



region, market

All

customer

All

segment, categor...

All

2018

2019

2020

2021



Q1

Q2

Q3

Q4

YTD

YTG

vs LY



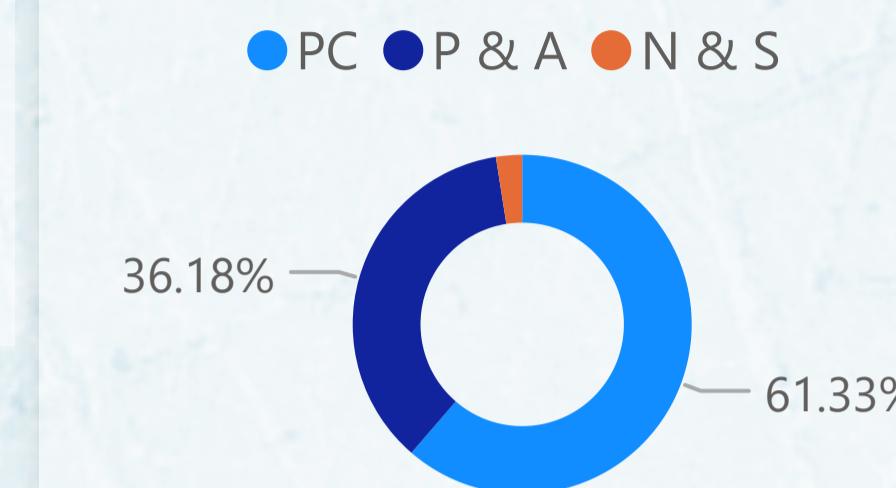
\$3.74bn!
BM: 3.81bn (-1.86%)
Net Sales

38.08%!
BM: 38.34% (-0.66%)
Gross Margin %

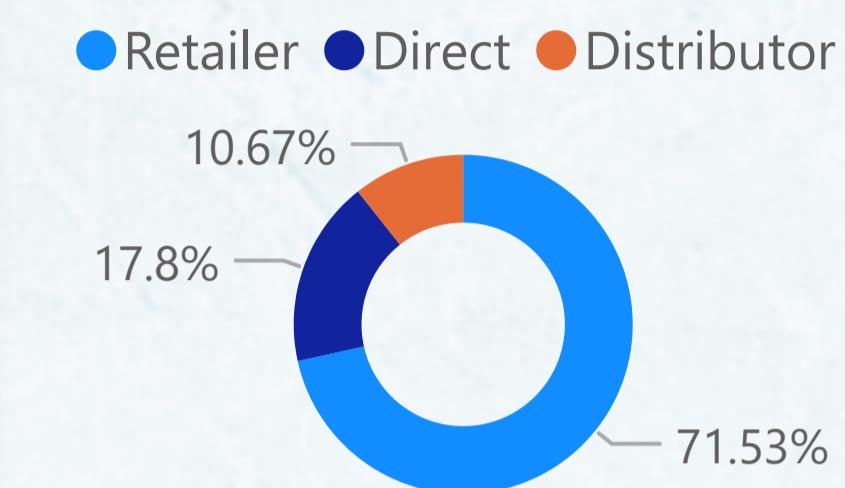
-13.98%✓
BM: -14.19% (+1.47%)
Net Profit %

