Finance | Sales | Marketing | Supply Chain | Executive

FILTERS

Select Benchmark

vs LY | vs Target

2018 | 2019 | 2020 | 2021 | 2022 EST

Q1 | Q2 | Q3 | Q4

YTD | YTG

BY REGION, MARKET

All

BY CUSTOMER

All

BY SEGMENT, CATEGORY, PRODUCT

All

ABBREVIATIONS

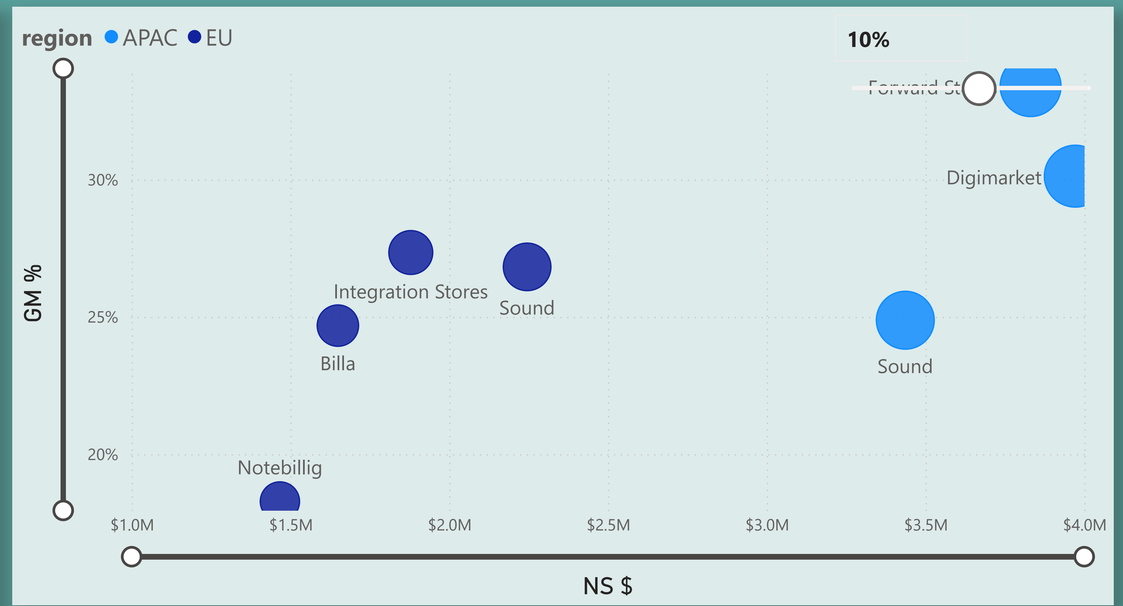
BM = Benchmark | LY = Last Year
NS = Net Sales | GM = Gross Margin
Chg = Change | COGS = Cost of Goods Sold
RC% = Revenue Contribution | ABS = Absolute
EI = Excess Inventory | OOS = Out of Stock

ALL VALUES ARE IN MILLION $

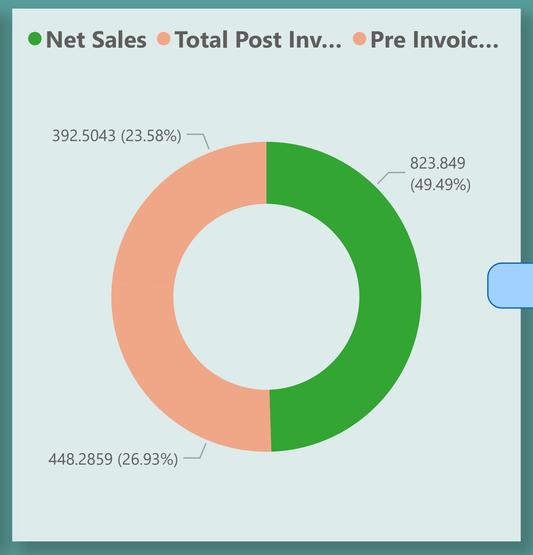
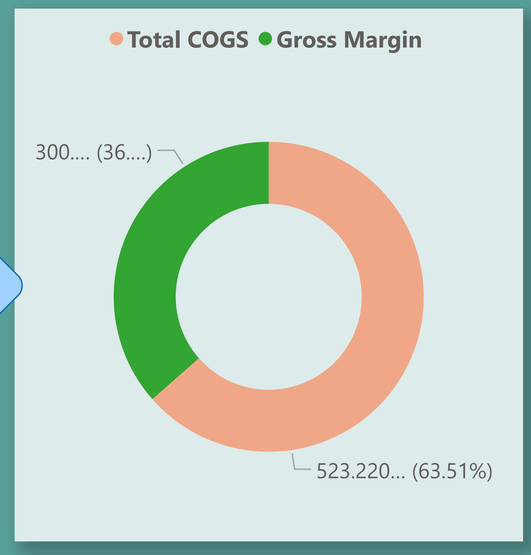
Customer Performance

customer	NS $	GM $	GM %
Amazon	$109.03M	$38.59M	35.40%
AtliQ Exclusive	$79.92M	$34.95M	43.73%
Atliq e Store	$70.31M	$26.40M	37.54%
Sage	$27.07M	$9.52M	35.16%
Neptune	$21.00M	$8.65M	41.17%
Leader	$24.51M	$8.34M	34.01%
Flipkart	$25.25M	$7.64M	30.23%
Ebay	$19.87M	$7.17M	36.10%
Synthetic	$16.10M	$6.32M	39.25%
Electricalslytical	$15.64M	$5.92M	37.86%
Electricalsocity	$16.25M	$5.66M	34.83%
Propel	$14.14M	$5.34M	37.77%
Acclaimed Stores	$14.32M	$5.18M	36.18%
walmart	$12.63M	$4.79M	37.95%
Reliance Digital	$12.75M	$4.59M	35.97%

Performance Matrix



Product Performance

segment	NS $	GM $	GM %
⊞ Accessories	$244.85M	$89.30M	36.47%
⊞ Desktop	$46.43M	$16.79M	36.17%
⊞ Networking	$45.16M	$16.60M	36.75%
⊞ Notebook	$266.49M	$97.12M	36.45%
⊞ Peripherals	$166.51M	$60.81M	36.52%
⊞ Storage	$54.42M	$20.00M	36.75%

Unit Economics