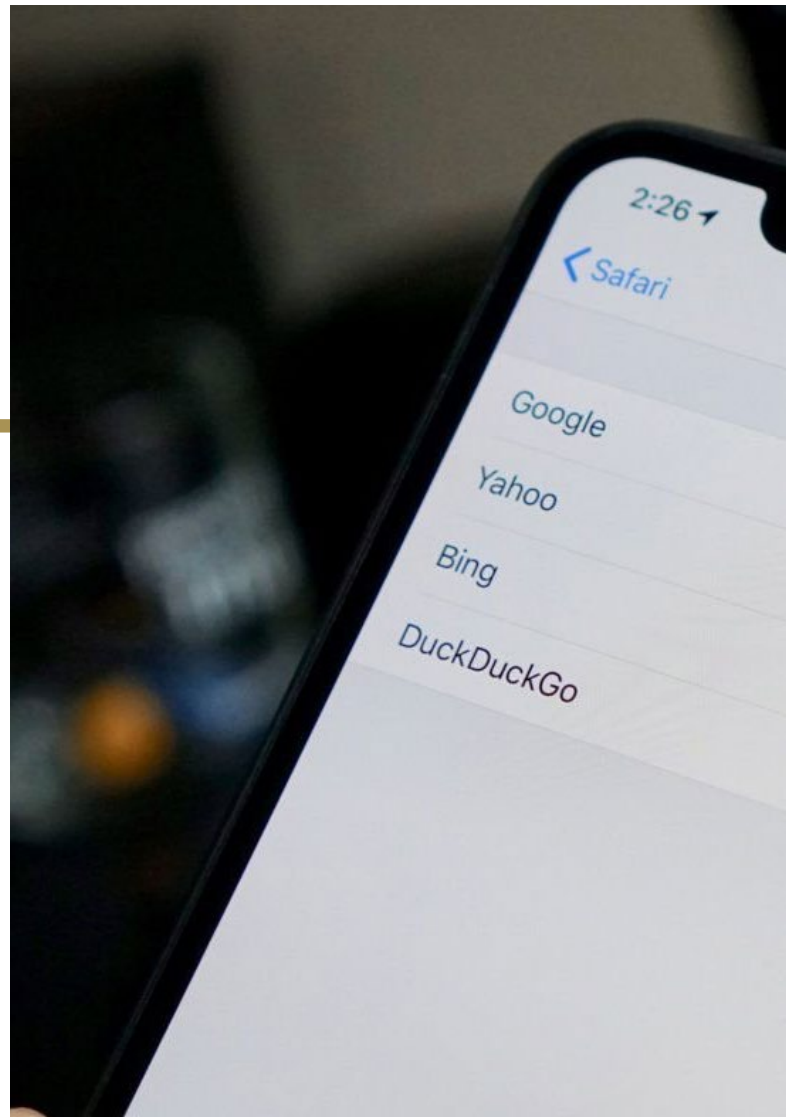
The search engine will not only show information from the Web, but also from the apps we have installed and the Apple services we use.

For Apple there are two great advantages: it would stop depending on its great rival in the mobile market, and it could reinforce its image as a protector of user privacy.

PRIVACY AS THE MAIN REASON BEHIND THE RECENT DEVELOPMENT

According to online rumors, the main claim of the new search engine would be privacy. The built-in iOS search engine would not have advertisements or collect data in real time like Google does, and it would achieve that thanks to the machine learning that is possible in the latest Apple processors used by the iPhone.

Therefore, most of the search work would be done by the device itself, only requesting information from the Internet when necessary.





THE STEPS THAT APPLE HAS TAKEN

There is reason to believe that Apple is developing its own search engine, and the most obvious clue will come with the next iOS update. iOS 14 beta users have already found some changes to the system's built-in search with Spotlight Search.

When we do a search, now the first results are suggested by Siri, and they skip completely to Google; If we click on these results, the page in question will be loaded, not the Google search engine.

