



Region

All

Market

All

Customer

All

2018

2019

2020

2021

2022  
EST

Q1

Q2

Q3

Q4

YTD

YTG

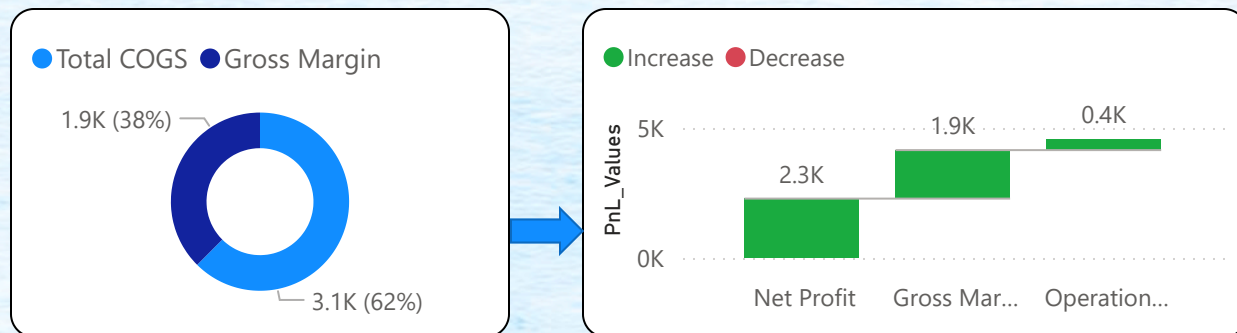
## Product Performance

segment	NS_Rupees	GM	GM %	Net_Profit	Net_Profit %
Accessories	₹ 802.17M	₹299.02M	37.28%	349.18M	43.53%
Desktop	₹ 758.45M	₹287.38M	37.89%	369.01M	48.65%
Business Laptop	₹ 377.64M	₹142.68M	37.78%	182.17M	48.24%
Personal	₹ 380.81M	₹144.71M	38.00%	186.85M	49.07%
Networking	₹ 130.40M	₹48.94M	37.53%	51.95M	39.84%
Wi fi extender	₹ 130.40M	₹48.94M	37.53%	51.95M	39.84%
Notebook	₹ 1,973.15M	₹740.51M	37.53%	919.69M	46.61%
Business Laptop	₹ 550.14M	₹207.44M	37.71%	254.64M	46.29%
Gaming Laptop	₹ 720.91M	₹269.65M	37.40%	340.18M	47.19%
Personal Laptop	₹ 702.09M	₹263.41M	37.52%	324.87M	46.27%
Peripherals	₹ 1,152.02M	₹432.48M	37.54%	532.75M	46.25%
Graphic Card	₹ 293.99M	₹109.25M	37.16%	135.36M	46.04%
Internal HDD	₹ 57.43M	₹21.68M	37.76%	25.76M	44.85%
MotherBoard	₹ 120.20M	₹45.85M	38.14%	57.48M	47.82%
Total	₹ 4,968.48M	₹1,865.11M	37.54%	2,284.51M	45.98%

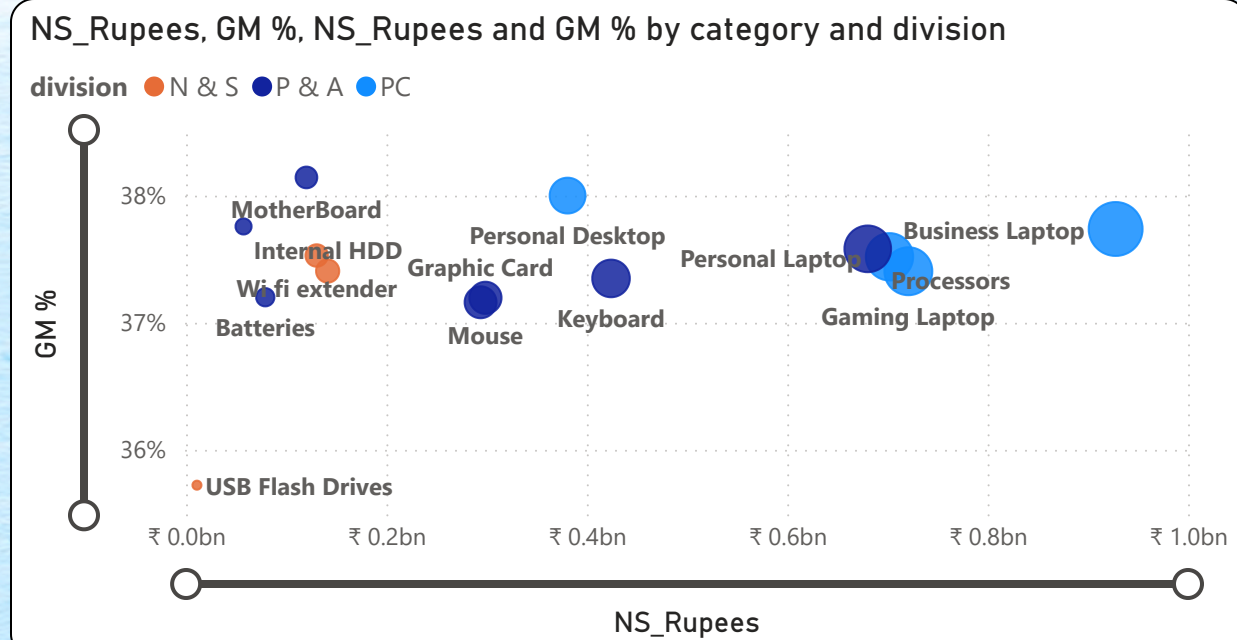
## Region/Market Customer Performance

region	NS_Rupees	GM	GM %	Net_Profit	NP %
LATAM	₹ 21.00M	₹7.37M	35.1%	6.62M	31.5%
EU	₹ 1,051.01M	₹369.62M	35.2%	379.25M	36.1%
APAC	₹ 2,605.73M	₹928.21M	35.6%	1,043.82M	40.1%
NA	₹ 1,290.74M	₹559.92M	43.4%	854.82M	66.2%
Total	₹ 4,968.48M	₹1,865.11M	37.5%	2,284.51M	46.0%

## Unit Economics



## Performance Matrix



Note : All Amounts are in INR.