## **AtliQ Hardwares**



## **FILTERS**

divisionAllP & LregionAllBy Fiscal YearscustomerAllAll values in USD

Note: 21 vs 20 is not part of pivot table

Fisca	l Years

Customer	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.9M	10.7M	21.0M	96.2%
cogs	2.2M	5.8M	14.1M	<u>-</u>
Gross Margir	1.7M	4.9M	6.9M	<u></u>
GM %	42.6%	45.9%	32.9%	ſ
Austria	,_,,		0 = 1.7 7.0	1
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%	1
Bangladesh				i
Net Sales	0.5M	2.3M	7.0M	207.7%
cogs	0.3M	1.4M	4.5M	233.5%
Gross Margir	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 Margir	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 Margir	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 Margir	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 Margir	0.9M	1.7M	3.1M	88.3%
GM %	37.0%	35.6%	26.2%	-26.5%
India				

## **AtliQ Hardwares**



Net Sales	30.8M	49.8M	161.3M	224.0%
cogs	17.8M	33.7M	109.7M	225.0%
Gross Margir	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 Margir	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 Margir	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	1	0.7M	3.7M	430.0%
GM %		37.0%	46.5%	
Netherlands		07.1070	101070	
Net Sales	0.2M	3.4M	8.0M	137.9%
cogs	0.1M	1.8M	4.6M	_
Gross Margir		1.6M	3.4M	
GM %	36.4%	47.8%	42.0%	-12.1%
Newzealand				
Newzealand Net Sales		2.0M	11.4M	474.3%
Net Sales		2.0M 1.5M	11.4M 5.9M	474.3% 303.8%
Net Sales cogs		1.5M	5.9M	303.8%
Net Sales cogs Gross Margir	1	1.5M 0.5M	5.9M 5.5M	303.8% 950.7%
Net Sales cogs Gross Margir GM %	1	1.5M	5.9M	303.8% 950.7%
Net Sales cogs Gross Margin GM % Norway	1	1.5M 0.5M 26.4%	5.9M 5.5M 48.2%	303.8% 950.7% 83.0%
Net Sales cogs Gross Margir GM % Norway Net Sales	1	1.5M 0.5M 26.4% 2.5M	5.9M 5.5M 48.2% 13.7M	303.8% 950.7% 83.0% 451.8%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs		1.5M 0.5M 26.4% 2.5M 1.5M	5.9M 5.5M 48.2% 13.7M 9.6M	303.8% 950.7% 83.0% 451.8% 525.0%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin		1.5M 0.5M 26.4% 2.5M 1.5M 0.9M	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M	303.8% 950.7% 83.0% 451.8% 525.0% 331.0%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM %		1.5M 0.5M 26.4% 2.5M 1.5M	5.9M 5.5M 48.2% 13.7M 9.6M	303.8% 950.7% 83.0% 451.8% 525.0%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan	1	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7%	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5%	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales	0.6M	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7%	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5%	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs	0.6M 0.4M	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin	0.6M 0.4M 0.2M	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin	0.6M 0.4M	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin GM % Philiphines	0.6M 0.4M 0.2M 39.7%	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8%	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2%	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin GM % Philiphines Net Sales	0.6M 0.4M 0.2M 39.7%	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8%	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2%	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin GM % Philiphines Net Sales cogs	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8%	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2% 31.9M 19.4M	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin GM % Philiphines Net Sales cogs Gross Margin	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M 2.3M	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 12.5M	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin GM % Philiphines Net Sales cogs Gross Margin GM % Philiphines Net Sales cogs Gross Margin GM %	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8%	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2% 31.9M 19.4M	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin GM % Philiphines Net Sales cogs Gross Margin GM % Philiphines Net Sales cogs Cogs Gross Margin GM % Poland	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M 2.3M 39.9%	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M 45.1%	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 12.5M 39.1%	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5% -13.4%
Net Sales cogs Gross Margin GM % Norway Net Sales cogs Gross Margin GM % Pakistan Net Sales cogs Gross Margin GM % Philiphines Net Sales cogs Gross Margin GM % Philiphines Net Sales cogs Gross Margin GM %	0.6M 0.4M 0.2M 39.7% 5.7M 3.4M 2.3M	1.5M 0.5M 26.4% 2.5M 1.5M 0.9M 37.7% 4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M	5.9M 5.5M 48.2% 13.7M 9.6M 4.0M 29.5% 5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 12.5M	303.8% 950.7% 83.0% 451.8% 525.0% 331.0% -21.9% 20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5% -13.4% 85.8%

## **AtliQ Hardwares**



Gross Margir	0.2M	1.1M	2.2M	96.7%
GM %	37.4%	40.2%	42.6%	5.9%
Portugal				
Net Sales	0.7M	3.6M	11.8M	229.8%
cogs	0.5M	2.3M	6.8M	198.9%
Gross Margir	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 Margir	6.1M	5.2M	17.6M	241.3%
GM %	47.5%	29.8%	35.9%	20.5%
Spain			ì	
Net Sales		1.8M	12.6M	611.4%
cogs		1.1M	8.4M	663.2%
Gross Margin	ı	0.7M	4.2M	525.7%
GM %		37.7%	33.1%	-12.1%
Sweden			i	
Net Sales	0.1M	0.2M	1.8M	681.9%
cogs	0.0M	0.1M	1.1M	735.6%
Gross Margir	0.0M	0.1M	0.7M	613.8%
GM %	38.3%	44.1%	40.2%	-8.7%
United Kingdor			·	
Net Sales	2.0M	8.1M	34.2M	322.7%
cogs	1.3M	5.3M	18.7M	252.1%
Gross Margir	0.7M	2.8M	15.4M	459.0%
GM %	36.2%	34.1%	45.1%	
USA			·	
Net Sales	11.5M	31.9M	87.8M	175.0%
cogs	7.7M	19.5M	55.3M	
Gross Margir	3.8M	12.4M	32.5M	
GM %	32.8%	39.0%	37.0%	-5.1%
Total Net Sales	87.5M	196.7M	598.9M	
Total cogs	51.2M	123.4M	380.7M	208.6%
Total Gross Ma	36.2M	73.3M	218.2M	197.6%
Total GM %	41.4%	37.3%	36.4%	-2.3%