

2018 2019 2020

2021

2022 EST

22 T Q2

Q3

Q4

YTD

YTG

vs LY vs Target

## Customer Performance









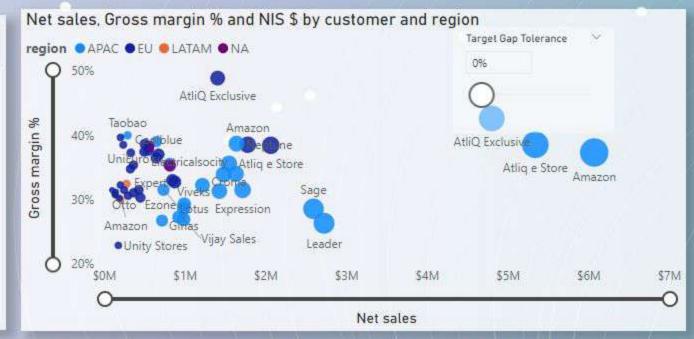




| customer        | Net sales | Gross Margin | Gross margin %           |
|-----------------|-----------|--------------|--------------------------|
| Zone            | \$0.65M   | 0.25M        | 39.01%                   |
| walmart         | \$1.25M   | 0.47M        | 37.38%                   |
| Viveks          | \$1,43M   | 0.45M        | 31.30%                   |
| Vijay Sales     | \$0.99M   | 0.27M        | 26.88%                   |
| Unity Stores    | \$0.18M   | 0.04M        | 22.85%                   |
| UniEuro         | \$0.65M   | 0.24M        | 36.45%                   |
| Taobao          | \$0.29M   | 0.12M        | 39.98%                   |
| Synthetic       | \$2.67M   | 1.19M        | 44.46%                   |
| Surface Stores  | \$0.27M   | 0.10M        | 37.62%                   |
| Staples         | \$1,23M   | 0.49M        | 39.94%                   |
| Sound           | \$1.00M   | 0.47M        | 47.15%                   |
| Sorefoz         | \$0.50M   | 0.19M        | 38.63%                   |
| Coturn<br>Total | \$86.47M  | 32.10M       | 20.67%<br><b>37.13</b> % |

## Net sales Performance Over time

Q1



## Product Performance

| sei | gment       | Net sales | Gross Margin | Gross margin % |
|-----|-------------|-----------|--------------|----------------|
| m   | Storage     | \$8.85M   | 3,19M        | 36,07%         |
| 0   | Peripherals | \$19.60M  | 7.34M        | 37.47%         |
| ii) | Notebook    | \$28.02M  | 10.39M       | 37.08%         |
| m.  | Networking  | \$8.44M   | 3.18M        | 37.69%         |
| 0   | Desktop     | \$0,32M   | 0.12M        | 36.85%         |
| m   | Accessories | \$21.23M  | 7.88M        | 37.10%         |
|     | Total       | \$86.47M  | 32.10M       | 37.13%         |

## Net sales and Gross Margin by Unit Economics