More importantly, Apple has resumed its work

to index the entire Web with Applebot, a "crawler" similar to Google's and which has been updated with similar functions, including rendering HTML pages just like Google. Applebot has been working hard, and some website owners have seen it daily.

That would indicate that Apple is rebuilding its index, so it doesn't have to rely on Google's. Finally, Apple has published some job offers related to search, surely focused on this job.

It is still too early to say if Apple will be able to compete against Google in search. At the very least, it seems that the apple company wants to offer an integrated search in iOS that does not depend on Google, more focused on the apps that users use and with better privacy.

THE PRESSURE OF THE US ANTITRUST AUTHORITY

According to the Financial Times, Tim Cook's company has intensified its efforts, in conjunction with the pressure exerted by the US antitrust authority on Big G to ensure greater competition. Google is accused by the US Department of Justice of illegal monopolistic practices that prevent other companies from competing in the market to the detriment of consumers. About three years ago, Apple already recruited the head of Google Search, John Giannandrea, into its ranks, acquiring an important resource in this area.

It is more likely, however, that the software activism of the Cupertino house, used to improve Siri, is aimed at strengthening the voice assistant.

Apple, which Google pays 8-12 billion a year to ensure it is the default search engine on iOS devices, does not confirm rumors of a Big G disengagement but could be pushed to do so should regulators question the lawfulness of the collaboration between the two tech giants.

Breaking such a contract, therefore, is not a trivial matter even when it comes to giants of this size. However, the fact is that Apple has thrown a lot of criticism at itself, validating in practice the anti-competitive behavior precisely through the billionaire agreement. The change of course, even if extremely expensive, could be the only chance for Cupertino to get out of a quarrel with unpredictable implications.

If what the American press hypothesizes is true, in the end, it is not too risky to think that "Apple Search" could see the light together with the iPhone 13.

But there is still a year to find out.





TESLA WORTHS MORE

THAN ALL MANUFACTURING COMPANY COMBINED

In the automotive industry there is a new “number one”, in fact Tesla has recently surpassed the competition of Toyota, becoming, in just ten years (on June 29, 2010 it was listed for the first time on the Wall Street stock exchange), the car manufacturer with the highest value in the world.

Tesla, founded in 2003 in San Carlos, California, by Martin Eberhard and Marc Tarpenning and consecrated by the visionary Elon Musk, arrives today, according to data published by the Bloomberg agency, at the top as the new car brand with the most market value in the world. Thanks to a current gain of more than 3 percentage points and with a market capitalization of 207.2 billion dollars, Toyota is overtaken, until today world number one in this special ranking. The Japanese giant, founded by Kiichiro Toyoda in 1933, has to settle for the second position, **with a total value of 201.9 billion.**

For the Californian company, a growth that has always continued over the years, also proven by the fact that, recently, Tesla became one of the few companies in the world with shares that each have a value of one thousand dollars (to be precise 1.120). Compared to the debut on Wall Street, a growth of 5,100%, which does not seem to know any brakes, as reported by the famous Forbes magazine.

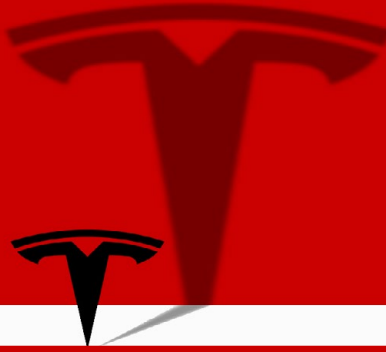
Despite the declining car market in the last year and a production of Tesla electric cars that does **not exceed 500,000 cars per year**, Musk's creature continues to collect positive numbers from the point of view of profits and promises to grow, despite the historical moment. Linked to the Coronavirus, in which global car sales are expected to drop by 15%.

Who deserves the credit? You might be wondering. Probably the answer must be sought in the person of Elon Musk, histrionic CEO of the

made in USA company, able to guess in advance, compared to most of the competitors, the new possibilities brought by the market. The manager is active in various fields, such as that of spacecraft and satellites, with his company **SpaceX** which, just a few weeks ago, took off 57 satellites of the Starlink constellation, created ad-hoc by Musk's own company, With the idea of bringing high-speed Internet connection to every part of the Earth.

