

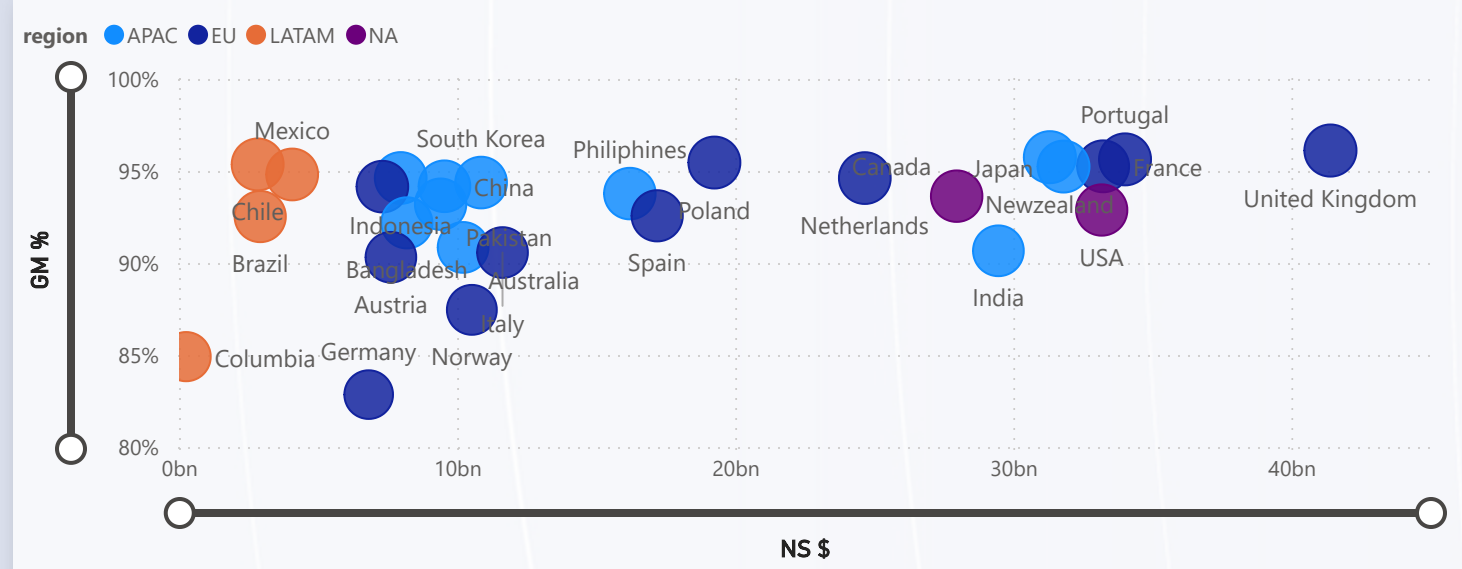
Customer Performance

| customer | NS \$ | GM \$ | GM % |
|-----------------|---------|----------|-------|
| Notebillig | 567.5M | 471.6M | 83.1% |
| Billa | 602.8M | 497.4M | 82.5% |
| Otto | 612.8M | 505.7M | 82.5% |
| Saturn | 623.2M | 515.4M | 82.7% |
| Nova | 920.3M | 831.3M | 90.3% |
| Unity Stores | 1069.6M | 969.1M | 90.6% |
| Viveks | 1495.8M | 1,355.5M | 90.6% |
| Croma | 1501.4M | 1,360.9M | 90.6% |
| Ezone | 1528.3M | 1,387.4M | 90.8% |
| Atliq Exclusive | 1534.1M | 1,389.2M | 90.6% |
| Vijay Sales | 1566.6M | 1,420.5M | 90.7% |
| Lotus | 1574.6M | 1,427.5M | 90.7% |
| ... | ... | ... | ... |

Product Performance

| segment | NS \$ | GM \$ | GM % |
|---------------|-----------|-------------|-------|
| ⊕ Accessories | 12151.3M | 11,396.9M | 93.8% |
| ⊕ Desktop | 84283.7M | 78,962.9M | 93.7% |
| ⊕ Networking | 2252.5M | 2,112.4M | 93.8% |
| ⊕ Notebook | 319303.5M | 2,99,432.4M | 93.8% |
| ⊕ Peripherals | 30123.9M | 28,252.6M | 93.8% |
| ⊕ Storage | 1815.2M | 1,702.6M | 93.8% |

Performance Matrix



Unit Economics

