

Filters

| | |
|----------|-----|
| region | All |
| division | All |
| market | All |

P & L

By Fiscal year

All amount in USD

Note:-21 vs 20 % is not part of pivot table

| | Fiscal year | | | | |
|---------------------|-------------|-------|-------|------------|--|
| Custmer | 2019 | 2020 | 2021 | 21 vs 20 % | |
| Acclaimed Stores | | | | | |
| Net sales | 1.4M | 2.9M | 10.9M | 278.1% | |
| COGS | 0.9M | 1.8M | 7.0M | 284.4% | |
| gross margin | 0.5M | 1.1M | 3.9M | 267.4% | |
| GM % | 33.5% | 37.2% | 36.1% | -2.8% | |
| All-Out | | | | | |
| Net sales | | 0.2M | 0.8M | 395.7% | |
| COGS | | 0.1M | 0.4M | 324.3% | |
| gross margin | | 0.1M | 0.4M | 508.8% | |
| GM % | | 38.7% | 47.5% | 22.8% | |
| Amazon | | | | | |
| Net sales | 12.2M | 37.5M | 82.1M | 118.9% | |
| COGS | 7.1M | 23.2M | 53.1M | 129.2% | |
| gross margin | 5.1M | 14.3M | 29.0M | 102.2% | |
| GM % | 41.5% | 38.2% | 35.3% | -7.6% | |
| Argos (Sainsbury's) | | | | | |
| Net sales | 0.4M | 0.7M | 2.3M | 206.0% | |
| COGS | 0.2M | 0.5M | 1.5M | 186.9% | |
| gross margin | 0.2M | 0.2M | 0.8M | 248.3% | |
| GM % | 43.0% | 31.1% | 35.4% | 13.8% | |
| Atlas Stores | | | | | |
| Net sales | 0.2M | 0.7M | 3.2M | 370.3% | |
| COGS | 0.1M | 0.4M | 1.9M | 354.9% | |
| gross margin | 0.1M | 0.3M | 1.3M | 395.1% | |
| GM % | 39.9% | 38.4% | 40.4% | 5.3% | |
| Atliq e Store | | | | | |
| Net sales | 7.2M | 23.7M | 53.0M | 123.8% | |
| COGS | 4.2M | 14.7M | 33.1M | 124.5% | |
| gross margin | 2.9M | 8.9M | 19.9M | 122.7% | |
| GM % | 41.0% | 37.8% | 37.6% | -0.5% | |
| AtliQ Exclusive | | | | | |
| Net sales | 9.6M | 17.7M | 61.1M | 245.8% | |
| COGS | 4.9M | 9.6M | 34.4M | 259.6% | |
| gross margin | 4.6M | 8.1M | 26.7M | 229.4% | |
| GM % | 48.4% | 45.9% | 43.7% | -4.7% | |
| BestBuy | | | | | |
| Net sales | 0.9M | 1.8M | 6.3M | 256.1% | |
| COGS | 0.6M | 1.1M | 4.0M | 273.7% | |