Tesla currently leads the ranking of US manufacturers ahead of General Motors (worth \$ 49.4 billion) and Ford (\$ 36.6 billion). The second and third stars and stripes carmaker would not be able to overtake Tesla even if they joined (they would stop at 86 billion dollars).





SUSTAINED GROWTH

Looking at the performance of the three stocks on the stock exchange, we can see that on one side there is the strong. Increase by Tesla, on the other the tepid performance of General Motors, which has practically kept the value of its shares unchanged, and of Ford, which recorded a 10% growth. Cleverly,

however, Musk has exploited in his favor a series of moves with a strong media impact, from the news of the advance of the Model Y debut to the presentation of the Cybertruck through the inauguration of the Gigafactory 3 which started production in China of the Model 3.

A STILL NICHE HOUSE

There is a second fact that makes what has been said so far even more interesting: it is the one on the estimated turnover of 2019. Looking at the sales volume, we note how Tesla is still very small compared

to GM and Ford. If the Californian company does not go beyond 24 billion dollars for the year just ended, for General Motors we are talking about 138 billion and for Ford, even 282 billion. From this point of view, **Tesla is less than a tenth of the House of the Blue Oval.**

But the reason is there for all to see. Ford has in fact sold millions of cars even if only if you look at the domestic market, Tesla has not gone beyond the 367,500 cars worldwide. This means that from a profit point of view, the Californian company has yet to find solidity. As demonstrated, among other things, by a recent study that noted all the characteristics of growth and instability of a startup in Tesla.



MUSK HAS SOMETHING ELSE TO CELEBRATE

A startup that has every intention of growing further. Analysts are convinced of this, both because the Model Y will be a popular model and because the pickup, expected for the end of the year, has registered record pre-orders.

And so Elon Musk dances. In the literal sense of the word. Flown to China to attend an event in Gigafactory 3, he improvised a series of dance steps on stage to the delight of those present. Looking at the video, however, one would think that something that still needs improvement still exists. Not to mention the clothing ...



HOW TO ELIMINATE BREACHES

OF PROTECTION OF BUSINESS DATA

How do companies protect their data during smart working sessions?

We live in the era of digital transformation. Although all companies strive to optimize operations by adopting disruptive technologies such as artificial intelligence (AI), IoT and robotics, the key to all these strategies is data. However, although they understand its importance, many companies are not aware of the precarious position they can find themselves in due to their infrastructure and data management.

Veeam's 2020 Data Protection Trends Report

has interviewed over 1,500 companies around the world to understand their current approach to data protection and management. When you consider downtime, availability and protection gaps, and full-blown cyber attacks, it is clear that the field of data protection and management has become an increasingly complex topic.

The study has found that although companies recognize that data is a key element, there are very few that have the infrastructure or the digital strategy necessary to meet the data needs of this era.

WATCH OUT FOR GAPS

When respondents in the EMEA area were asked what was the main challenge that will affect companies in the next twelve months, the most repeated responses related to problems related to cyber threats (31%), economic uncertainty (30%) and the application of regulations (29%). In addition to these challenges, many companies have yet to resolve critical gaps in their data infrastructure.

For example, almost two-thirds (65%) of companies in EMEA face what we call the 'availability gap'. This is the time difference between how fast applications can recover and how fast they should.

There is also a 'protection gap' in nearly two-thirds (61%) of companies in EMEA. Protection gaps indicate how often data is backed up versus how much data you can afford to lose after a system outage.

In both cases, the percentages of companies in EMEA were better than the international average (73% of companies worldwide experience an availability gap and 69% have a protection gap). This simply means that the majority of companies in the world have not been able to adapt to the modern demands of data management. It is critical that companies do what is necessary to close these gaps.

WHAT PREVENTS IT?

