

ⓘ Auto recovery contains some recovered files that haven't been opened.

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region... customer segment, c...

All

All

All

2018

2019

2020

2021

2022 EST

YTD

YTG

Q1

Q2 Q3 Q4

\$3.74bn✓
LY: \$823.85M
(+353.5%)

38.08%!
LY: \$823.85M
(-100%)

-13.98%!
LY: -0.07,
823.85M
(+1.2%)

81.17%✓
LY: 80.21%



Net Sales

Gross Margin %

Net Profit %

Forecast Accuracy

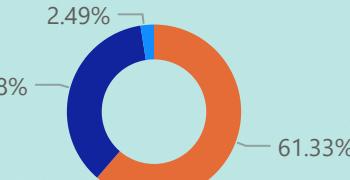
Key Insights by subzone

sub_zone	NS \$	RC %	GM %	Net profit %	Atliq marketshare %	Risk
NA	\$1,022.1M	27.4%	45.0%	-14.2%	4.9%	EI
ANZ	\$189.8M	5.1%	43.5%	-7.4%	1.4%	OOS
SE	\$317.8M	8.5%	37.0% ↓	-4.0%	16.4%	OOS
India	\$945.3M	25.3%	35.8%	-23.0%	13.3%	OOS
LATAM	\$14.8M	0.4%	35.0% ↓	-2.9%	0.3%	EI
ROA	\$788.7M	21.1%	34.2% ↓	-6.3%	8.3%	OOS
NE	\$457.7M	12.3%	32.8% ↓	-18.1%	6.8%	OOS
Total	\$3,736.2M	100.0%	38.1%	-14.0%	5.9%	OOS



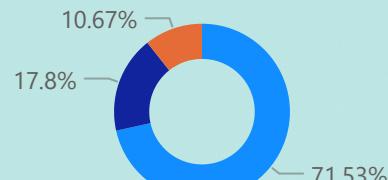
Revenue by Division

● PC ● P & A ● N & S



Revenue by Channel

● Retailer ● Direct ● Distributor

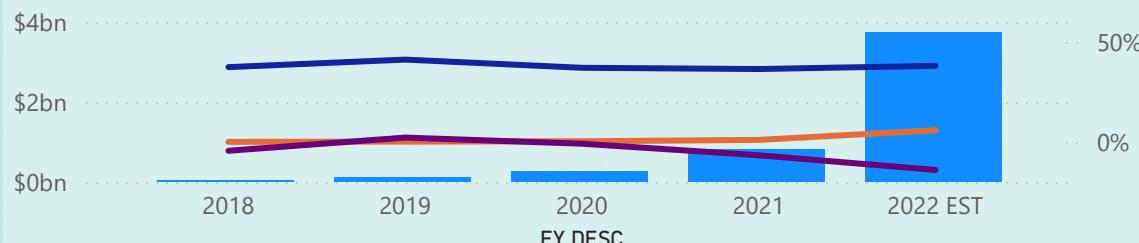


vs LY

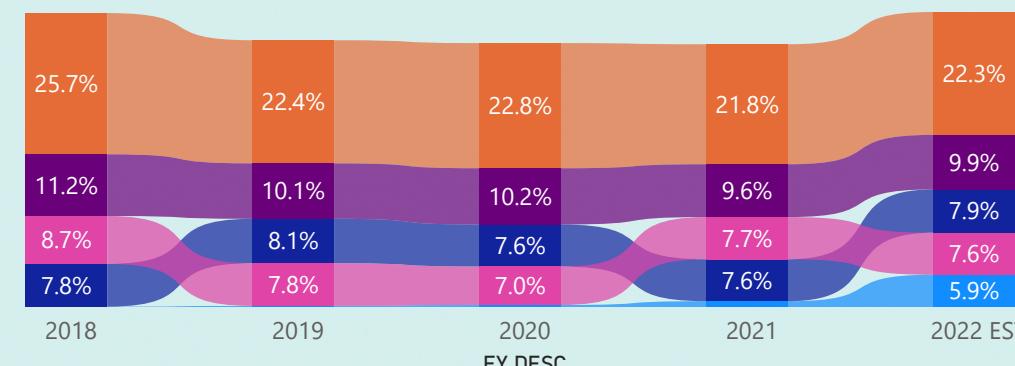
vs Target

NS \$, GM %, Atliq marketshare % and Net profit % by FY DESC

● NS \$ ● GM % ● Atliq marketshare % ● Net profit %



manufacturer ● atliq ● bp ● dale ● innovo ● pacer



EI=Excess Inventory, LY=Last Year, OOS=Out Of Stock,

Top 5 Customers by Revenue

customer	RC %	GM %
Amazon	13.30%	36.78%
Atliq e Store	8.14%	36.88% ↓
Atliq Exclusive	9.67%	46.01%
Flipkart	3.71%	42.14%
Sage	3.42%	31.53% ↓
Total	38.23%	39.19%

Top 5 Products by Revenue

product	RC %	GM %
AQ BZ Allin1 Gen 2	5.42%	38.51%
AQ Home Allin1	4.13%	38.71%
AQ HOME Allin1 Gen 2	5.70%	38.08%
AQ Smash 1	3.81%	37.43% ↓
AQ Smash 2	4.13%	37.40%
Total	23.19%	38.06%