










































## Filters

market	All
division	All
region	All

## Customers Net Sales Performance

Customers Name	Net Sales 2019	Net Sales 2020	Net Sales 2021	2020 Vs 2021
Acclaimed Stores	1.4M	2.9M	10.9M	 378.08%
All-Out		0.2M	0.8M	 495.70%
Amazon	12.2M	37.5M	82.1M	 218.87%
Argos (Sainsbury's)	0.4M	0.7M	2.3M	 305.98%
Atlas Stores	0.2M	0.7M	3.2M	 470.34%
Atliq e Store	7.2M	23.7M	53.0M	 223.83%
AtliQ Exclusive	9.6M	17.7M	61.1M	 345.77%
BestBuy	0.9M	1.8M	6.3M	 356.08%
Boulanger	0.2M	0.8M	4.1M	 492.93%
Chip 7	0.6M	1.3M	5.5M	 416.07%
Chiptec		0.4M	3.0M	 722.03%
Control	0.9M	2.2M	7.7M	 349.23%
Coolblue	0.5M	1.2M	4.2M	 360.00%
Costco	1.1M	2.8M	9.3M	 337.37%
Croma	1.7M	2.5M	7.5M	 305.11%
Currys (Dixons Carphone)	0.3M	0.8M	1.9M	 246.94%
Digimarket	0.8M	1.7M	4.1M	 241.05%
Ebay	2.6M	6.3M	15.2M	 242.16%
Electricalsara Stores	0.1M	0.6M	1.9M	 285.96%
Electricalsbea Stores		0.1M	0.7M	 504.64%
Electricalslance Stores	0.1M	0.7M	2.3M	 313.34%
Electricalslytical	1.8M	2.6M	11.9M	 457.50%
Electricalsociety	2.3M	3.5M	12.4M	 358.75%
Electricalsquipo Stores	0.2M	0.7M	3.6M	 535.32%
Elite	0.4M	0.8M	4.1M	 495.52%
Elkjøp	0.5M	1.3M	5.2M	 391.90%
Epic Stores	0.4M	0.9M	4.2M	 446.06%
Euronics	0.4M	0.9M	3.9M	 444.67%
Expert	0.8M	1.8M	6.4M	 363.98%
Expression	1.7M	3.0M	9.8M	 328.24%
Ezone	1.5M	2.0M	7.9M	 391.62%
Flawless Stores	0.1M	0.5M	1.8M	 396.28%
Flipkart	2.9M	8.3M	19.3M	 231.03%
Fnac-Darty	0.5M	0.8M	2.9M	 349.77%
Forward Stores	0.6M	1.5M	4.1M	 271.97%
Girias	1.5M	2.1M	8.7M	 419.29%
Info Stores	0.1M	0.5M	1.8M	 384.09%
Insight	0.4M	1.0M	2.8M	 271.84%
Integration Stores		0.2M	1.4M	 887.19%
Leader	4.7M	6.0M	18.8M	 314.81%
Logic Stores	0.2M	0.9M	4.8M	 515.17%

# AtliQ Hardwares



Lotus	1.5M	2.1M	8.1M		382.61%
Neptune	1.0M	3.4M	16.1M		471.50%
Nomad Stores	0.5M	1.6M	4.0M		246.89%
Notebillig	0.2M	0.4M	1.1M		287.39%
Nova		0.0M	0.4M		2664.92%
Novus	1.9M	3.7M	9.9M		264.20%
Otto	0.3M	0.4M	1.2M		298.58%
Premium Stores	0.5M	1.1M	3.9M		353.09%
Propel	1.6M	2.5M	10.8M		440.64%
Radio Popular	0.5M	1.5M	5.3M		362.56%
Radio Shack	0.8M	1.7M	5.4M		311.51%
Reliance Digital	1.6M	2.6M	9.7M		377.90%
Relief	0.4M	1.0M	4.1M		403.57%
Sage	4.8M	6.4M	20.7M		321.52%
Saturn	0.2M	0.4M	1.2M		310.46%
Sorefoz	0.6M	1.1M	4.7M		433.63%
Sound	0.6M	1.7M	4.4M		260.26%
Staples	1.2M	2.9M	8.8M		306.95%
Surface Stores	0.1M	0.5M	2.1M		398.80%
Synthetic	1.9M	4.4M	12.2M		275.98%
Taobao	0.2M	1.3M	3.3M		248.66%
UniEuro	0.6M	1.6M	7.3M		457.03%
Vijay Sales	1.7M	2.1M	8.5M		397.78%
Viveks	1.6M	2.2M	7.8M		348.10%
walmart	1.3M	2.6M	9.7M		370.45%
Zone	0.3M	1.6M	5.3M		336.20%
<b>Grand Total</b>	<b>87.5M</b>	<b>196.7M</b>	<b>598.9M</b>		<b>304.48%</b>

