



region, mar...
All

customer
All

segment, ca...
All

2018

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

vs LY

vs Target

YTD

YTG

\$3.74bn!

BM: 3.81bn (-1.86%)
Net Sales

38.1%!

BM: 38.34% (-0.66%)
GM%

-14.0%✓

BM: -14.19% (+1.47%)
Net Profit %

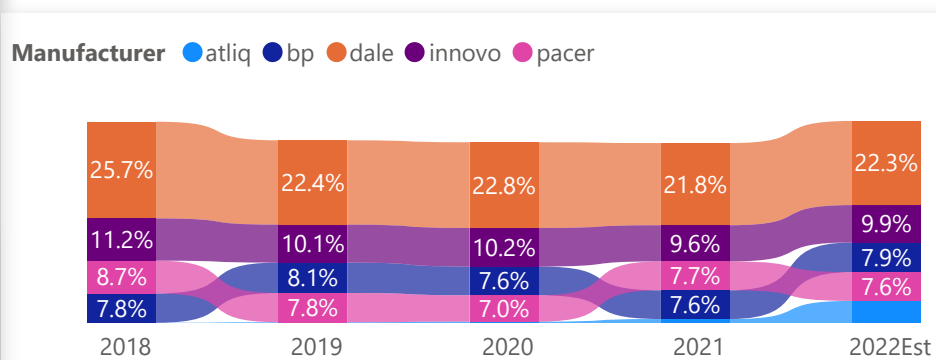
81.2%✓

LY: 80.21% (+1.2%)
Forecast Accuracy

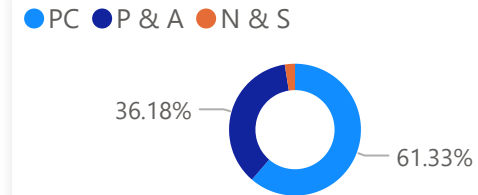
Key Insights by Sub Zone

Sub Zone	NS \$	RC %	GM %	Net Profit %	Net Error %	AtliQ MS %	Risk
ANZ	\$189.8M	5.1%	43.5%	↓	-7.4%	-37.6%	1.4% OOS
India	\$945.3M	25.3%	35.8%	↓	-23.0%	-24.4%	13.3% OOS
LATAM	\$14.8M	0.4%	35.0%	↓	-2.9%	3.4%	0.3% EI
NA	\$1,022.1M	27.4%	45.0%	↓	-14.2%	14.4%	4.9% EI
NE	\$457.7M	12.3%	32.8%	↓	-18.1%	-4.6%	6.8% OOS
ROA	\$788.7M	21.1%	34.2%	↓	-6.3%	-4.6%	8.3% OOS
SE	\$317.8M	8.5%	37.0%	↓	-4.0%	-55.5%	16.4% OOS
Total	\$3,736.2M	100.0%	38.1%	↓	-14.0%	-9.5%	5.9% OOS

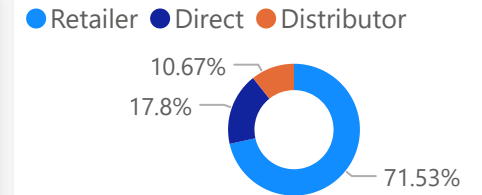
PC Market Share Trend - AtliQ & Competitors



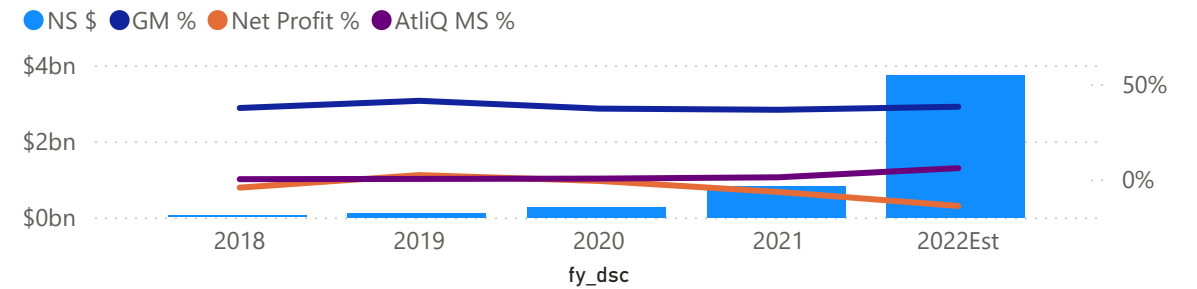
Revenue By Division



Revenue By Channel



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



Top 5 Customers by Revenue

customer	RC %	GM %
Sage	3.4%	31.5%
Amazon	13.3%	36.8%
AtliQ e Store	8.1%	36.9%
Flipkart	3.7%	42.1%
AtliQ Exclusive	9.7%	46.0%
Total	38.2%	39.2%

Top 5 Products by Revenue

product	RC %	GM %
AQ BZ Allin1 Gen 2	5.4%	38.5%
AQ Home Allin1	4.1%	38.7%
AQ HOME Allin1 Gen 2	5.7%	38.1%
AQ Smash 1	3.8%	37.4%
AQ Smash 2	4.1%	37.4%
Total	23.2%	38.1%