



AtliQ

Hardware

Finance Report

Presented By
Meena

**FILTERS**

region	All
division	All
customer	All

Marketwise**P & L By Fiscal Years**

All Values in USD

Note : 21 vs 20 is not part of pivot table

		Fiscal Years			
Market		2019	2020	2021	21 vs 20
Australia					
NetSales		3.9 M	10.7 M	21.0 M	96.2%
COGS		2.2 M	5.8 M	14.1 M	143.2%
Gross Margin		1.7 M	4.9 M	6.9 M	40.8%
GM %		42.6%	45.9%	32.9%	-28.2%
Austria					
NetSales			0.1 M	2.8 M	2301.3%
COGS			0.1 M	2.0 M	2172.4%
Gross Margin			0.0 M	0.9 M	2665.4%
GM %			26.1%	30.1%	15.2%
Bangladesh					
NetSales		0.5 M	2.3 M	7.0 M	207.7%
COGS		0.3 M	1.4 M	4.5 M	233.5%
Gross Margin		0.1 M	0.9 M	2.4 M	168.4%
GM %		28.7%	39.6%	34.5%	-12.8%
Canada					
NetSales		4.8 M	12.2 M	35.1 M	188.1%
COGS		2.8 M	7.1 M	21.7 M	206.4%
Gross Margin		2.0 M	5.1 M	13.4 M	162.6%
GM %		41.7%	41.9%	38.2%	-8.8%
China					
NetSales		1.4 M	5.4 M	22.9 M	322.0%
COGS		0.8 M	3.3 M	13.5 M	305.5%
Gross Margin		0.6 M	2.1 M	9.4 M	348.1%
GM %		44.9%	38.7%	41.1%	6.2%
France					
NetSales		4.0 M	7.5 M	25.9 M	247.2%
COGS		2.3 M	4.3 M	14.7 M	246.4%
Gross Margin		1.8 M	3.2 M	11.2 M	248.3%
GM %		44.1%	43.1%	43.2%	0.3%
Germany					
NetSales		2.6 M	4.7 M	12.0 M	156.2%
COGS		1.6 M	3.0 M	8.9 M	193.8%
Gross Margin		0.9 M	1.7 M	3.1 M	88.3%
GM %		37.0%	35.6%	26.2%	-26.5%
India					
NetSales		30.8 M	49.8 M	161.3 M	224.0%
COGS		17.8 M	33.7 M	109.7 M	225.0%
Gross Margin		13.1 M	16.0 M	51.6 M	222.0%

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GM %	42.4%	32.2%	32.0%	-0.6%
Indonesia				
NetSales	2.5 M	6.2 M	18.4 M	196.7%
COGS	1.5 M	3.5 M	11.3 M	220.1%
Gross Margin	1.1 M	2.7 M	7.1 M	165.6%
GM %	42.0%	42.9%	38.4%	-10.5%
Italy				
NetSales	2.9 M	4.5 M	11.7 M	162.5%
COGS	1.6 M	3.1 M	8.2 M	164.6%
Gross Margin	1.3 M	1.4 M	3.5 M	157.8%
GM %	45.6%	30.7%	30.1%	-1.8%
Japan				
NetSales		1.9 M	7.9 M	321.1%
COGS		1.2 M	4.2 M	257.3%
Gross Margin		0.7 M	3.7 M	430.0%
GM %		37.0%	46.5%	25.9%
Netherlands				
NetSales	0.2 M	3.4 M	8.0 M	137.9%
COGS	0.1 M	1.8 M	4.6 M	164.2%
Gross Margin	0.1 M	1.6 M	3.4 M	109.2%
GM %	36.4%	47.8%	42.0%	-12.1%
Newzealand				
NetSales		2.0 M	11.4 M	474.3%
COGS		1.5 M	5.9 M	303.8%
Gross Margin		0.5 M	5.5 M	950.7%
GM %		26.4%	48.2%	83.0%
Norway				
NetSales		2.5 M	13.7 M	451.8%
COGS		1.5 M	9.6 M	525.0%
Gross Margin		0.9 M	4.0 M	331.0%
GM %		37.7%	29.5%	-21.9%
Pakistan				
NetSales	0.6 M	4.7 M	5.7 M	20.5%
COGS	0.4 M	2.7 M	3.6 M	34.3%
Gross Margin	0.2 M	2.0 M	2.0 M	2.0%
GM %	39.7%	42.8%	36.2%	-15.4%
Philippines				
NetSales	5.7 M	13.4 M	31.9 M	138.4%
COGS	3.4 M	7.3 M	19.4 M	164.6%
Gross Margin	2.3 M	6.0 M	12.5 M	106.5%
GM %	39.9%	45.1%	39.1%	-13.4%
Poland				
NetSales	0.4 M	2.8 M	5.2 M	85.8%
COGS	0.3 M	1.7 M	3.0 M	78.5%
Gross Margin	0.2 M	1.1 M	2.2 M	96.7%
GM %	37.4%	40.2%	42.6%	5.9%
Portugal				
NetSales	0.7 M	3.6 M	11.8 M	229.8%