## FILTERS

division	All
region	All

## Market

### Performance vs Target

All values are in USD

Customers Name	2021	Target	2021 - Target	2021 - Target %
Australia	21M	23M	-2M	-9.54%
Austria	3M	3M	0M	-10.50%
Bangladesh	7M	8M	-1M	-9.35%
Canada	35M	40M	-5M	-12.63%
China	23M	25M	-2M	-8.28%
France	26M	28M	-2M	-7.78%
Germany	12M	14M	-2M	-11.29%
India	161M	171M	-10M	-5.59%
Indonesia	18M	21M	-2M	-11.45%
Italy	12M	13M	-1M	-8.22%
Japan	8M	8M	0M	-3.96%
Netherlands	8M	9M	-1M	-7.59%
Newzealand	11M	13M	-1M	-10.95%
Norway	14M	15M	-1M	-9.50%
Pakistan	6M	6M	-1M	-8.48%
Philippines	32M	34M	-2M	-7.27%
Poland	5M	6M	-1M	-15.35%
Portugal	12M	12M	-1M	-4.12%
South Korea	49M	53M	-4M	-8.18%
Spain	13M	14M	-2M	-12.39%
Sweden	2M	2M	0M	-10.00%
United Kingdom	34M	37M	-3M	-8.02%
USA	88M	98M	-10M	-10.44%
<b>Grand Total</b>	<b>599M</b>	<b>654M</b>	<b>-55M</b>	<b>-8.40%</b>



## Filters

market	All
region	All
division	All

## P & L

### By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

	Fiscal Year			
Metrics	2019	2020	2021	2021 vs 2020
Net Sales	87M	197M	599M	304%
Cogs	51M	123M	381M	309%
gross margin	36M	73M	218M	298%
GM %	41.43%	37.28%	36.43%	98%

**FILTERS**

region All  
 market All  
 division All  
 customer All  
 FY 2019

**P & L**  
**By Fiscal Months**  
 All values in USD

Quarters					
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	25.2M	24.0M	19.2M	19.0M	87.5M
COGS	14.8M	14.1M	11.3M	11.1M	51.2M
Gross Margin	10.5M	9.9M	7.9M	7.9M	36.2M
GM %	41.5%	41.4%	41.2%	41.6%	41.4%

region All  
 market All  
 division All  
 customer All  
 FY 2020

Quarters					
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	66.4M	63.0M	19.8M	47.5M	196.7M
COGS	41.5M	39.5M	12.4M	30.0M	123.4M
Gross Margin	24.9M	23.5M	7.4M	17.5M	73.3M
GM %	37.5%	37.3%	37.5%	36.9%	37.3%

region All  
 market All  
 division All  
 customer All  
 FY 2021

Quarters					
	Q1	Q2	Q3	Q4	Grand Total
Metrics					
Net Sales	173.8M	164.7M	131.9M	128.6M	598.9M
COGS	110.4M	104.7M	83.8M	81.8M	380.7M
Gross Margin	63.3M	60.0M	48.1M	46.7M	218.2M
GM %	36.5%	36.4%	36.4%	36.4%	36.4%