



Region, Market

All

Customer

All

Segment, Category, ...

All

2019

2020

2021

2022
EST

Q1

Q2

Q3

Q4

YTD

YTG

VS LY

VS
Target

3.74bn

LY: 823.85M

(+353.5%)

Net Sales

38.1%

LY: 36.49% (+4.37%)

GM %

-13.98%

LY: -6.63% (-110.79%)

Net Profit %

38.1%

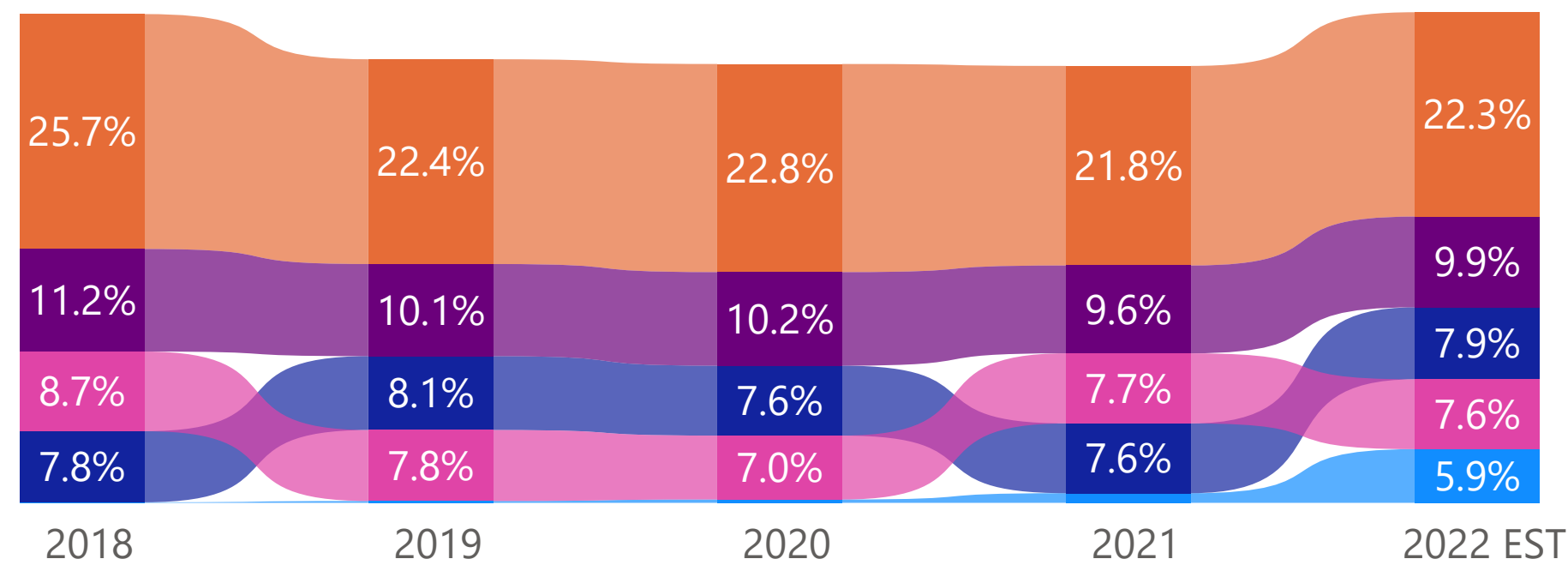
LY: 36.49% (+4.37%)

Forecast Accuracy

Key Insights by Zone

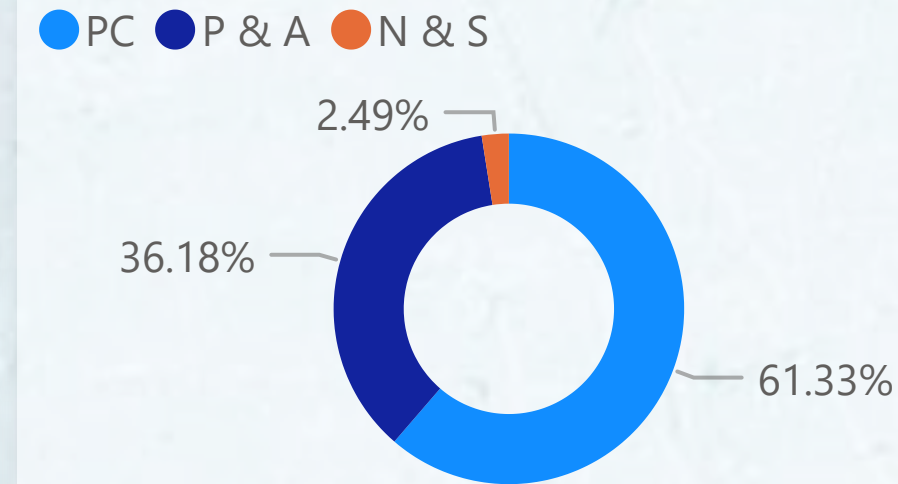
Sub_Zone	NS \$	RC %	GM%	NP %	AtliQ MS %	NE %	Risk
NA	1022.1M	27.4%	45.0%	-14.2%	4.9%	14.35%	EI
India	945.3M	25.3%	35.8%	-23.0%	13.3%	-24.37%	OOS
ROA	788.7M	21.1%	34.2%	↓ -6.3%	8.3%	-4.56%	OOS
NE	457.7M	12.3%	32.8%	↓ -18.1%	6.8%	-4.56%	OOS
SE	317.8M	8.5%	37.0%	↓ -4.0%	16.4%	-55.47%	OOS
ANZ	189.8M	5.1%	43.5%	-7.4%	1.4%	-37.61%	OOS
LATAM	14.8M	0.4%	35.0%	2.0%	0.3%	2.37%	EI
Total	3736.2M	100.0%	38.1%	-14.0%	5.9%	-9.48%	OOS

