

region, market

All

customer

All

segment, category

All

2019

2020

2021

2022 Est

Q1

Q2

Q3

Q4

YTD

YTG

Customer Performance

customer	NS \$	gross margin \$	GM %
Amazon	\$49.8M	18.89M	37.96%
Atliq e Store	\$31.7M	11.89M	37.47%
AtliQ Exclusive	\$23.0M	10.52M	45.79%
Flipkart	\$10.9M	3.66M	33.54%
Sage	\$8.3M	2.60M	31.22%
Ebay	\$8.1M	2.80M	34.34%
Leader	\$7.7M	2.04M	26.36%
Synthetic	\$5.8M	2.54M	44.23%
Novus	\$4.9M	2.01M	41.28%
Total	\$268.0M	99.42M	37.10%

Performance Matrix

Customer	NS \$	GM %
Amazon	\$49.8M	37.96%
Argos (Sainsbury's)	\$31.7M	37.47%
Ebay	\$8.1M	34.34%
Sage	\$8.3M	31.22%
Leader	\$7.7M	26.36%
Electricalslytical	\$2.6M	31.22%
Vijay Sales	\$2.6M	31.22%
Unity Stores	\$5.8M	44.23%

Product Performance

segment	NS \$	gross margin \$	GM %
Accessories	\$66.2M	24.56M	37.07%
Batteries	\$0.3M	0.13M	36.35%
Keyboard	\$41.4M	15.31M	37.00%
Mouse	\$24.5M	9.12M	37.21%
Desktop	\$0.9M	0.35M	36.47%
Networking	\$26.2M	9.83M	37.51%
Notebook	\$86.4M	32.04M	37.08%
Total	\$268.0M	99.42M	37.10%

Unit Economics

Category	Value	Percentage
Net Sales	124.6944	23.27%
Total Post Invoice	143.2725	26.73%
Pre Invoice Debit	267.9788	50%
Total COGS	99.423...	37.1%
Gross Margin	168.5555...	62.9%

Vs LY

Vs Target