AtliQ Hardware



| | | | | |
|--------------------------|-------|-------|-------|--------|
| gross margin | 0.3M | 0.7M | 2.3M | 228.4% |
| GM % | 31.4% | 38.9% | 35.9% | -7.8% |
| Boulanger | | | | |
| Net sales | 0.2M | 0.8M | 4.1M | 392.9% |
| COGS | 0.1M | 0.5M | 2.9M | 436.2% |
| gross margin | 0.1M | 0.3M | 1.2M | 311.8% |
| GM % | 38.5% | 34.8% | 29.1% | -16.5% |
| Chip 7 | | | | |
| Net sales | 0.6M | 1.3M | 5.5M | 316.1% |
| COGS | 0.4M | 0.8M | 3.3M | 293.6% |
| gross margin | 0.2M | 0.5M | 2.2M | 353.8% |
| GM % | 38.6% | 37.3% | 40.7% | 9.1% |
| Chiptec | | | | |
| Net sales | | 0.4M | 3.0M | 622.0% |
| COGS | | 0.3M | 2.0M | 688.1% |
| gross margin | | 0.2M | 1.0M | 515.8% |
| GM % | | 38.3% | 32.7% | -14.7% |
| Control | | | | |
| Net sales | 0.9M | 2.2M | 7.7M | 249.2% |
| COGS | 0.6M | 1.3M | 4.8M | 264.7% |
| gross margin | 0.3M | 0.9M | 2.9M | 226.2% |
| GM % | 32.1% | 40.2% | 37.5% | -6.6% |
| Coolblue | | | | |
| Net sales | 0.5M | 1.2M | 4.2M | 260.0% |
| COGS | 0.3M | 0.7M | 2.5M | 234.6% |
| gross margin | 0.2M | 0.4M | 1.8M | 303.7% |
| GM % | 39.9% | 36.8% | 41.2% | 12.1% |
| Costco | | | | |
| Net sales | 1.1M | 2.8M | 9.3M | 237.4% |
| COGS | 0.8M | 1.7M | 5.8M | 249.5% |
| gross margin | 0.4M | 1.1M | 3.5M | 218.9% |
| GM % | 31.3% | 39.7% | 37.5% | -5.5% |
| Croma | | | | |
| Net sales | 1.7M | 2.5M | 7.5M | 205.1% |
| COGS | 0.9M | 1.6M | 5.6M | 250.4% |
| gross margin | 0.8M | 0.9M | 2.0M | 123.8% |
| GM % | 45.5% | 35.8% | 26.2% | -26.6% |
| Currys (Dixons Carphone) | | | | |
| Net sales | 0.3M | 0.8M | 1.9M | 146.9% |
| COGS | 0.2M | 0.5M | 1.3M | 186.0% |
| gross margin | 0.1M | 0.3M | 0.5M | 83.7% |
| GM % | 30.8% | 38.2% | 28.4% | -25.6% |
| Digimarket | | | | |
| Net sales | 0.8M | 1.7M | 4.1M | 141.1% |
| COGS | 0.5M | 1.0M | 3.0M | 193.2% |
| gross margin | 0.3M | 0.7M | 1.2M | 65.8% |
| GM % | 40.5% | 40.9% | 28.1% | -31.2% |

Ebay

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|--------------|-------|-------|-------|--------|
| Net sales | 2.6M | 6.3M | 15.2M | 142.2% |
| COGS | 1.5M | 4.1M | 9.7M | 136.1% |
| gross margin | 1.1M | 2.2M | 5.5M | 153.6% |
| GM % | 42.6% | 34.5% | 36.1% | 4.7% |

Electricalsara Stores

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|--------------|-------|-------|-------|--------|
| Net sales | 0.1M | 0.6M | 1.9M | 186.0% |
| COGS | 0.1M | 0.4M | 1.1M | 167.9% |
| gross margin | 0.0M | 0.2M | 0.7M | 218.7% |
| GM % | 32.6% | 35.6% | 39.7% | 11.4% |

Electricalsbea Stores

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|--------------|-------|-------|--------|
| Net sales | 0.1M | 0.7M | 404.6% |
| COGS | 0.1M | 0.4M | 313.8% |
| gross margin | 0.0M | 0.3M | 594.8% |
| GM % | 32.3% | 44.5% | 37.7% |

Electricalslance Stores

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|--------------|-------|-------|-------|--------|
| Net sales | 0.1M | 0.7M | 2.3M | 213.3% |
| COGS | 0.1M | 0.4M | 1.4M | 223.0% |
| gross margin | 0.0M | 0.3M | 1.0M | 200.8% |
| GM % | 37.7% | 43.3% | 41.6% | -4.0% |

Electricalslytical

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|--------------|-------|-------|-------|--------|
| Net sales | 1.8M | 2.6M | 11.9M | 357.5% |
| COGS | 1.1M | 1.9M | 7.4M | 292.1% |
| gross margin | 0.7M | 0.7M | 4.5M | 530.0% |
| GM % | 41.4% | 27.5% | 37.9% | 37.7% |