When respondents were asked what might be causing the gaps to persist despite clearly being aware of the issues, nearly half (47%) in EMEA said that digital transformation was slowing down at the company due to Staff's lack of IT skills and experience. Other barriers that have been identified are: dependence on traditional systems (39%); Limited budgets (29%); Lack of time (28%) and lack of commitment from senior managers (27%). Only 16% of companies in EMEA responded that they do not believe that there is anything that is an obstacle to their efforts towards digital transformation (in-

2020

Data Protection
Trends





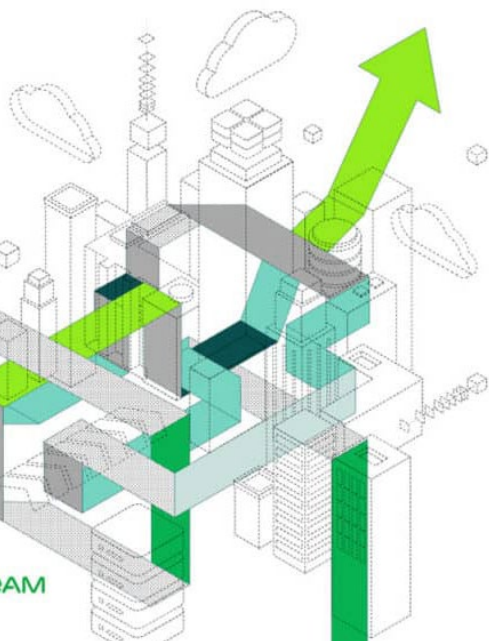
terestingly, this is the same percentage as the international average).

It is essential that companies do what is necessary to close these protection gaps

However you look at it, there is no doubt that digital transformation is the way of the future and companies have high expectations about the benefits they believe it will bring. For more than half of the respondents (51%), this is the way they plan to change customer service. The story is very similar when one focuses on transforming business operations (48%) and achieving cost savings (47%).

But because the parameters and expectations of what constitutes digital transformation are so

vague, it is difficult to determine exactly where companies are in the process. If we rely on the results of the study, we see that there is a bit of everything. A third (30%) of international companies consider that they are in the early stages of implementation or planning initiatives for digital transformation. On the other hand, almost a quarter (23%) described their progress in meeting the initiatives and goals related to digital transformation as mature and fully implemented. Digital transformation clearly means different things for different companies and industries, yet there are fundamental standards that everyone must meet to thrive in today's environment.



THE DAMAGE CAUSED BY DOWNTIME

Regardless of how different companies value their progress in digital transformation, they all have many of the same pitfalls in common. For example, virtually all companies (95%) have unplanned outages, with each of these outages lasting an average of 117 minutes worldwide. Similarly, one in ten international servers experienced at least one unplanned outage in the past twelve months.



While these outages may not be the catastrophic events businesses fear, they do mean a significant loss of money. International companies consider that on average more



than half (51%) of their data is of 'high priority.' And just one hour of downtime for a high-priority application is estimated to cost \$ 67,651.

This makes the cost of digital transformation no

longer so worrying. After all, the unavoidable costs of adopting a robust modern data management strategy are outweighed by the savings resulting from implementing such a strategy.

