



Region
All

Market
All

Customer
All

2018

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG



Customer Performance

vs LY

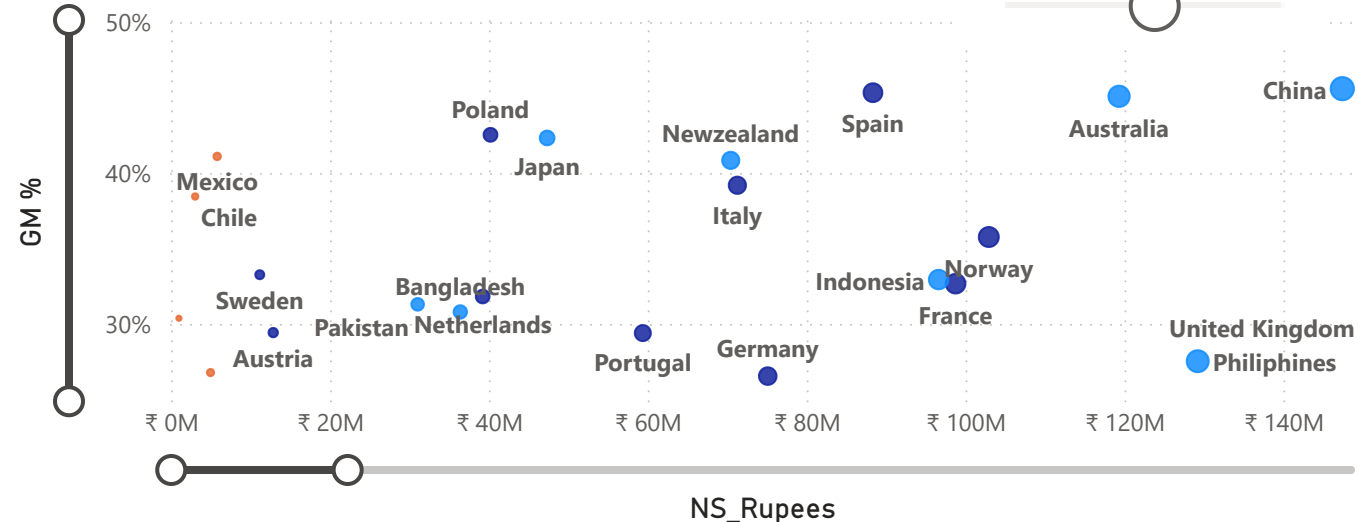
vs Target

Customer	Net Sales	Sum of Gross Margin	GM %
Amazon	₹ 496.88M	₹182.77M	36.78%
AltiQ Exclusive	₹ 307.17M	₹145.05M	47.22%
Atliq e Store	₹ 304.10M	₹112.15M	36.88%
Flipkart	₹ 138.49M	₹58.37M	42.14%
Sage	₹ 127.86M	₹40.31M	31.53%
Leader	₹ 117.32M	₹36.02M	30.70%
Neptune	₹ 105.69M	₹49.36M	46.70%
Ebay	₹ 91.60M	₹33.06M	36.09%
Acclaimed Stores	₹ 73.36M	₹29.58M	40.32%
walmart	₹ 72.41M	₹33.06M	45.66%
Electricalslytical	₹ 68.05M	₹25.34M	37.24%
Electricalsocity	₹ 67.76M	₹24.41M	36.03%
Total	₹ 3,736.17M	₹1,422.88M	38.08%

Performance Matrix

NS_Rupees, GM %, NS_Rupees and GM % by market and region

region ● APAC ● EU ● LATAM ● NA

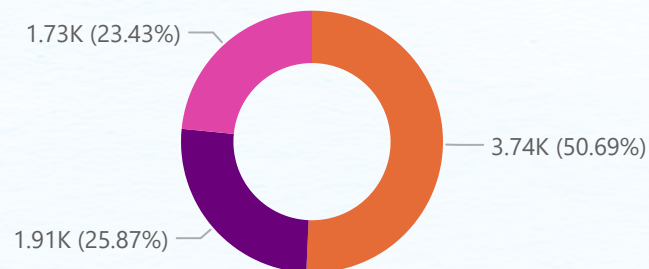


Product Performance

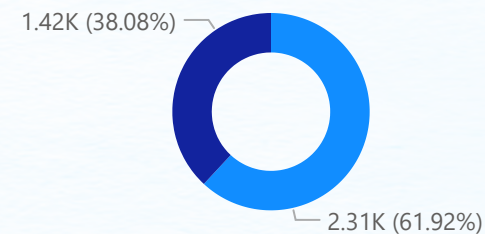
segment	NS_Rupees	GM	GM %
Accessories	₹ 454.10M	₹172.61M	38.01%
Peripherals	₹ 897.54M	₹341.22M	38.02%
Notebook	₹ 1,580.43M	₹600.96M	38.03%
Desktop	₹ 711.08M	₹272.39M	38.31%
Storage	₹ 54.59M	₹20.93M	38.33%
Networking	₹ 38.43M	₹14.78M	38.45%
Total	₹ 3,736.17M	₹1,422.88M	38.08%

Unit Economics

● Net Sales ● Total Post Invoice Deduction ● Pre Invoice Deduction



● Total COGS ● Gross Margin



Note : All Amounts are in INR.