Electricalsocity

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|--------------|-------|-------|-------|--------|
| Net sales | 2.3M | 3.5M | 12.4M | 258.8% |
| COGS | 1.3M | 2.3M | 8.1M | 253.7% |
| gross margin | 1.0M | 1.2M | 4.3M | 268.5% |
| GM % | 44.3% | 33.9% | 34.8% | 2.7% |

Electricalsquipo Stores

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|--------------|-------|-------|-------|--------|
| Net sales | 0.2M | 0.7M | 3.6M | 435.3% |
| COGS | 0.1M | 0.5M | 1.9M | 315.0% |
| gross margin | 0.1M | 0.2M | 1.7M | 693.0% |
| GM % | 37.8% | 31.8% | 47.2% | 48.1% |

Elite

| | | | | |
|--------------|-------|-------|-------|--------|
| Net sales | 0.4M | 0.8M | 4.1M | 395.5% |
| COGS | 0.2M | 0.5M | 2.5M | 371.6% |
| gross margin | 0.2M | 0.3M | 1.7M | 435.1% |
| GM % | 41.0% | 37.6% | 40.6% | 8.0% |

Elkj p

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|--------------|-------|-------|-------|--------|
| Net sales | 0.5M | 1.3M | 5.2M | 291.9% |
| COGS | 0.3M | 0.7M | 3.2M | 329.8% |
| gross margin | 0.2M | 0.6M | 2.0M | 242.6% |
| GM % | 39.5% | 43.5% | 38.0% | -12.6% |

Epic Stores

| | | | | |
|-----------|------|------|------|--------|
| Net sales | 0.4M | 0.9M | 4.2M | 346.1% |
|-----------|------|------|------|--------|

AtliQ Hardware



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|-----------------|-------|-------|-------|--------|
| COGS | 0.2M | 0.6M | 2.4M | 326.1% |
| gross margin | 0.2M | 0.4M | 1.7M | 377.3% |
| GM % | 41.3% | 39.0% | 41.8% | 7.0% |
| Euronics | | | | |
| Net sales | 0.4M | 0.9M | 3.9M | 344.7% |
| COGS | 0.2M | 0.6M | 2.6M | 348.4% |
| gross margin | 0.2M | 0.3M | 1.4M | 337.8% |
| GM % | 45.3% | 35.2% | 34.7% | -1.5% |
| Expert | | | | |
| Net sales | 0.8M | 1.8M | 6.4M | 264.0% |
| COGS | 0.5M | 1.2M | 4.0M | 241.3% |
| gross margin | 0.3M | 0.6M | 2.4M | 309.9% |
| GM % | 38.3% | 33.0% | 37.2% | 12.6% |
| Expression | | | | |
| Net sales | 1.7M | 3.0M | 9.8M | 228.2% |
| COGS | 1.0M | 2.0M | 6.4M | 216.5% |
| gross margin | 0.7M | 1.0M | 3.4M | 253.1% |
| GM % | 40.0% | 32.1% | 34.5% | 7.6% |
| Ezone | | | | |
| Net sales | 1.5M | 2.0M | 7.9M | 291.6% |
| COGS | 0.9M | 1.4M | 5.8M | 309.0% |
| gross margin | 0.6M | 0.6M | 2.1M | 250.0% |
| GM % | 38.5% | 29.4% | 26.3% | -10.6% |
| Flawless Stores | | | | |
| Net sales | 0.1M | 0.5M | 1.8M | 296.3% |
| COGS | 0.0M | 0.3M | 1.1M | 241.8% |
| gross margin | 0.0M | 0.1M | 0.8M | 408.2% |
| GM % | 37.5% | 32.7% | 42.0% | 28.3% |
| Flipkart | | | | |
| Net sales | 2.9M | 8.3M | 19.3M | 131.0% |
| COGS | 1.9M | 5.5M | 13.5M | 143.0% |
| gross margin | 1.0M | 2.8M | 5.8M | 107.5% |
| GM % | 34.8% | 33.7% | 30.2% | -10.2% |
| Fnac-Darty | | | | |
| Net sales | 0.5M | 0.8M | 2.9M | 249.8% |
| COGS | 0.3M | 0.6M | 2.0M | 247.7% |
| gross margin | 0.2M | 0.3M | 0.9M | 254.5% |
| GM % | 41.2% | 30.9% | 31.3% | 1.3% |
| Forward Stores | | | | |
| Net sales | 0.6M | 1.5M | 4.1M | 172.0% |
| COGS | 0.3M | 0.9M | 2.6M | 203.7% |
| gross margin | 0.2M | 0.6M | 1.4M | 127.9% |
| GM % | 38.9% | 41.9% | 35.1% | -16.2% |
| Girias | | | | |
| Net sales | 1.5M | 2.1M | 8.7M | 319.3% |
| COGS | 1.0M | 1.5M | 5.9M | 305.8% |
| gross margin | 0.6M | 0.6M | 2.7M | 352.2% |

