



## Filters

region All  
division All  
customer All

## P & L By Fiscal Years

Note : 2021 vs 2020 is not part of piv

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

# AtliQ Hardwares



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

Portugal				
Net Sales	₹ 0.7 M	₹ 3.6 M	₹ 11.8 M	229.8%
COGS	₹ 0.5 M	₹ 2.3 M	₹ 6.8 M	198.9%
Gross Margin	₹ 0.3 M	₹ 1.3 M	₹ 5.0 M	284.5%
GM %	39.3%	36.1%	42.1%	16.6%
South Korea				
Net Sales	₹ 12.8 M	₹ 17.3 M	₹ 49.0 M	183.3%
COGS	₹ 6.7 M	₹ 12.1 M	₹ 31.4 M	158.7%
Gross Margin	₹ 6.1 M	₹ 5.2 M	₹ 17.6 M	241.3%
GM %	47.5%	29.8%	35.9%	20.5%
Spain				
Net Sales		₹ 1.8 M	₹ 12.6 M	611.4%
COGS		₹ 1.1 M	₹ 8.4 M	663.2%
Gross Margin		₹ 0.7 M	₹ 4.2 M	525.7%
GM %		37.7%	33.1%	-12.1%
Sweden				
Net Sales	₹ 0.1 M	₹ 0.2 M	₹ 1.8 M	681.9%
COGS	₹ 0.0 M	₹ 0.1 M	₹ 1.1 M	735.6%
Gross Margin	₹ 0.0 M	₹ 0.1 M	₹ 0.7 M	613.8%
GM %	38.3%	44.1%	40.2%	-8.7%
United Kingdom				
Net Sales	₹ 2.0 M	₹ 8.1 M	₹ 34.2 M	322.7%
COGS	₹ 1.3 M	₹ 5.3 M	₹ 18.7 M	252.1%
Gross Margin	₹ 0.7 M	₹ 2.8 M	₹ 15.4 M	459.0%
GM %	36.2%	34.1%	45.1%	32.2%
USA				
Net Sales	₹ 11.5 M	₹ 31.9 M	₹ 87.8 M	175.0%
COGS	₹ 7.7 M	₹ 19.5 M	₹ 55.3 M	183.9%
Gross Margin	₹ 3.8 M	₹ 12.4 M	₹ 32.5 M	161.0%
GM %	32.8%	39.0%	37.0%	-5.1%
Total Net Sales	₹ 87.5 M	₹ 196.7 M	₹ 598.9 M	204.5%
Total COGS	₹ 51.2 M	₹ 123.4 M	₹ 380.7 M	208.6%
Total Gross Margin	₹ 36.2 M	₹ 73.3 M	₹ 218.2 M	197.6%
Total GM %	41.4%	37.3%	36.4%	-2.3%



rot table.