



FILTERS

region All
division All
customer All

P&L

By Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of pivot table

Country	Fiscal Years			21 vs 20
	2019	2020	2021	
Australia				
Net_sales	3.9M	10.7M	21.0M	96%
COGS	2.2M	5.8M	14.1M	143%
Gross Margin	1.7M	4.9M	6.9M	41%
GM %	42.57%	45.88%	32.92%	-28%
Austria				
Net_sales		0.1M	2.8M	2301%
COGS		0.1M	2.0M	2172%
Gross Margin		0.0M	0.9M	2665%
GM %		26.15%	30.11%	15%
Bangladesh				
Net_sales	0.5M	2.3M	7.0M	208%
COGS	0.3M	1.4M	4.5M	234%
Gross Margin	0.1M	0.9M	2.4M	168%
GM %	28.73%	39.61%	34.54%	-13%
Canada				
Net_sales	4.8M	12.2M	35.1M	188%
COGS	2.8M	7.1M	21.7M	206%
Gross Margin	2.0M	5.1M	13.4M	163%
GM %	41.67%	41.91%	38.21%	-9%
China				
Net_sales	1.4M	5.4M	22.9M	322%
COGS	0.8M	3.3M	13.5M	306%
Gross Margin	0.6M	2.1M	9.4M	348%
GM %	44.94%	38.68%	41.07%	6%
France				
Net_sales	4.0M	7.5M	25.9M	247%
COGS	2.3M	4.3M	14.7M	246%
Gross Margin	1.8M	3.2M	11.2M	248%
GM %	44.09%	43.11%	43.24%	0%
Germany				
Net_sales	2.6M	4.7M	12.0M	156%
COGS	1.6M	3.0M	8.9M	194%
Gross Margin	0.9M	1.7M	3.1M	88%
GM %	36.97%	35.63%	26.18%	-27%
India				
Net_sales	30.8M	49.8M	161.3M	224%



COGS	17.8M	33.7M	109.7M	225%
Gross Margin	13.1M	16.0M	51.6M	222%
GM %	42.35%	32.21%	32.00%	-1%
Indonesia				
Net_sales	2.5M	6.2M	18.4M	197%
COGS	1.5M	3.5M	11.3M	220%
Gross Margin	1.1M	2.7M	7.1M	166%
GM %	42.03%	42.91%	38.41%	-10%
Italy				
Net_sales	2.9M	4.5M	11.7M	163%
COGS	1.6M	3.1M	8.2M	165%
Gross Margin	1.3M	1.4M	3.5M	158%
GM %	45.63%	30.68%	30.13%	-2%
Japan				
Net_sales		1.9M	7.9M	321%
COGS		1.2M	4.2M	257%
Gross Margin		0.7M	3.7M	430%
GM %		36.96%	46.52%	26%
Netherlands				
Net_sales	0.2M	3.4M	8.0M	138%
COGS	0.1M	1.8M	4.6M	164%
Gross Margin	0.1M	1.6M	3.4M	109%
GM %	36.36%	47.79%	42.03%	-12%
Newzealand				
Net_sales		2.0M	11.4M	474%
COGS		1.5M	5.9M	304%
Gross Margin		0.5M	5.5M	951%
GM %		26.36%	48.23%	83%
Norway				
Net_sales		2.5M	13.7M	452%
COGS		1.5M	9.6M	525%
Gross Margin		0.9M	4.0M	331%
GM %		37.74%	29.48%	-22%
Pakistan				
Net_sales	0.6M	4.7M	5.7M	21%
COGS	0.4M	2.7M	3.6M	34%
Gross Margin	0.2M	2.0M	2.0M	2%
GM %	39.65%	42.75%	36.18%	-15%
Philippines				
Net_sales	5.7M	13.4M	31.9M	138%
COGS	3.4M	7.3M	19.4M	165%
Gross Margin	2.3M	6.0M	12.5M	106%
GM %	39.90%	45.13%	39.09%	-13%
Poland				
Net_sales	0.4M	2.8M	5.2M	86%
COGS	0.3M	1.7M	3.0M	78%
Gross Margin	0.2M	1.1M	2.2M	97%