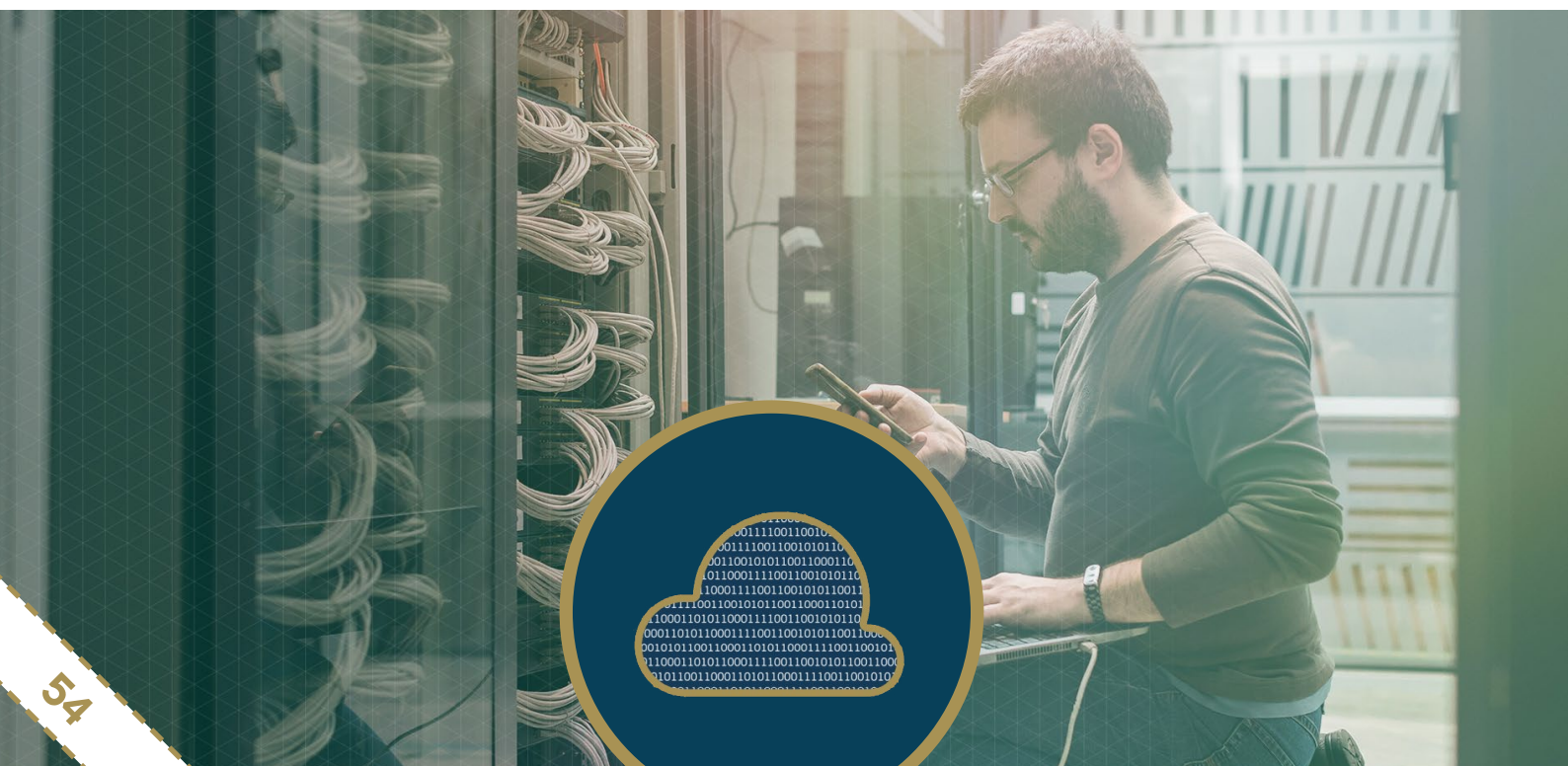
THE RISE OF CLOUD DATA MANAGEMENT

It is important for companies to understand that there is an intrinsic relationship between the protection and use of their data. For this reason, solid cloud data management is consolidated as the clear and optimal option, whether a company has redoubled efforts to achieve digital transformation in the face of recent challenges or if it has done so within a continuous strategy to improve customer service. Client.

For example, cloud management services such as Backup as a Service (BaaS) are taking hold. Two

in five (38%) companies in EMEA plan to use a BaaS provider in the next two years. A BaaS provider must not only ensure data security, it must also allow for scalability and improved performance. The same is true for many cloud services.

