



## FILTERS

region All  
division All

## P &amp; L

By Fiscal Years

All Values Are In USD

Row Labels	Net Sales	COGS	GM	GM %
Australia	35.57M	22.10M	13.47M	37.87%
Austria	2.96M	2.07M	0.89M	29.96%
Bangladesh	9.69M	6.26M	3.43M	35.43%
Canada	51.99M	31.51M	20.48M	39.39%
China	29.74M	17.60M	12.14M	40.82%
France	37.45M	21.23M	16.22M	43.31%
Germany	19.26M	13.50M	5.76M	29.91%
India	241.85M	161.16M	80.69M	33.36%
Indonesia	27.15M	16.35M	10.80M	39.77%
Italy	19.09M	12.86M	6.23M	32.62%
Japan	9.80M	5.42M	4.38M	44.68%
Netherlands	11.57M	6.52M	5.04M	43.59%
Newzealand	13.39M	7.37M	6.02M	44.98%
Norway	16.16M	11.19M	4.97M	30.75%
Pakistan	10.98M	6.67M	4.30M	39.19%
Philippines	50.92M	30.16M	20.76M	40.77%
Poland	8.39M	4.91M	3.48M	41.52%
Portugal	16.16M	9.59M	6.57M	40.66%
South Korea	79.05M	50.22M	28.83M	36.47%
Spain	14.39M	9.54M	4.85M	33.69%
Sweden	2.05M	1.22M	0.83M	40.59%
United Kingdom	44.23M	25.34M	18.89M	42.72%
USA	131.23M	82.54M	48.69M	37.10%
Grand Total	883.05M	555.32M	327.72M	37.11%



## FILTERS

market All  
region All  
division All  
customer All  
FY 2019

## P &amp; L

By Fiscal Years

All Values Are In USD

Note: Do Not Modify Pivot Tables

Quarters												
Metric	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.5M	6.2M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.8M	3.6M	3.7M
GM	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.7M	2.6M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	41.5%	42.0%	41.4%

## FILTERS

market All  
region All  
division All  
customer All  
FY 2020

## P &amp; L

By Fiscal Years

All Values Are In USD

Note: Do Not Modify Pivot Tables

Quarters												
Metric	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	16.1M	14.9M	16.5M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	10.2M	9.3M	10.5M
GM	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.9M	5.5M	6.1M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	36.7%	37.3%	36.8%

## FILTERS

market All  
region All  
division All  
customer All  
FY 2021

## P &amp; L

By Fiscal Years

All Values Are In USD

Note: Do Not Modify Pivot Tables

Quarters												
Metric	Q1			Q2			Q3			Q4		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	44.0M	41.5M	43.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	28.0M	26.4M	27.4M
GM	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	16.0M	15.1M	15.6M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%



Net Sales  
Comparision

21 VS 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	173.9%	178.6%	160.3%
20 VS 19	166.7%	170.0%	162.2%	163.3%	165.9%	167.6%	1991.9%	473.8%	353.1%	175.3%	182.3%	162.5%



## FILTERS

FY 2019

## GM % By Quarters (Sub\_Zone)

GM % Row Labels	Column Labels				
	Q1	Q2	Q3	Q4	Grand Total
ANZ	42.98%	42.20%	42.59%	42.46%	42.57%
India	42.54%	42.25%	42.04%	42.54%	42.35%
nan	35.15%	35.42%	35.36%	35.72%	35.39%
NE	36.59%	37.01%	36.54%	36.56%	36.69%
ROA	44.51%	44.35%	44.05%	44.48%	44.35%
SE	44.52%	44.05%	44.01%	44.16%	44.21%

## FILTERS

FY 2020

## GM % By Quarters (Sub\_Zone)

GM % Row Labels	Column Labels				
	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.34%	43.04%	42.77%	41.79%	42.82%
India	32.35%	32.13%	32.44%	32.03%	32.21%
nan	39.87%	40.06%	39.11%	39.67%	39.78%
NE	37.65%	37.84%	38.51%	37.74%	37.81%
ROA	38.41%	38.29%	38.78%	37.69%	38.23%
SE	38.46%	37.28%	38.16%	37.78%	37.90%

## FILTERS

FY 2021

## GM % By Quarters (Sub\_Zone)

GM % Row Labels	Column Labels				
	Q1	Q2	Q3	Q4	Grand Total
ANZ	38.99%	37.85%	38.27%	38.00%	38.31%
India	32.27%	31.81%	31.92%	31.97%	32.00%
nan	37.10%	37.45%	37.47%	37.39%	37.34%
NE	37.88%	38.72%	38.25%	38.31%	38.29%
ROA	38.48%	38.44%	38.12%	38.12%	38.31%
SE	38.64%	38.29%	38.60%	38.48%	38.50%



## FILTERS

market	All
region	All
division	All
customer	All

## P & L

### By Fiscal Years

All Values Are In USD

Row Labels	Column Labels			
	2019	2020	2021	2021 VS 2020
Australia				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Austria				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Bangladesh				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Canada				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
China				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
France				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Germany				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
India				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%

# AtliQ Hardware



GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Indonesia				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Italy				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Japan				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Netherlands				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Newzealand				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Norway				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Pakistan				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Philippines				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%
Poland				
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%

# AtliQ Hardware



## Portugal

Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%

## South Korea

Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%

## Spain

Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%

## Sweden

Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	
GM %	41.4%	37.3%	36.4%	

## United Kingdom

Net Sales	87.5M	196.7M	598.9M	
COGS	51.2M	123.4M	380.7M	
GM	36.2M	73.3M	218.2M	
GM %	41.4%	37.3%	36.4%	

## USA

Net Sales	87.5M	196.7M	598.9M	
COGS	51.2M	123.4M	380.7M	
GM	36.2M	73.3M	218.2M	
GM %	41.4%	37.3%	36.4%	



**FILTERS**

market All  
region All  
division All  
customer All

**P & L**

**By Fiscal Years**

All Values Are In USD

Column Labels				
Metrices	2019	2020	2021	2021 VS 2020
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
GM	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%