AtliQ Hardware



| | | | | |
|--------------------|-------|-------|-------|--------|
| GM % | 37.1% | 29.1% | 31.4% | 7.9% |
| Info Stores | | | | |
| Net sales | 0.1M | 0.5M | 1.8M | 284.1% |
| COGS | 0.0M | 0.3M | 1.1M | 264.3% |
| gross margin | 0.0M | 0.2M | 0.8M | 314.8% |
| GM % | 37.1% | 39.2% | 42.4% | 8.0% |
| Insight | | | | |
| Net sales | 0.4M | 1.0M | 2.8M | 171.8% |
| COGS | 0.3M | 0.5M | 1.6M | 199.0% |
| gross margin | 0.1M | 0.5M | 1.2M | 142.2% |
| GM % | 35.6% | 47.9% | 42.6% | -10.9% |
| Integration Stores | | | | |
| Net sales | | 0.2M | 1.4M | 787.2% |
| COGS | | 0.1M | 1.0M | 987.4% |
| gross margin | | 0.1M | 0.4M | 496.1% |
| GM % | | 40.7% | 27.4% | -32.8% |
| Leader | | | | |
| Net sales | 4.7M | 6.0M | 18.8M | 214.8% |
| COGS | 2.4M | 4.4M | 12.4M | 183.1% |
| gross margin | 2.3M | 1.6M | 6.4M | 302.2% |
| GM % | 48.1% | 26.6% | 34.0% | 27.7% |
| Logic Stores | | | | |
| Net sales | 0.2M | 0.9M | 4.8M | 415.2% |
| COGS | 0.1M | 0.6M | 2.5M | 318.4% |
| gross margin | 0.1M | 0.3M | 2.3M | 597.4% |
| GM % | 32.4% | 34.7% | 47.0% | 35.4% |
| Lotus | | | | |
| Net sales | 1.5M | 2.1M | 8.1M | 282.6% |
| COGS | 0.9M | 1.4M | 5.7M | 295.2% |
| gross margin | 0.6M | 0.7M | 2.4M | 255.6% |
| GM % | 40.4% | 31.9% | 29.6% | -7.1% |
| Neptune | | | | |
| Net sales | 1.0M | 3.4M | 16.1M | 371.5% |
| COGS | 0.5M | 2.1M | 9.5M | 353.2% |
| gross margin | 0.5M | 1.3M | 6.6M | 400.5% |
| GM % | 46.1% | 38.8% | 41.1% | 6.1% |
| Nomad Stores | | | | |
| Net sales | 0.5M | 1.6M | 4.0M | 146.9% |
| COGS | 0.3M | 1.0M | 2.5M | 153.5% |
| gross margin | 0.2M | 0.6M | 1.5M | 136.4% |
| GM % | 42.3% | 38.6% | 37.0% | -4.2% |
| Notebillig | | | | |
| Net sales | 0.2M | 0.4M | 1.1M | 187.4% |
| COGS | 0.2M | 0.3M | 0.9M | 236.6% |
| gross margin | 0.1M | 0.1M | 0.2M | 73.8% |
| GM % | 34.6% | 30.2% | 18.3% | -39.5% |
| Nova | | | | |

