



By Region/Country

All

By Customer

All

By Segment/Category/Pr...

All

2019

2020

2021

2022
Est

Q1

Q2

Q3

Q4

YTD

YTG

Bench Mark (BM)

vs LY

vs
Target

Filters

BUSINESS
INSIGHTS
360

Home



Finance



Sales



Marketing



Supply Chain



Executive

\$3.74bn✓

BM: 823.85M (+353.5%)

Net Sales

38.08%✓

BM: 36.49% (+4.37%)

Gross Margin %

-13.98%!

BM: -6.63% (-110.79%)

Net Profit %

81.17%✓

BM: 80.21% (+1.2%)

Forecast Accuracy %

Key Insights by Sub Zone

Sub Zone	NS \$	RC %	GM %	Net Profit %	AtliQ MS %	Net Error %	Risk
NE	\$457.7M	12.3%	32.8% ▼	-18.1%	6.8%	-4.56%	OOS
ROA	\$788.7M	21.1%	34.2% ▼	-6.3%	8.3%	-4.56%	OOS
LATAM	\$14.8M	0.4%	35.0% ▼	-2.9%	0.3%	3.37%	EI
India	\$945.3M	25.3%	35.8%	-23.0%	13.3%	-24.37%	OOS
SE	\$317.8M	8.5%	37.0% ▼	-4.0%	16.4%	-55.47%	OOS
ANZ	\$189.8M	5.1%	43.5%	-7.4%	1.4%	-37.61%	OOS
NA	\$1,022.1M	27.4%	45.0%	-14.2%	4.9%	14.35%	EI
Total	\$3,736.2M	100.0%	38.1%	-14.0%	5.9%	-9.48%	OOS

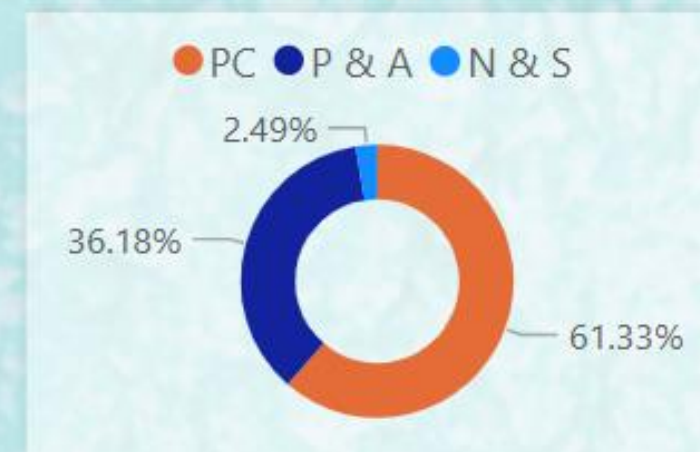
Top 5 Customers by Revenue

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%

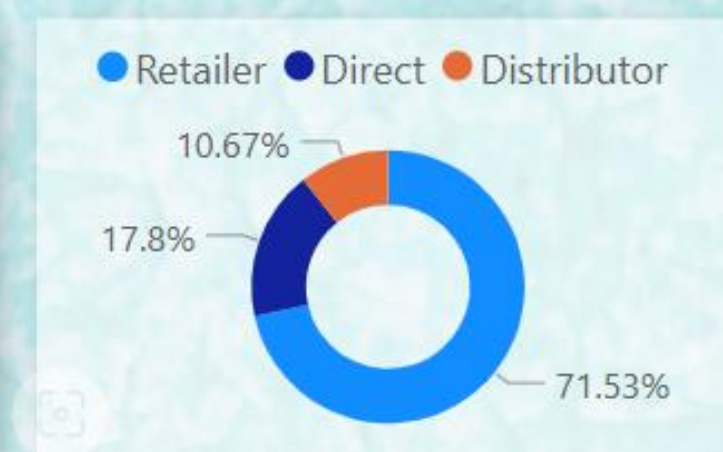
Top 5 Products by Revenue

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%
Total	23.2%	38.06%

Revenue by Division



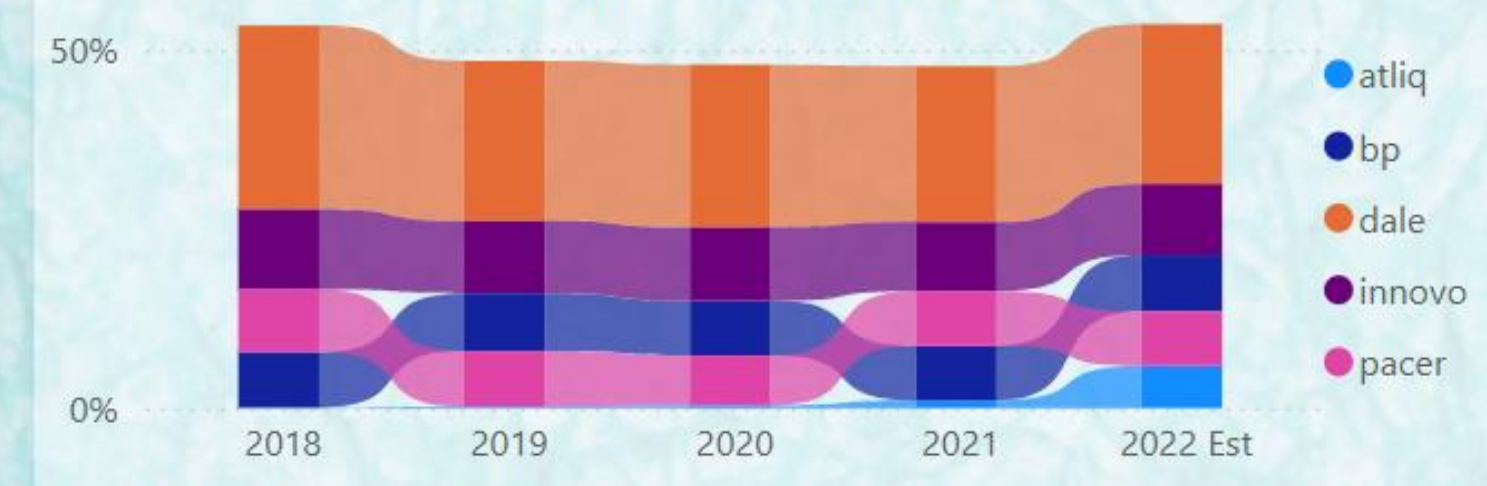
Revenue by Channel



Yearly Trend by Revenue, GM %, Net Profit %, PC Market Share



PC Market Share Trend : AtliQ & Competitors



YTD : Year To Date | YTG : Year To Go | LY : Last Year | BM : Bench Mark | EI : Excess Inventory | OOS : Out Of Stock | NS : Net Sales | GM : Gross Margin | RC : Revenue Contribution | MS : Market Share