AtliQ Hardware



Filters

region All P division All B customer All A

P & L By Fiscal Years All Values in USD

Note: 21 Vs 20 is not part pf Pivot Table

	Column Labels				
Customers	2019	2020	2021	21 Vs 20	
NetSales					
Australia	3.9M	10.7M	21.0M	96%	
Austria		0.1M	2.8M	2301%	
Bangladesh	0.5M	2.3M	7.0M	208%	
Canada	4.8M	12.2M	35.1M	188%	
China	1.4M	5.4M	22.9M	322%	
France	4.0M	7.5M	25.9M	247%	
Germany	2.6M	4.7M	12.0M	156%	
India	30.8M	49.8M	161.3M	224%	
Indonesia	2.5M	6.2M	18.4M	197%	
Italy	2.9M	4.5M	11.7M	163%	
Japan		1.9M	7.9M	321%	
Netherlands	0.2M	3.4M	8.0M	138%	
Newzealand		2.0M	11.4M	474%	
Norway		2.5M	13.7M	452%	
Pakistan	0.6M	4.7M	5.7M	21%	
Philiphines	5.7M	13.4M	31.9M	138%	
Poland	0.4M	2.8M	5.2M	86%	
Portugal	0.7M	3.6M	11.8M	230%	
South Korea	12.8M	17.3M	49.0M	183%	
Spain		1.8M	12.6M	611%	
Sweden	0.1M	0.2M	1.8M	682%	
United Kingd	2.0M	8.1M	34.2M	323%	
USA	11.5M	31.9M	87.8M	175%	
COGS					
Australia	2.2M	5.8M	14.1M	143%	
Austria		0.1M	2.0M	2172%	
Bangladesh	0.3M	1.4M	4.5M	234%	
Canada	2.8M	7.1M	21.7M	206%	
China	0.8M	3.3M	13.5M	306%	
France	2.3M	4.3M	14.7M	246%	
Germany	1.6M	3.0M	8.9M	194%	
India	17.8M	33.7M	109.7M	225%	
Indonesia	1.5M	3.5M	11.3M	220%	
Italy	1.6M	3.1M	8.2M	165%	
Japan		1.2M	4.2M	257%	
Netherlands	0.1M	1.8M	4.6M	164%	
Newzealand		1.5M	5.9M	304%	
Norway		1.5M	9.6M	525%	
Pakistan	0.4M	2.7M	3.6M	34%	
Philiphines	3.4M	7.3M	19.4M	165%	
Poland	0.3M	1.7M	3.0M	78%	

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Portugal	0.5M	2.3M	6.8M	199%
South Korea	6.7M	12.1M	31.4M	159%
Spain		1.1M	8.4M	663%
Sweden	0.0M	0.1M	1.1M	736%
United Kingd	1.3M	5.3M	18.7M	252%
USA	7.7M	19.5M	55.3M	184%
Gross Margin				•
Australia	1.7M	4.9M	6.9M	41%
Austria		0.0M	0.9M	2665%
Bangladesh	0.1M	0.9M	2.4M	168%
Canada	2.0M	5.1M	13.4M	163%
China	0.6M	2.1M	9.4M	348%
France	1.8M	3.2M	11.2M	248%
Germany	0.9M	1.7M	3.1M	88%
India	13.1M	16.0M	51.6M	222%
Indonesia	1.1M	2.7M	7.1M	166%
Italy	1.3M	1.4M	3.5M	158%
, Japan		0.7M	3.7M	430%
Netherlands	0.1M	1.6M	3.4M	109%
Newzealand		0.5M	5.5M	951%
Norway		0.9M	4.0M	331%
, Pakistan	0.2M	2.0M	2.0M	2%
Philiphines	2.3M	6.0M	12.5M	106%
Poland	0.2M	1.1M	2.2M	97%
Portugal	0.3M	1.3M	5.0M	285%
South Korea	6.1M	5.2M	17.6M	241%
Spain		0.7M	4.2M	526%
Sweden	0.0M	0.1M	0.7M	614%
United Kingd		2.8M	15.4M	459%
USA	3.8M	12.4M	32.5M	161%
GM %				
Australia	42.6%	45.9%	32.9%	-28%
Austria		26.1%	30.1%	15%
Bangladesh	28.7%	39.6%	34.5%	-13%
Canada	41.7%	41.9%	38.2%	-9%
China	44.9%	38.7%	41.1%	6%
France	44.1%	43.1%	43.2%	0%
Germany	37.0%	35.6%	26.2%	-27%
India	42.4%	32.2%	32.0%	-1%
Indonesia	42.0%	42.9%	38.4%	-10%
Italy	45.6%	30.7%	30.1%	-2%
Japan		37.0%	46.5%	26%
Netherlands	36.4%	47.8%	42.0%	-12%
Newzealand	201111	26.4%	48.2%	<u>i.</u>
Norway		37.7%	29.5%	-22%
Pakistan	39.7%	42.8%	36.2%	-15%
Philiphines	39.9%	45.1%	39.1%	-13%
Poland	37.4%	40.2%	42.6%	6%
Portugal	39.3%	36.1%	42.1%	14.23%
South Korea	47.5%	29.8%	35.9%	i
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Spain		37.7%	33.1%	-13.70%
Sweden	38.3%	44.1%	40.2%	-9.55%
United Kingd	36.2%	34.1%	45.1%	24.38%
USA	32.8%	39.0%	37.0%	-5.37%
Total NetSales	87.5M	196.7M	598.9M	67.16%
Total COGS	51.2M	123.4M	380.7M	67.59%
Total Gross Ma	36.2M	73.3M	218.2M	66.39%
Total GM %	41.4%	37.3%	36.4%	-2.33%