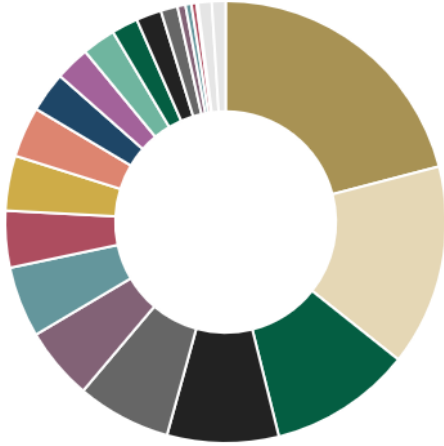
Therefore, no matter where you are on the digital transformation journey, addressing availability and protection gaps is critical. Not only will this provide better protection now, it will help your business be better positioned for the innovations of tomorrow.





NOVEMBER 2020:

TOP PRODUCTS



PHONES	4157
USED	2921
COMPUTERS	2070
STORAGE	1622
AUDIO	1367
BROWN	1054



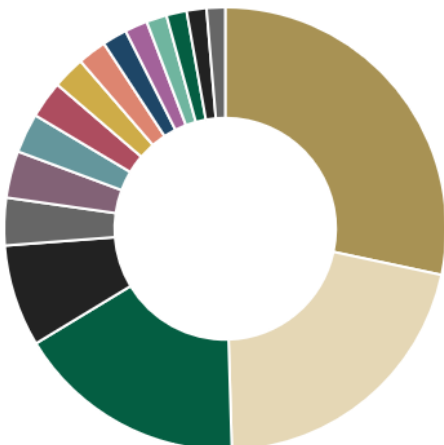
TOP BRANDS

Samsung - **7514 (s)**
 Apple - **7014 (s)**
 Xiaomi - **5693 (s)**
 Huawei - **2076 (s)**
 Lenovo - **1975 (s)**
 HP - **1700 (s)**
 Dell - **880 (s)**
 Oppo - **852 (s)**
 SanDisk - **748 (s)**
 Kingston - **706 (s)**

TOP MODELS

Redmi Note 9 Pro - **261 (s)**
 iPhone 11 64GB - **246 (s)**
 iPhone 11 128GB - **224 (s)**
 AirPods Pro - **214 (s)**
 Galaxy A51 - **208 (s)**
 Airpods 2019 - **207 (s)**
 Redmi Note 8 Pro - **204 (s)**
 iPhone 12 Pro 128GB - **201 (s)**
 iPhone 12 128GB - **199 (s)**
 iPhone 12 Pro 256GB - **198 (s)**

TOP MANUFACTURER



SAMSUNG	30817
APPLE	23027
XIAOMI	18288
HUAWEI	8096
SANDISK	3765
LENOVO	3718

PLAYSTATION 5 VS XBOX SERIES X:

THE COMPARISON

In addition to being remembered for COVID-19, this 2020 will mark, from a videogame point of view, the birth of the next generation of consoles. At the end of the year, in fact, the challenge will light up between Playstation 5 against Xbox Series X. Here is who could win in the reckoning (and what to choose as the best Christmas Gift!).

The two giants have now provided many technical details on

their respective consoles. Both are coming during the holiday season, although release dates and pricing have not yet been announced. CNN Business provided an in-depth comparison to the two rivals, with reference to both design and specifications.



THE PROCESSOR

When it comes to the processor, the Xbox Series X is, on paper, slightly more powerful than the PlayStation 5, although the difference is unlikely to have much impact on the gaming experience. The new Xbox processor can achieve slightly higher clock speeds than the PS5, of 3.8 and 3.5 Gigahertz, respectively. These are, however, just numbers, and it remains to be seen how they translate into performance.