81.17%✓
LY: 80.21% (+1.2%)
Forecast Accuracy

Revenue By Division



Revenue By Channel

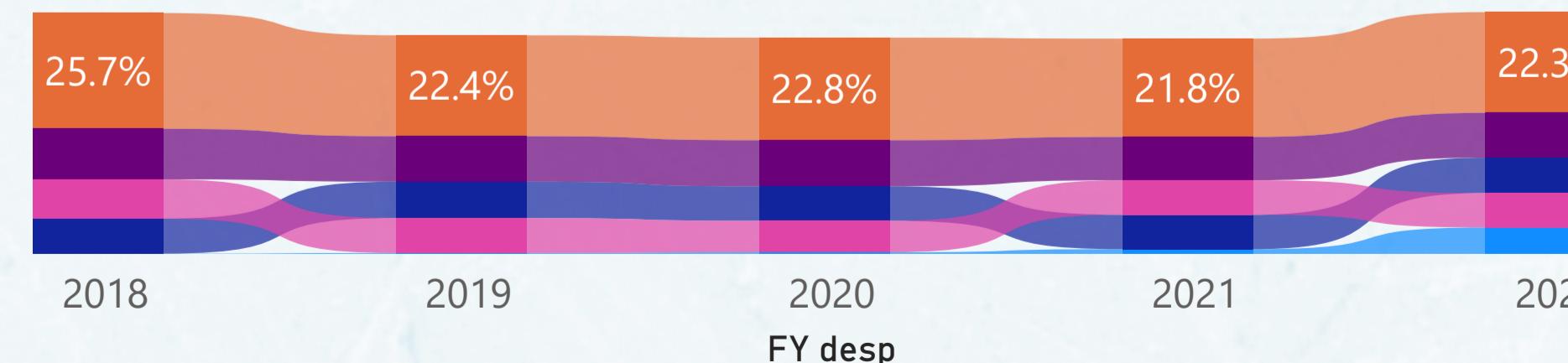


Key Insights By Sub Zones

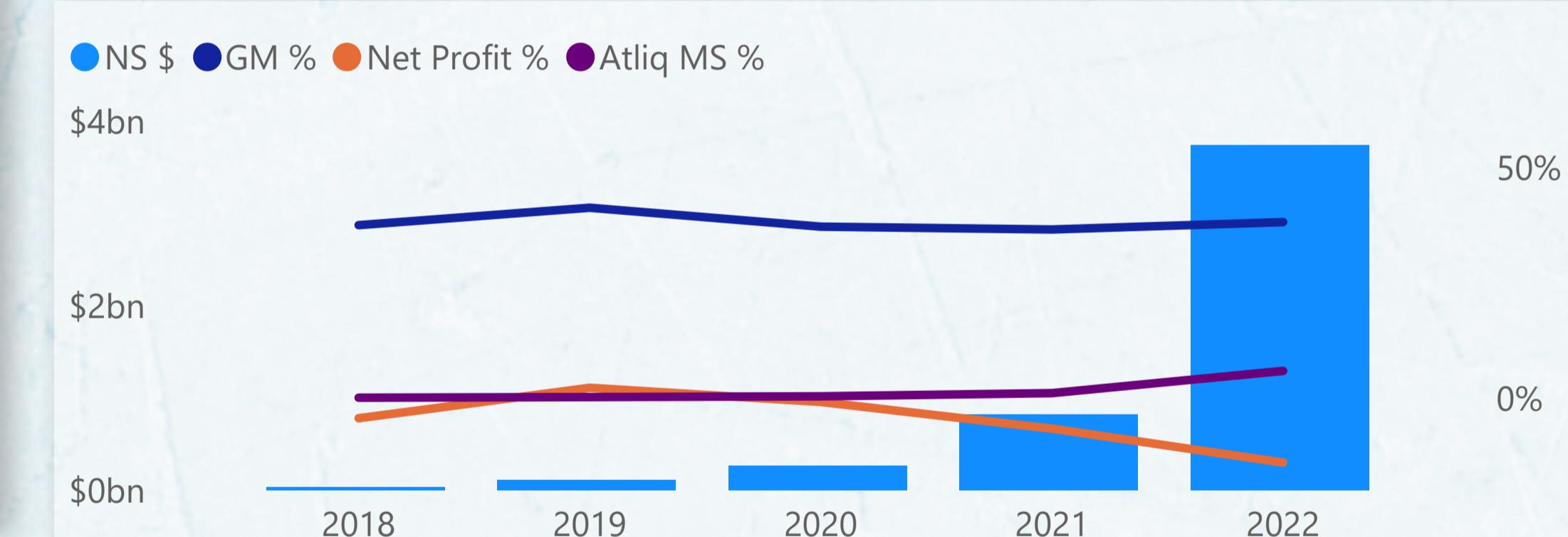
Sub Zones	NS \$	RC %	GM %	Net Profit %	Atliq MS %	Net Error %	Risk
ANZ	\$189.8M	5.1%	43.5%	-7.4%	1.36%	-37.61%	OOS
India	\$945.3M	25.3%	35.8%	-23.0%	13.26%	-24.37%	OOS
LATAM	\$14.8M	0.4%	35.0%	-2.9%	0.28%	3.37%	EI
NA	\$1,022.1M	27.4%	45.0%	-14.2%	4.87%	14.35%	EI
NE	\$457.7M	12.3%	32.8%	-18.1%	6.80%	-4.56%	OOS
ROA	\$788.7M	21.1%	34.2%	-6.3%	8.32%	-4.56%	OOS
SE	\$317.8M	8.5%	37.0%	-4.0%	16.40%	-55.47%	OOS
Total	\$3,736.2M	100.0%	38.1% 	-14.0%	5.87%	-9.48%	OOS

Market /share % By FY desp and manufacturer

manufacturer ● atliq ● bp ● dale ● innovo ● pacer



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



Top 5 Customers By Revenue

customer	RC %	GM %
Amazon	13.30%	36.8%
Atliq e Store	8.14%	36.9%
AtliQ Exclusive	9.67%	46.0%
Flipkart	3.71%	42.1%
Sage	3.42%	31.5%

Top 5 Products By Revenue

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

BM : Bench Mark, LY : Last Year, EI : Excess Inventory, OOS : Out of Stock