



region, market
All

customer
All

segment, cate...
All

fy_desc
2021

Q1 Q2 Q3 Q4
YTD YTG

VS LY VS Target

BM Target is not available for Selected filters

\$823.85M✓
BM: (Blank)
(+Infinity%)

Net Sales

36.49%✓
BM: (Blank)
(+Infinity%)

GM %

-6.63%!
BM: (Blank)
(-Infinity%)

Net Profit %

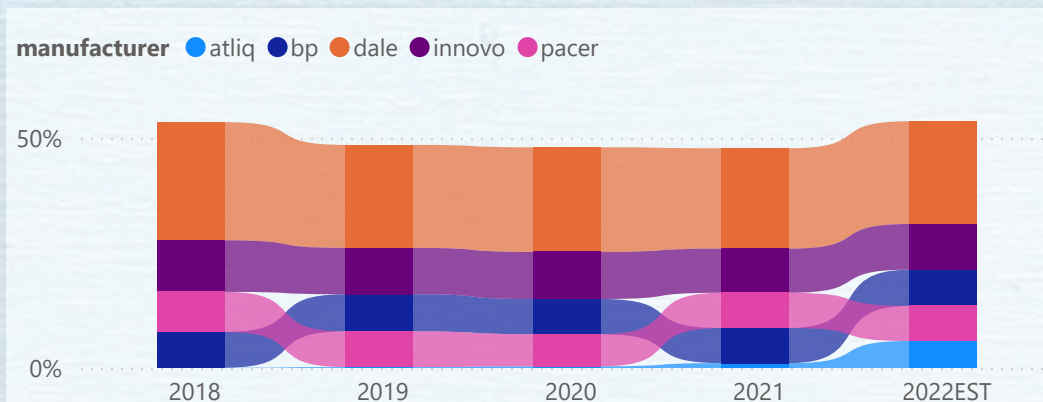
80.21%✓
BM: 72.99%
(+9.88%)

Forecast Accuracy

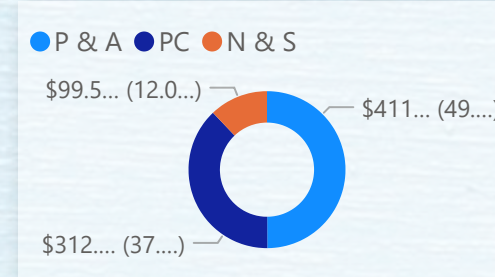
Key Insights by Sub Zone

Sub Zone	NS \$	RC %	GM %	Net Profit %	AtliQ MS %	Net Error %	Risk
India	\$210.7M	25.6%	32.0%	-24.7%	2.5%	3.9%	EI
LATAM	\$3.2M	0.4%	37.5%	6.2%	0.0%	5.3%	EI
NE	\$109.3M	13.3%	38.0%	-1.1%	1.2%	11.3%	EI
SE	\$91.5M	11.1%	38.7%	4.4%	3.6%	10.6%	EI
ANZ	\$44.4M	5.4%	38.5%	7.3%	0.3%	-5.2%	OOS
NA	\$177.9M	21.6%	37.2%	-13.7%	0.8%	-7.1%	OOS
ROA	\$186.9M	22.7%	38.3%	8.2%	1.5%	-21.6%	OOS
Total	\$823.8M	100.0%	36.5%	-6.6%	1.1%	-1.5%	OOS

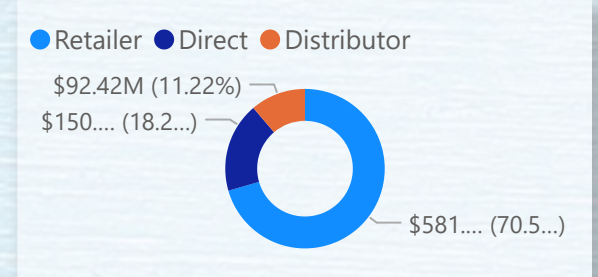
PC Market Share Trend - AtliQ & Competitors



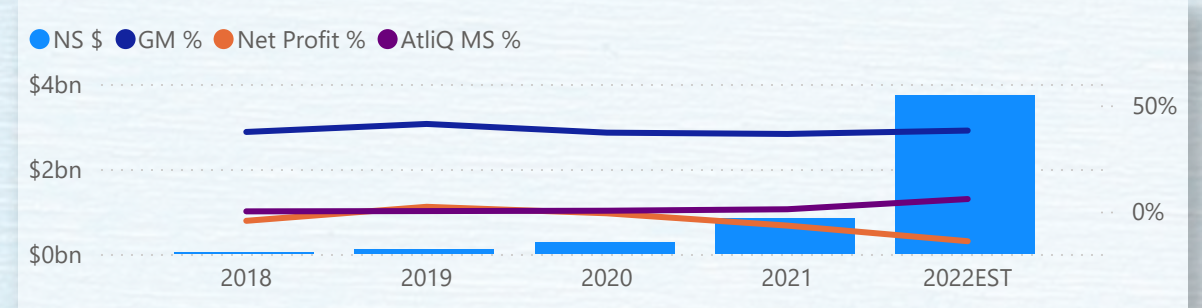
Revenue by Division



Revenue by Channel



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



Top 5 Customers by Revenue

customer	RC %	GM %
Amazon	13.2%	35.4%
AtliQ e Store	8.5%	37.5%
AtliQ Exclusive	9.7%	43.7%
Flipkart	3.1%	30.2%
Sage	3.3%	35.2%
Total	37.8%	37.6%

Top % Products by Revenue

product	RC %	GM %
AQ BZ Allin1	4.1%	36.0%
AQ Gen Y	2.9%	36.1%
AQ Maxima	2.7%	36.7%
AQ Qwerty	3.4%	37.1%
AQ Trigger	3.3%	36.9%
Total	16.3%	36.5%

BM = Benchmark LY = Last Year EI = Excess Inventory OOS = out of Stock