

AtilQ Hardware

FILTERS

region All
division All
customer All

PNL BY FISCAL YEAR

ALL VALUES IN USD

	Fiscal Year			
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	143.2%
Gross Margi	1.7M	4.9M	6.9M	40.8%
GM %	42.6%	45.9%	32.9%	-28.2%
Austria				
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%	15.2%
Bangladesh				
Net Sales	0.5M	2.3M	7.0M	207.7%
COGS	0.3M	1.4M	4.5M	233.5%
Gross Margi	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 Margi	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 Margi	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 Margi	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 Margi	0.9M	1.7M	3.1M	88.3%

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GM %	37.0%	35.6%	26.2%	-26.5%
India				
Net Sales	30.8M	49.8M	161.3M	224.0%
COGS	17.8M	33.7M	109.7M	225.0%
Gross Margin	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 Margin	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 Margin	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		0.7M	3.7M	430.0%
GM %		37.0%	46.5%	25.9%
Netherlands				
Net Sales	0.2M	3.4M	8.0M	137.9%
COGS	0.1M	1.8M	4.6M	164.2%
Gross Margin	0.1M	1.6M	3.4M	109.2%
GM %	36.4%	47.8%	42.0%	-12.1%
Norway				
Net Sales		2.5M	13.7M	451.8%
COGS		1.5M	9.6M	525.0%
Gross Margin		0.9M	4.0M	331.0%
GM %		37.7%	29.5%	-21.9%
Pakistan				
Net Sales	0.6M	4.7M	5.7M	20.5%
COGS	0.4M	2.7M	3.6M	34.3%
Gross Margin	0.2M	2.0M	2.0M	2.0%
GM %	39.7%	42.8%	36.2%	-15.4%
Philippines				
Net Sales	5.7M	13.4M	31.9M	138.4%
COGS	3.4M	7.3M	19.4M	164.6%
Gross Margin	2.3M	6.0M	12.5M	106.5%
GM %	39.9%	45.1%	39.1%	-13.4%

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Poland

Net Sales	0.4M	2.8M	5.2M	85.8%
COGS	0.3M	1.7M	3.0M	78.5%
Gross Margin	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 Margin	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 Margin	6.1M	5.2M	17.6M	241.3%
GM %	47.5%	29.8%	35.9%	20.5%

Spain

Net Sales	1.8M	12.6M	611.4%
COGS	1.1M	8.4M	663.2%
Gross Margin	0.7M	4.2M	525.7%
GM %	37.7%	33.1%	-12.1%

Sweden

Net Sales	0.1M	0.2M	1.8M	681.9%
COGS	0.0M	0.1M	1.1M	735.6%
Gross Margin	0.0M	0.1M	0.7M	613.8%
GM %	38.3%	44.1%	40.2%	-8.7%

United Kingdom

Net Sales	2.0M	8.1M	34.2M	322.7%
COGS	1.3M	5.3M	18.7M	252.1%
Gross Margin	0.7M	2.8M	15.4M	459.0%
GM %	36.2%	34.1%	45.1%	32.2%

USA

Net Sales	11.5M	31.9M	87.8M	175.0%
COGS	7.7M	19.5M	55.3M	183.9%
Gross Margin	3.8M	12.4M	32.5M	161.0%
GM %	32.8%	39.0%	37.0%	-5.1%

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Net Sales	2.0M	11.4M	474.3%
COGS	1.5M	5.9M	303.8%
Gross Margin	0.5M	5.5M	950.7%
GM %	26.4%	48.2%	83.0%

Total Net Sales	87.5M	196.7M	598.9M	204.5%
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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%

