ATLIQ HARDWARES

FILTERS

customer	All	P&L	
division	All	BY FISCAL YEAR	

21 vs 20 is not in pivot table Fiscal Year **Metrics** 2019 2020 2021 21 vs 20 **Australia Net Sales** 4M 11M 21M 196% 14M cogs_value 2M 6M 243% 7M **Gross Margin** 2M 5M 141% GM% 42.6% 45.9% 32.9% 72% **Austria Net Sales** М 3M 2401% Μ 2M 2272% cogs_value **Gross Margin** Μ 1M 2765% GM% 26.1% 30.1% 115% Bangladesh Μ 2M 7M **Net Sales** 308% 5M Μ 1M 334% cogs_value 2M **Gross Margin** Μ 1M 268% GM% 28.7% 87% 39.6% 34.5% Canada 35M **Net Sales** 5M 12M 288% 22M cogs_value 3M 7M 306% **Gross Margin** 2M 5M 13M 263% GM% 41.7% 41.9% 38.2% 91% China 23M **Net Sales** 1M 5M 422% 1M 13M cogs_value 3M 406% 9M 448% **Gross Margin** 1M 2M GM% 44.9% 38.7% 41.1% 106% **France Net Sales** 4M 7M 26M 347% 15M 2M 4M 346% cogs_value 11M 348% **Gross Margin** 2M 3M 43.2% GM% 44.1% 43.1% 100% Germany 3M 12M **Net Sales** 5M 256% 9M cogs_value 2M 3M 294% **Gross Margin** 1M 2M 3M 188%

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GM%	37.0%	35.6%	26.2%	73%
India				
Net Sales	31M	50M	161M	324%
cogs_value	18M	34M	110M	325%
Gross Margin	13M	16M	52M	322%
GM%	42.4%	32.2%	32.0%	99%
Indonesia				
Net Sales	3M	6M	18M	297%
cogs_value	1M	4M	11M	320%
Gross Margin	1M	3M	7M	266%
GM%	42.0%	42.9%	38.4%	90%
Italy				
Net Sales	3M	4M	12M	263%
cogs_value	2M	3M	8M	265%
Gross Margin	1M	1M	4M	258%
GM%	45.6%	30.7%	30.1%	98%
Japan				
Net Sales		2M	8M	421%
cogs_value		1M	4M	357%
Gross Margin		1M	4M	530%
GM%		37.0%	46.5%	126%
Netherlands				
Net Sales	М	3M	8M	238%
cogs_value	М	2M	5M	264%
Gross Margin	М	2M	3M	209%
GM%	36.4%	47.8%	42.0%	88%
Newzealand				
Net Sales		2M	11M	574%
cogs_value		1M	6M	404%
Gross Margin		1M	5M	1051%
GM%		26.4%	48.2%	183%
Norway				
Net Sales		2M	14M	552%
cogs_value		2M	10M	625%
Gross Margin		1M	4M	431%
GM%		37.7%	29.5%	78%
Pakistan				
Net Sales	1M	5M	6M	
cogs_value	М	3M	4M	
Gross Margin	М	2M	2M	102%
GM%	39.7%	42.8%	36.2%	85%
Philiphines				
Net Sales	6M	13M	32M	238%
cogs_value	3M	7M	19M	265%

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Gross Margin	2M	6M	12M	206%
GM%	39.9%	45.1%	39.1%	
Poland				
Net Sales	М	3M	5M	186%
cogs_value	М	2M	3M	178%
Gross Margin	М	1M	2M	197%
GM%	37.4%	40.2%	42.6%	106%
Portugal				
Net Sales	1M	4M	12M	330%
cogs_value	М	2M	7M	299%
Gross Margin	М	1M	5M	385%
GM%	39.3%	36.1%	42.1%	117%
South Korea				
Net Sales	13M	17M	49M	283%
cogs_value	7M	12M	31M	259%
Gross Margin	6M	5M	18M	341%
GM%	47.5%	29.8%	35.9%	120%
Spain				
Net Sales		2M	13M	711%
cogs_value		1M	8M	763%
Gross Margin		1M	4M	626%
GM%		37.7%	33.1%	88%
Sweden				
Net Sales	М	М	2M	782%
cogs_value	М	М	1M	836%
Gross Margin	M	M	1M	714%
GM%	38.3%	44.1%	40.2%	91%
United Kingdom				
Net Sales	2M	8M	34M	423%
cogs_value	1M	5M	19M	352%
Gross Margin	1M	3M	15M	559%
GM%	36.2%	34.1%	45.1%	132%
USA				
Net Sales	12M	32M	88M	275%
cogs_value	8M	19M	55M	284%
Gross Margin	4M	12M	32M	261%
GM%	32.8%	39.0%	37.0%	
Total Net Sales	87M	197M	599M	304%
Total cogs_value 51M		123M	381M	309%
Total Gross Mar		73M	218M	298%
Total GM%	41.4%	37.3%	36.4%	98%