Currently, games for PS4 and Xbox One are designed to run on seven cores, where one is left for the system. Therefore, the first games we see on

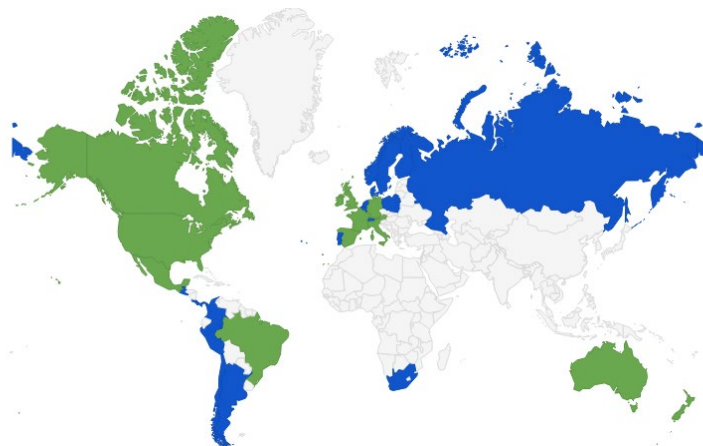
the consoles will use 7 cores with SMT disabled, and once the engines are adapting to the new consoles, we will proceed to use the SMT.

With SMT, the multicore performance of the processors is improved, but in return the frequency is lower. On Xbox Series X, the frequency will be 3.6 GHz with SMT enabled, and Sony claims that the frequency with SMT will be "variable" but will be less than the 3.5 GHz at which the chip will operate. The Xbox Series X thermal solution will likely be better, so they have been able to get a higher frequency on their chips. Sony will have a slightly strange design, where the console will consume a certain amount of energy, and it will be the processor that will adapt if the temperature allows it.

THE GRAPHICS

Even when it comes to graphics, Microsoft seems to have a slight advantage. In general, the greater the power of the GPU, the better a game will look. Xbox 1.7 teraflops more than PlayStation. Obviously, before choosing based on these numbers, it will be considered that the new PlayStation has some differences in its **GPU architecture** that could translate into actually better graphics performance.





INTERNAL MEMORY

The memory will once again be shared by the processor (RAM) and the graphics card (VRAM), where we find a total of 16 GB of GDDR6 memory. In the case of Xbox Series X, 10 GB will be reserved for the

GPU, while the remaining six will be divided into 3.5 GB for standard memory and 2.5 GB for the operating system. Sony has not detailed how the division will be carried out, but the Xbox 10 GB will be faster (560 GB / s) than the other 6, which will go to 336 GB / s. Series S has only 10 GB, with 8 of them at 224 GB / s, and 2 at 56 GB / s.

SSD AND STORAGE

Xbox Series X wins on internal memory. The Microsoft home console, in fact, has 1 terabyte of internal memory compared to the 825 GB of PlayStation. Note that both console makers still have cloud gaming solutions - PlayStation Now and Project xCloud - and the more players rely on the cloud, the less internal storage will become important.

Sony has an advantage, however. The PS5 can transmit data at 5.5 GB per second, compared to the Xbox Series X, which will "only" reach 2.4 GB per second. This could mean slightly faster loading times.

What Microsoft has revealed so far is that the game change can be done almost instantly. The games loaded in RAM will be saved in the SSD when we change to another, which will allow us to follow a game exactly where we were going with just a few seconds of loading. In addition, developers will be able to innovate and change the way games are designed, where until now some levels were designed to eliminate loading times and allow time for the console to load them. In addition, Series S will have 512 GB of SSD at the same speed as Series X.

In both consoles you can expand that space. PS5 will accept NVMe drives, but it will be Sony that will

allow adding SSD drives from other manufacturers. Xbox Series X will feature a slot for additional cards whose performance is still unknown. The cards, called Storage Expansion, have a proprietary design and are developed by Seagate, with 1TB of capacity each.





In turn, both consoles will continue to allow the use of external USB hard drives and SSDs, thanks to which we can continue to add additional space comfortably as it could be done until now.

ALL ABOUT RESOLUTION

Both consoles will have 16GB of RAM memory and will support 4K and 8K resolution games. Additionally, both Sony and Microsoft have worked to incorporate ray-tracing, a technology that makes light and shadow effects better while running games and delivers 3D audio for more immersive sound.

