



## FILTERS

region All  
division All  
customer All

## P &amp; L

## By Fiscal Years

All Values in USD

Note: 21 vs 20 is not a part of pivot table

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

# AtliQ Hardwares



|              |       |       |       |        |
|--------------|-------|-------|-------|--------|
| Gross Margin | 13.1M | 16.0M | 51.6M | 222.0% |
| GM%          | 42.4% | 32.2% | 32.0% | -0.6%  |
| Indonesia    |       |       |       |        |
| Net Sales    | 2.5M  | 6.2M  | 18.4M | 196.7% |
| COGS         | 1.5M  | 3.5M  | 11.3M | 220.1% |
| Gross Margin | 1.1M  | 2.7M  | 7.1M  | 165.6% |
| GM%          | 42.0% | 42.9% | 38.4% | -10.5% |
| Italy        |       |       |       |        |
| Net Sales    | 2.9M  | 4.5M  | 11.7M | 162.5% |
| COGS         | 1.6M  | 3.1M  | 8.2M  | 164.6% |
| Gross Margin | 1.3M  | 1.4M  | 3.5M  | 157.8% |
| GM%          | 45.6% | 30.7% | 30.1% | -1.8%  |
| Japan        |       |       |       |        |
| Net Sales    |       | 1.9M  | 7.9M  | 321.1% |
| COGS         |       | 1.2M  | 4.2M  | 257.3% |
| Gross Margin |       | 0.7M  | 3.7M  | 430.0% |
| GM%          |       | 37.0% | 46.5% | 25.9%  |
| Netherlands  |       |       |       |        |
| Net Sales    | 0.2M  | 3.4M  | 8.0M  | 137.9% |
| COGS         | 0.1M  | 1.8M  | 4.6M  | 164.2% |
| Gross Margin | 0.1M  | 1.6M  | 3.4M  | 109.2% |
| GM%          | 36.4% | 47.8% | 42.0% | -12.1% |
| Newzealand   |       |       |       |        |
| Net Sales    |       | 2.0M  | 11.4M | 474.3% |
| COGS         |       | 1.5M  | 5.9M  | 303.8% |
| Gross Margin |       | 0.5M  | 5.5M  | 950.7% |
| GM%          |       | 26.4% | 48.2% | 83.0%  |
| Norway       |       |       |       |        |
| Net Sales    |       | 2.5M  | 13.7M | 451.8% |
| COGS         |       | 1.5M  | 9.6M  | 525.0% |
| Gross Margin |       | 0.9M  | 4.0M  | 331.0% |
| GM%          |       | 37.7% | 29.5% | -21.9% |
| Pakistan     |       |       |       |        |
| Net Sales    | 0.6M  | 4.7M  | 5.7M  | 20.5%  |
| COGS         | 0.4M  | 2.7M  | 3.6M  | 34.3%  |
| Gross Margin | 0.2M  | 2.0M  | 2.0M  | 2.0%   |
| GM%          | 39.7% | 42.8% | 36.2% | -15.4% |
| Philippines  |       |       |       |        |
| Net Sales    | 5.7M  | 13.4M | 31.9M | 138.4% |
| COGS         | 3.4M  | 7.3M  | 19.4M | 164.6% |
| Gross Margin | 2.3M  | 6.0M  | 12.5M | 106.5% |
| GM%          | 39.9% | 45.1% | 39.1% | -13.4% |
| Poland       |       |       |       |        |
| Net Sales    | 0.4M  | 2.8M  | 5.2M  | 85.8%  |
| COGS         | 0.3M  | 1.7M  | 3.0M  | 78.5%  |
| Gross Margin | 0.2M  | 1.1M  | 2.2M  | 96.7%  |
| GM%          | 37.4% | 40.2% | 42.6% | 5.9%   |

# AtliQ Hardwares



|                       |              |              |               |  |        |
|-----------------------|--------------|--------------|---------------|--|--------|
| Portugal              |              |              |               |  |        |
| Net Sales             | 0.7M         | 3.6M         | 11.8M         |  | 229.8% |
| COGS                  | 0.5M         | 2.3M         | 6.8M          |  | 198.9% |
| Gross Margin          | 0.3M         | 1.3M         | 5.0M          |  | 284.5% |
| GM%                   | 39.3%        | 36.1%        | 42.1%         |  | 16.6%  |
| South Korea           |              |              |               |  |        |
| Net Sales             | 12.8M        | 17.3M        | 49.0M         |  | 183.3% |
| COGS                  | 6.7M         | 12.1M        | 31.4M         |  | 158.7% |
| Gross Margin          | 6.1M         | 5.2M         | 17.6M         |  | 241.3% |
| GM%                   | 47.5%        | 29.8%        | 35.9%         |  | 20.5%  |
| Spain                 |              |              |               |  |        |
| Net Sales             |              | 1.8M         | 12.6M         |  | 611.4% |
| COGS                  |              | 1.1M         | 8.4M          |  | 663.2% |
| Gross Margin          |              | 0.7M         | 4.2M          |  | 525.7% |
| GM%                   |              | 37.7%        | 33.1%         |  | -12.1% |
| Sweden                |              |              |               |  |        |
| Net Sales             | 0.1M         | 0.2M         | 1.8M          |  | 681.9% |
| COGS                  | 0.0M         | 0.1M         | 1.1M          |  | 735.6% |
| Gross Margin          | 0.0M         | 0.1M         | 0.7M          |  | 613.8% |
| GM%                   | 38.3%        | 44.1%        | 40.2%         |  | -8.7%  |
| United Kingdom        |              |              |               |  |        |
| Net Sales             | 2.0M         | 8.1M         | 34.2M         |  | 322.7% |
| COGS                  | 1.3M         | 5.3M         | 18.7M         |  | 252.1% |
| Gross Margin          | 0.7M         | 2.8M         | 15.4M         |  | 459.0% |
| GM%                   | 36.2%        | 34.1%        | 45.1%         |  | 32.2%  |
| USA                   |              |              |               |  |        |
| Net Sales             | 11.5M        | 31.9M        | 87.8M         |  | 175.0% |
| COGS                  | 7.7M         | 19.5M        | 55.3M         |  | 183.9% |
| Gross Margin          | 3.8M         | 12.4M        | 32.5M         |  | 161.0% |
| GM%                   | 32.8%        | 39.0%        | 37.0%         |  | -5.1%  |
| <b>Total Net Sale</b> | <b>87.5M</b> | <b>#####</b> | <b>598.9M</b> |  | 204.5% |
| <b>Total COGS</b>     | <b>51.2M</b> | <b>#####</b> | <b>380.7M</b> |  | 208.6% |
| <b>Total Gross M</b>  | <b>36.2M</b> | <b>73.3M</b> | <b>218.2M</b> |  | 197.6% |
| <b>Total GM%</b>      | <b>41.4%</b> | <b>37.3%</b> | <b>36.4%</b>  |  | -2.3%  |

