AtliQ Hardware



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|------------------|-------|-------|-------|---------|
| Net sales | | 0.0M | 0.4M | 2564.9% |
| COGS | | 0.0M | 0.3M | 2490.4% |
| gross margin | | 0.0M | 0.1M | 2794.7% |
| GM % | | 24.5% | 26.6% | 8.6% |
| Novus | | | | |
| Net sales | 1.9M | 3.7M | 9.9M | 164.2% |
| COGS | 1.2M | 2.2M | 6.6M | 202.3% |
| gross margin | 0.7M | 1.5M | 3.2M | 110.2% |
| GM % | 37.5% | 41.4% | 32.9% | -20.4% |
| Otto | | | | |
| Net sales | 0.3M | 0.4M | 1.2M | 198.6% |
| COGS | 0.2M | 0.3M | 0.9M | 219.2% |
| gross margin | 0.1M | 0.1M | 0.3M | 154.0% |
| GM % | 38.3% | 31.7% | 26.9% | -14.9% |
| Premium Stores | | | | |
| Net sales | 0.5M | 1.1M | 3.9M | 253.1% |
| COGS | 0.3M | 0.7M | 2.4M | 257.3% |
| gross margin | 0.2M | 0.4M | 1.4M | 246.2% |
| GM % | 39.7% | 37.9% | 37.2% | -2.0% |
| Propel | | | | |
| Net sales | 1.6M | 2.5M | 10.8M | 340.6% |
| COGS | 0.9M | 1.7M | 6.7M | 305.0% |
| gross margin | 0.7M | 0.8M | 4.1M | 415.4% |
| GM % | 41.2% | 32.3% | 37.7% | 17.0% |
| Radio Popular | | | | |
| Net sales | 0.5M | 1.5M | 5.3M | 262.6% |
| COGS | 0.3M | 1.0M | 3.1M | 225.3% |
| gross margin | 0.2M | 0.5M | 2.1M | 335.5% |
| GM % | 41.7% | 33.8% | 40.6% | 20.1% |
| Radio Shack | | | | |
| Net sales | 0.8M | 1.7M | 5.4M | 211.5% |
| COGS | 0.6M | 1.1M | 3.8M | 247.4% |
| gross margin | 0.3M | 0.7M | 1.7M | 152.0% |
| GM % | 32.2% | 37.6% | 30.5% | -19.1% |
| Reliance Digital | | | | |
| Net sales | 1.6M | 2.6M | 9.7M | 277.9% |
| COGS | 0.9M | 1.6M | 6.2M | 281.4% |
| gross margin | 0.7M | 0.9M | 3.5M | 271.8% |
| GM % | 43.0% | 36.6% | 36.0% | -1.6% |
| Relief | | | | |
| Net sales | 0.4M | 1.0M | 4.1M | 303.6% |
| COGS | 0.2M | 0.6M | 2.7M | 327.8% |
| gross margin | 0.2M | 0.4M | 1.4M | 263.5% |
| GM % | 38.6% | 37.7% | 33.9% | -9.9% |
| Sage | | | | |
| Net sales | 4.8M | 6.4M | 20.7M | 221.5% |
| COGS | 2.7M | 4.4M | 13.4M | 203.8% |