GM %	37.43%	40.20%	42.56%	6%
Portugal				
Net_sales	0.7M	3.6M	11.8M	230%
COGS	0.5M	2.3M	6.8M	199%
Gross Margin	0.3M	1.3M	5.0M	285%
GM %	39.29%	36.13%	42.13%	17%
South Korea				
Net_sales	12.8M	17.3M	49.0M	183%
COGS	6.7M	12.1M	31.4M	159%
Gross Margin	6.1M	5.2M	17.6M	241%
GM %	47.54%	29.82%	35.92%	20%
Spain				
Net_sales		1.8M	12.6M	611%
COGS		1.1M	8.4M	663%
Gross Margin		0.7M	4.2M	526%
GM %		37.67%	33.13%	-12%
Sweden				
Net_sales	0.1M	0.2M	1.8M	682%
COGS	0.0M	0.1M	1.1M	736%
Gross Margin	0.0M	0.1M	0.7M	614%
GM %	38.28%	44.06%	40.22%	-9%
United Kingdom				
Net_sales	2.0M	8.1M	34.2M	323%
COGS	1.3M	5.3M	18.7M	252%
Gross Margin	0.7M	2.8M	15.4M	459%
GM %	36.19%	34.13%	45.13%	32%
USA				
Net_sales	11.5M	31.9M	87.8M	175%
COGS	7.7M	19.5M	55.3M	184%
Gross Margin	3.8M	12.4M	32.5M	161%
GM %	32.79%	38.97%	36.99%	-5%
Total Net_sales	87.5M	196.7M	598.9M	204%
Total COGS	51.2M	123.4M	380.7M	209%
Total Gross Margin	36.2M	73.3M	218.2M	198%
Total GM %	41.43%	37.28%	36.43%	-2%

**FILTERS**

region All
sub_zone All
FY 2021

P&L**For Markets**

All values are in USD

Country	Net_Sales	COGS	Gross Margin	GM %
Australia	20.99M	14.1M	6.9M	32.92%
Austria	2.84M	2.0M	0.9M	30.11%
Bangladesh	6.95M	4.5M	2.4M	34.54%
Canada	35.06M	21.7M	13.4M	38.21%
China	22.89M	13.5M	9.4M	41.07%
France	25.94M	14.7M	11.2M	43.24%
Germany	12.01M	8.9M	3.1M	26.18%
India	161.26M	109.7M	51.6M	32.00%
Indonesia	18.41M	11.3M	7.1M	38.41%
Italy	11.72M	8.2M	3.5M	30.13%
Japan	7.92M	4.2M	3.7M	46.52%
Netherlands	7.98M	4.6M	3.4M	42.03%
Newzealand	11.40M	5.9M	5.5M	48.23%
Norway	13.68M	9.6M	4.0M	29.48%
Pakistan	5.66M	3.6M	2.0M	36.18%
Philippines	31.86M	19.4M	12.5M	39.09%
Poland	5.19M	3.0M	2.2M	42.56%
Portugal	11.83M	6.8M	5.0M	42.13%
South Korea	48.97M	31.4M	17.6M	35.92%
Spain	12.62M	8.4M	4.2M	33.13%
Sweden	1.77M	1.1M	0.7M	40.22%
United Kingdom	34.15M	18.7M	15.4M	45.13%
USA	87.78M	55.3M	32.5M	36.99%



FILTERS

region All
 market All
 division All
 customer All
 FY 2019

P&L

By Fiscal Year

All values are in Note: Do not modify the pivot table

Fiscal Years													
Metrics	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
GM	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

region All
 market All
 division All
 customer All
 FY 2020

P&L

By Fiscal Year

All values are in USD

	Fiscal Years												
	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
GM	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

AtliQ Hardware



region All
market All
division All
customer All
FY 2021

P&L
By Fiscal Year
All values are in USD

Fiscal Years													
Metrics	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
GM	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sale Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%

GM% by Quarters (Sub_Zone)

FILTERS

FY 2019

GM % Sub_Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
India	42.5%	42.2%	42.0%	42.5%	42.4%
NA	35.1%	35.4%	35.4%	35.7%	35.4%
NE	36.6%	37.0%	36.5%	36.6%	36.7%
ROA	44.5%	44.3%	44.0%	44.5%	44.4%
SE	44.5%	44.1%	44.0%	44.2%	44.2%

FY 2020

GM % Sub_Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.3%	43.0%	42.8%	41.8%	42.8%
India	32.3%	32.1%	32.4%	32.0%	32.2%
NA	39.9%	40.1%	39.1%	39.7%	39.8%
NE	37.6%	37.8%	38.5%	37.7%	37.8%
ROA	38.4%	38.3%	38.8%	37.7%	38.2%
SE	38.5%	37.3%	38.2%	37.8%	37.9%

FY 2021

GM % Sub_Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
India	32.3%	31.8%	31.9%	32.0%	32.0%
NA	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%