



region, market ▼ customer ▼ segment, category, pr... ▼

All ▼ All ▼ All ▼

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

vs LY

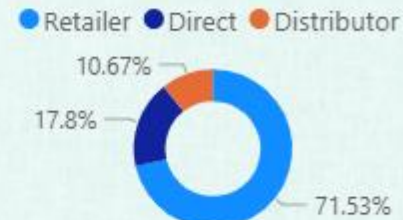
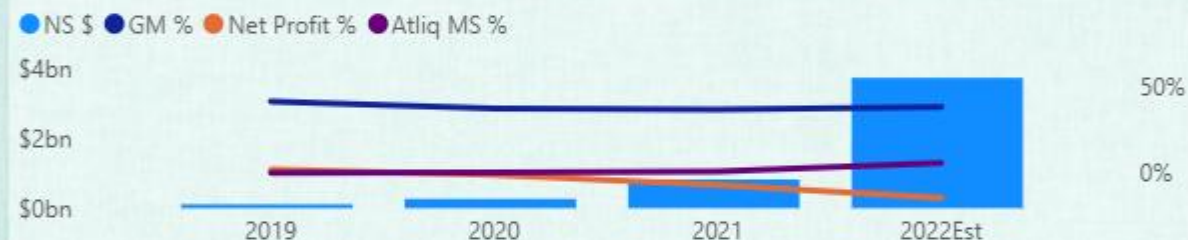
vs Target

YTD

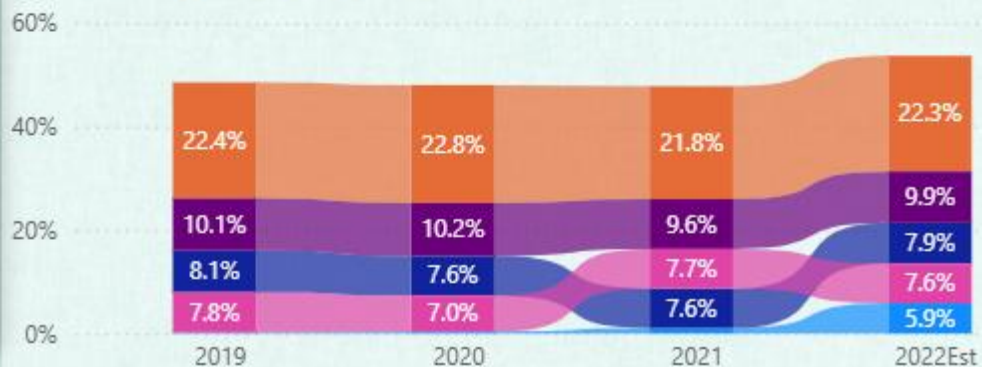
YTG

\$3.74bn✓Bm: 823.85M (+353.5%)
Net Sales**38.08%**✓Bm: 36.49% (+4.37%)
GM %**-13.98%**!Bm: -6.63% (-110.79%)
Net Profit %**81.17%**✓LY: 80.21% (+1.2%)
FA%**Key insights by Sub zone**

sub zone	NS \$	RC %	GM %	Net Profit %	Atliq MS %	Net error %	Risk
SE	\$317.8M	8.5%	37.0%	↓	-4.0%	16.4%	-55.47% OOS
India	\$945.3M	25.3%	35.8%		-23.0%	13.3%	-24.37% OOS
ROA	\$788.7M	21.1%	34.2%	↓	-6.3%	8.3%	-4.56% OOS
NE	\$457.7M	12.3%	32.8%	↓	-18.1%	6.8%	-4.56% OOS
NA	\$1,022.1M	27.4%	45.0%		-14.2%	4.9%	14.35% EI
ANZ	\$189.8M	5.1%	43.5%		-7.4%	1.4%	-37.61% OOS
Total	\$3,736.2 M	100.0%	38.1%		-14.0%	5.9%	-9.48% OOS

Revenue By Division**Revenue By Channel****Yearly Trend by Revenue , GM% , Net Profit % , PC Market Share****PC Market Share Trend - AtliQ & Competitors**

Manufacture ● atliq ● bp ● dale ● innovo ● pacer

**Top 5 Customer By Revenue**

customer	RC %	GM %
Amazon	13.3%	36.78%
Atliq e Store	8.1%	36.88% ↓
AtliQ Exclusive	9.7%	46.01%
Flipkart	3.7%	42.14%
Sage	3.4%	31.53% ↓
Total	38.2%	39.19%

Top 5 Product By Revenue

product	RC %	GM %
AQ BZ Allin1 Gen 2	5.4%	38.51%
AQ Home Allin1	4.1%	38.71%
AQ HOME Allin1 Gen 2	5.7%	38.08%
AQ Smash 1	3.8%	37.43% ↓
AQ Smash 2	4.1%	37.40%

BM : Bench Marking , LY : Last Year , OOS = Out of Stock , EI = Excess Inventory