



Region

All

Market

All

Customer

All

2018

2019

2020

2021

2022  
EST

Q1

Q2

Q3

Q4

YTD

YTG

## Product Performance

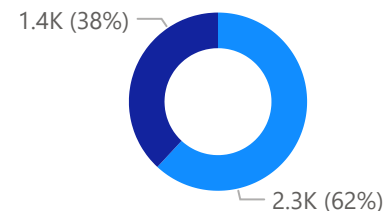
segment	NS_Rupees	GM	GM %	Net_Profit	Net_Profit_ %
Accessories	₹ 454.10M	₹172.61M	38.01%	-63.78M	-14.05%
Desktop	₹ 711.08M	₹272.39M	38.31%	-97.79M	-13.75%
Business Laptop	₹ 343.89M	₹131.60M	38.27%	-47.47M	-13.80%
Personal	₹ 367.18M	₹140.79M	38.34%	-50.32M	-13.70%
Networking	₹ 38.43M	₹14.78M	38.45%	-5.27M	-13.72%
Wi fi extender	₹ 38.43M	₹14.78M	38.45%	-5.27M	-13.72%
Notebook	₹ 1,580.43M	₹600.96M	38.03%	-222.16M	-14.06%
Business Laptop	₹ 421.35M	₹161.27M	38.27%	-58.17M	-13.80%
Gaming Laptop	₹ 619.25M	₹233.85M	37.76%	-88.61M	-14.31%
Personal Laptop	₹ 539.83M	₹205.84M	38.13%	-75.38M	-13.96%
Peripherals	₹ 897.54M	₹341.22M	38.02%	-125.91M	-14.03%
Graphic Card	₹ 233.69M	₹87.70M	37.53%	-33.95M	-14.53%
Internal HDD	₹ 37.41M	₹14.33M	38.30%	-5.15M	-13.78%
MotherBoard	₹ 101.84M	₹39.40M	38.69%	-13.65M	-13.41%
Total	₹ 3,736.17M	₹1,422.88M	38.08%	-522.42M	-13.98%

## Region/Market Customer Performance

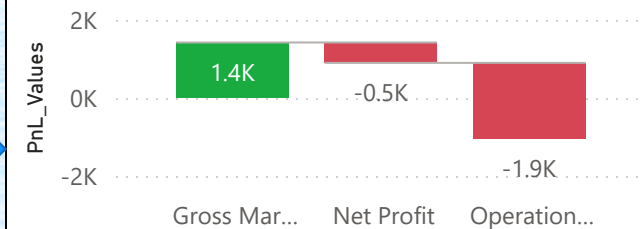
region	NS_Rupees	GM	GM %	Net_Profit	NP_ %
EU	₹ 775.48M	₹267.80M	34.5%	-95.52M	-12.4%
LATAM	₹ 14.82M	₹5.19M	35.0%	-0.44M	-2.9%
APAC	₹ 1,923.77M	₹690.21M	35.9%	-281.16M	-14.6%
NA	₹ 1,022.09M	₹459.68M	45.0%	-145.31M	-14.1%
Total	₹ 3,736.17M	₹1,422.88M	38.1%	-522.42M	-14.0%

## Unit Economics

Total COGS Gross Margin



Increase Decrease

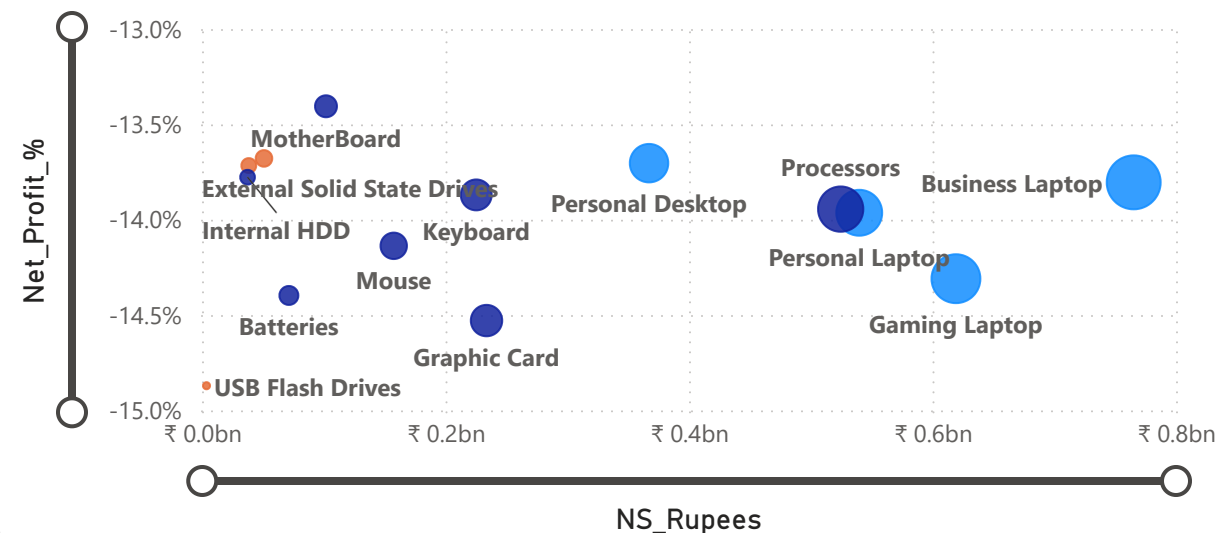


Show GM%

## Performance Matrix

NS\_Rupees, Net\_Profit\_%, NS\_Rupees and GM % by category and division

division N &amp; S P &amp; A PC



Note : All Amounts are in INR.