AtliQ Hardwares



COGS	0.5 M	2.3 M	6.8 M	198.9%
Gross Margin	0.3 M	1.3 M	5.0 M	284.5%
GM %	39.3%	36.1%	42.1%	16.6%

South Korea

NetSales	12.8 M	17.3 M	49.0 M	183.3%
COGS	6.7 M	12.1 M	31.4 M	158.7%
Gross Margin	6.1 M	5.2 M	17.6 M	241.3%
GM %	47.5%	29.8%	35.9%	20.5%

Spain

NetSales	1.8 M	12.6 M	611.4%
COGS	1.1 M	8.4 M	663.2%
Gross Margin	0.7 M	4.2 M	525.7%
GM %	37.7%	33.1%	-12.1%

Sweden

NetSales	0.1 M	0.2 M	1.8 M	681.9%
COGS	0.0 M	0.1 M	1.1 M	735.6%
Gross Margin	0.0 M	0.1 M	0.7 M	613.8%
GM %	38.3%	44.1%	40.2%	-8.7%

United Kingdom

NetSales	2.0 M	8.1 M	34.2 M	322.7%
COGS	1.3 M	5.3 M	18.7 M	252.1%
Gross Margin	0.7 M	2.8 M	15.4 M	459.0%
GM %	36.2%	34.1%	45.1%	32.2%

USA

NetSales	11.5 M	31.9 M	87.8 M	175.0%
COGS	7.7 M	19.5 M	55.3 M	183.9%
Gross Margin	3.8 M	12.4 M	32.5 M	161.0%
GM %	32.8%	39.0%	37.0%	-5.1%



FILTERS

market	All
region	All
division	All
customer	All
FY	2019

P & L
By Fiscal Months
All Values in USD
Note: Do not modify the pivot table

Metrics	Quarters												Grand Total
	Q1	Q2			Q3		Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
NetSales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	87.5 M
COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M	3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	51.2 M
Gross Margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M	2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	36.2 M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

FILTERS

market	All
region	All
division	All
customer	All
FY	2020

P & L
By Fiscal Months
All Values in USD

Metrics	Quarters												Grand Total
	Q1	Q2			Q3		Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
NetSales	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	196.7 M
COGS	10.6 M	12.8 M	18.1 M	18.9 M	10.7 M	9.9 M	1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	123.4 M
Gross Margin	6.5 M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M	0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	73.3 M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

FILTERS

market	All
region	All
division	All
customer	All
FY	2021

P & L
By Fiscal Months
All Values in USD

Metrics	Quarters												Grand Total
	Q1	Q2			Q3		Q4						
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
NetSales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
COGS	28.4 M	34.7 M	47.4 M	49.8 M	28.4 M	26.5 M	28.0 M	27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	380.7 M
Gross Margin	16.4 M	19.9 M	27.0 M	28.3 M	16.4 M	15.3 M	16.0 M	15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	218.2 M
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%	36.4%

Net Sales

Comparison	Grand Total												
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%

**FILTERS**

FY 2019

**GM % by Quarters
(Sub Zone)**

GM % Sub Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
India	42.5%	42.2%	42.0%	42.5%	42.4%
NA	35.1%	35.4%	35.4%	35.7%	35.4%
NE	36.6%	37.0%	36.5%	36.6%	36.7%
ROA	44.5%	44.3%	44.0%	44.5%	44.4%
SE	44.5%	44.1%	44.0%	44.2%	44.2%

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FY 2020

GM % Sub Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.3%	43.0%	42.8%	41.8%	42.8%
India	32.3%	32.1%	32.4%	32.0%	32.2%
NA	39.9%	40.1%	39.1%	39.7%	39.8%
NE	37.6%	37.8%	38.5%	37.7%	37.8%
ROA	38.4%	38.3%	38.8%	37.7%	38.2%
SE	38.5%	37.3%	38.2%	37.8%	37.9%

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FY 2021

GM % Sub Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
India	32.3%	31.8%	31.9%	32.0%	32.0%
NA	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%