Key Insights by Zone

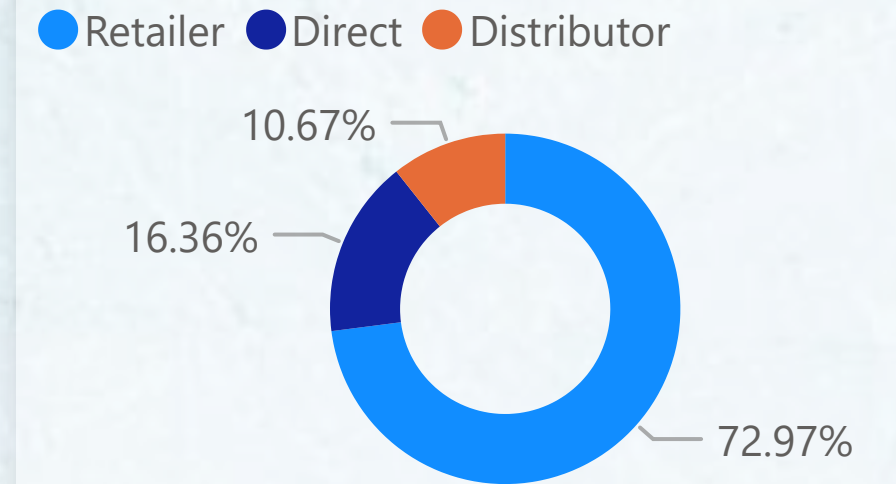


Manufacturer atliq bp dale innovo pacer

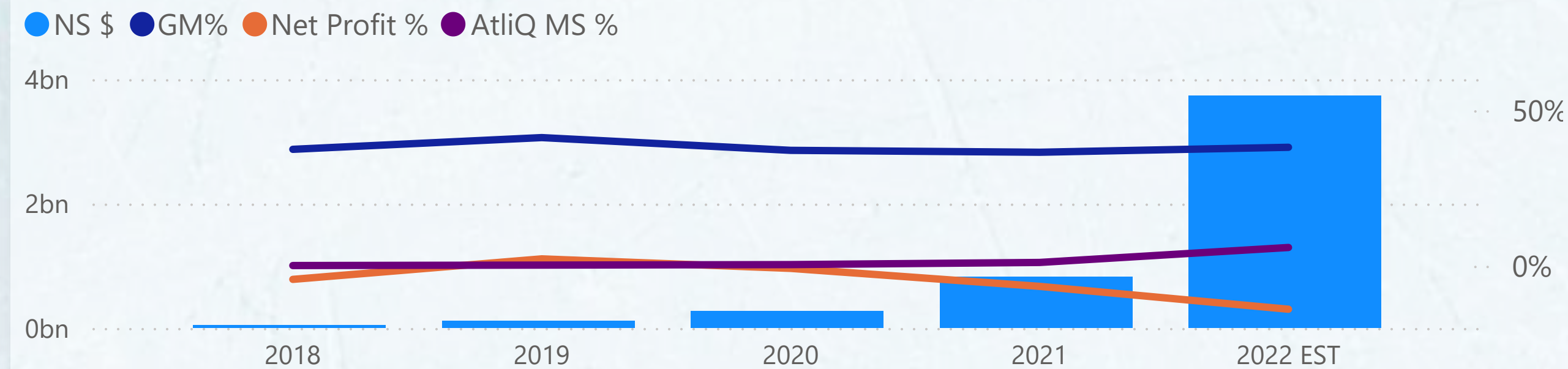
Revenue by Division



Revenue by Division



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



Top 5 Customer by Revenue

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

Top 5 Product 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%

BM = Benchmark, LY = Last Year, NS= Net Sales, RC= Revenue Contribution, GM= Gross Margin, NP= Net Profit, MS= Market Share, NE= Net Error