While both consoles support 8K resolution games, most users will not have a television compatible with that resolution. Also, most developers will not, at least initially, optimize games for 8K resolution viewing. It is clear Sony and Microsoft's intent to look to the future with these consoles. Microsoft has not denied it, which in presenting the Xbox Series X announced that it wanted to look to the next 7-10 years.



HDMI AND FUNCTIONALITIES

Both consoles will have HDMI 2.1, the latest connectivity standard, offering up to 4K at 120 Hz, or 8K at 60 Hz. With the first, we can get all the game out of the best televisions on sale today, where the best Samsung's QLED and LG's OLED reach 120Hz, and some games will feature the option to play at that frame-per-second rate; especially in online titles. All Xbox

Series X titles will be 4K, and the frames each will reach will depend on the title.

At the network level, we find that PS5 will have WiFi 6, while Xbox Series X will have only WiFi 5, although they both have Ethernet.

There will also be compatibility with Variable Refresh Rate (VRR) and Auto Low Latency Mode (ALLM), which will eliminate tearing and reduce input lag, where the TV will only show the frames that the console generates. Currently there are few compatible televisions, but little by little more will be on the market.

BACKWARD COMPATIBILITY

Backward compatibility will be another of the points in favor of Xbox Series X, where almost the entire Xbox, Xbox 360 and Xbox One catalog can be used. And not only by putting the discs directly as it happened with Xbox One X, but also the console will detect if there is a pack of textures or elements such as being able to run a game at more frames per second or at a higher resolution.





Sony, for its part, says that the console will be compatible with more than 4,000 PS4 titles, but they have not given in-depth details of how this backward compatibility will work with PS4, which should be very simple because both consoles share a similar x86-64 architecture.

THE CONTROLLER

The Xbox Series X controller has a design very similar to that of its predecessor, picking up some elements of the Elite controller. For example, we found an improvement in latency with Dynamic Latency Input (DLI), which synchronizes the sampling of the remote and the TV. This feature will also come to the Xbox One controller. The D-Pad has changed and has a texture that makes it easier to press the buttons. The triggers on the rear have a rough texture for easy touch.

On the PS5 controller, DualSense offers a haptic vibration motor, as well as pressure sensitive triggers that adjust in intensity depending on the game, like when we are going to shoot a bow. It maintains the touch control, has a microphone, and is slightly larger than its predecessor.

SALES AND UNITS SOLD

If you look at the current generation of consoles, Sony's PlayStation 4 has far surpassed Xbox One when it comes to sales. Both were introduced in 2013 and since then there have been 109 million PS4 units sold on the market until early 2020. Although Xbox One sales have not been disclosed, Ampere Analysis estimates that the figure stands at around 49 million units. For comparison, the Nintendo Switch, released well after, has already surpassed Xbox One with 53 million units sold in early 2020.

Looking ahead, Piers Harding-Rolls, director of gaming research at Ampere Analysis, predicts that Sony will again overtake Microsoft, reaching 66 million consoles sold by the end of 2024, compared to about 37 million units estimated for the game X Series.

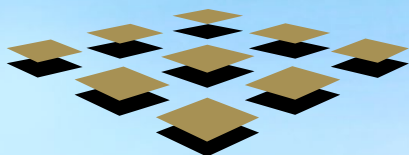
PRICE

The price of Xbox Series X is 499 €, for the 299 € that Xbox Series S costs, the cheap version with three times less power. PS5 also has two versions, but both with the same power. PS5 costs 499.99 €, while PS5 Digital Edition, without a Blu-ray player, costs 399.99 €.

The console war is about to be opened. Beyond the numbers on paper, the success of one or the other console will be the public's approval.



Call center:
+48717152600



HANDELOT

B2B wholesale consultants

■ www.handelot.com



DUBAI:

Handelot FZC, E LOB office no E-42G-12, Hamriyah Freezone Sharjah
United Arab Emirates, PO BOX 53224

POLAND:

HECC Sp. z o.o., A. Zelwerowicza 18a, 53-676 Wrocław

UKRAINE:

kolberga 3, 79000 Lviv