AtliQ Hardware



| | | | | |
|----------------|-------|-------|-------|--------|
| gross margin | 2.1M | 2.0M | 7.3M | 260.3% |
| GM % | 43.7% | 31.4% | 35.1% | 12.1% |
| Saturn | | | | |
| Net sales | 0.2M | 0.4M | 1.2M | 210.5% |
| COGS | 0.2M | 0.3M | 0.9M | 226.9% |
| gross margin | 0.1M | 0.1M | 0.3M | 173.7% |
| GM % | 31.8% | 30.9% | 27.3% | -11.8% |
| Sorefoz | | | | |
| Net sales | 0.6M | 1.1M | 4.7M | 333.6% |
| COGS | 0.3M | 0.7M | 2.6M | 295.4% |
| gross margin | 0.2M | 0.4M | 2.1M | 393.9% |
| GM % | 43.6% | 38.8% | 44.2% | 13.9% |
| Sound | | | | |
| Net sales | 0.6M | 1.7M | 4.4M | 160.3% |
| COGS | 0.3M | 0.9M | 3.2M | 263.1% |
| gross margin | 0.2M | 0.8M | 1.1M | 43.0% |
| GM % | 40.2% | 46.7% | 25.7% | -45.0% |
| Staples | | | | |
| Net sales | 1.2M | 2.9M | 8.8M | 207.0% |
| COGS | 0.8M | 1.7M | 5.9M | 246.7% |
| gross margin | 0.4M | 1.1M | 2.8M | 147.5% |
| GM % | 34.1% | 40.1% | 32.3% | -19.4% |
| Surface Stores | | | | |
| Net sales | 0.1M | 0.5M | 2.1M | 298.8% |
| COGS | 0.1M | 0.3M | 1.3M | 298.0% |
| gross margin | 0.0M | 0.2M | 0.8M | 300.1% |
| GM % | 22.0% | 38.2% | 38.3% | 0.3% |
| Synthetic | | | | |
| Net sales | 1.9M | 4.4M | 12.2M | 176.0% |
| COGS | 1.1M | 2.5M | 7.4M | 201.4% |
| gross margin | 0.8M | 2.0M | 4.8M | 144.0% |
| GM % | 40.7% | 44.3% | 39.2% | -11.6% |
| Taobao | | | | |
| Net sales | 0.2M | 1.3M | 3.3M | 148.7% |
| COGS | 0.1M | 0.8M | 2.1M | 163.5% |
| gross margin | 0.1M | 0.5M | 1.2M | 126.4% |
| GM % | 45.6% | 40.0% | 36.4% | -9.0% |
| UniEuro | | | | |
| Net sales | 0.6M | 1.6M | 7.3M | 357.0% |
| COGS | 0.4M | 1.0M | 4.5M | 340.7% |
| gross margin | 0.2M | 0.6M | 2.9M | 384.8% |
| GM % | 40.2% | 37.1% | 39.3% | 6.1% |
| Vijay Sales | | | | |
| Net sales | 1.7M | 2.1M | 8.5M | 297.8% |
| COGS | 1.0M | 1.6M | 6.1M | 284.6% |
| gross margin | 0.7M | 0.6M | 2.5M | 334.4% |
| GM % | 42.8% | 26.5% | 29.0% | 9.2% |

AtliQ Hardware



Viveks

| | | | | |
|--------------|-------|-------|-------|--------|
| Net sales | 1.6M | 2.2M | 7.8M | 248.1% |
| COGS | 0.9M | 1.5M | 5.7M | 272.8% |
| gross margin | 0.6M | 0.7M | 2.1M | 194.1% |
| GM % | 40.1% | 31.3% | 26.5% | -15.5% |

walmart

| | | | | |
|--------------|-------|-------|-------|--------|
| Net sales | 1.3M | 2.6M | 9.7M | 270.4% |
| COGS | 0.8M | 1.6M | 6.0M | 268.2% |
| gross margin | 0.5M | 1.0M | 3.7M | 274.2% |
| GM % | 35.8% | 37.6% | 37.9% | 1.0% |

Zone

| | | | | |
|--------------|-------|-------|-------|--------|
| Net sales | 0.3M | 1.6M | 5.3M | 236.2% |
| COGS | 0.2M | 0.9M | 3.0M | 213.6% |
| gross margin | 0.1M | 0.6M | 2.3M | 270.7% |
| GM % | 40.3% | 39.5% | 43.6% | 10.3% |

| | | | | |
|-----------------------|--------------|---------------|---------------|--------|
| Total Net sale | 87.5M | 196.7M | 598.9M | 204.5% |
| Total COGS | 51.2M | 123.4M | 380.7M | 208.6% |
| Total gross m | 36.2M | 73.3M | 218.2M | 197.6% |
| Total GM % | 41.4% | 37.3% | 36.4% | -2.3% |