FILTERS

Select Benchmak (BM)

| VS LY | VS Target |

| 2019 | 2020 | 2021 | 2022 EST |

| Qtr 1 | Qtr 2 | Qtr 3 | Qtr 4 |

| YTD | YTG |

Region, Market
All

Customer
All

Segment, Category, Product
All

Abbreviations

BM= Benchmark | LY= Last Year

GM= Gross Margin | NS= Net Sales

NP= Net Profit | Chg= Charges

All Values in Million $

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Net Sales $
267.98M
BM: 111.37M | 140.61% ▲

Gross Margin %
37.1%
BM: 41.2% | -9.95% ▼

Net Profit %
-0.85%
BM: 2.21% | -138.68% ▼

Forecast Accuracy %
72.99%
LY: 86.45% | -15.57% ▼

Revenue Contribution

( ) Division
( ) Channel

N & S   P & A   PC

GM%: 37.4% — 41.2% — 37.1% — 36.5% — 38.1%

AtliQ MS %: 0.1% — 2.21% — 0.2% — -0.85% — 0.4% — 1.1% — 5.9%

Net Profit %: -4.38% — -6.63% — -13.98%

2018 2019 2020 2021 2022 EST

Manufacturer: atliq bp dale innovo pacer
25.7% / 22.4% / 22.8% / 21.8% / 22.3%
11.2% / 10.1% / 10.2% / 9.6% / 9.9%
8.7% / 8.1% / 7.6% / 7.7% / 7.9%
7.8% / 7.8% / 7.0% / 7.6% / 7.6%
                                    5.9%

Top 5 Customer

Customer	RC %	GM%
Amazon	18.6%	38.0% ▼
Atliq e Store	11.8%	37.5% ▼
AtliQ Exclusive	8.6%	45.8% ▼
Flipkart	4.1%	33.5% ▼
Sage	3.1%	31.2% ▼
Total	**46.2%**	**38.4%**

Top 5 Product

product	RC %	GM%
AQ Wi Power Dx2	2.4%	39.3% ▼
AQ BZ Gen Y	2.1%	38.4% ▼
AQ Wi Power Dx1	2.0%	38.2% ▼
AQ Lite	2.0%	37.7% ▼
AQ BZ Compact	2.0%	37.8% ▼
AQ Electron 5 3600	1.7%	40.1%
Total	**46.2%**	**38.4%**

Sub_Zone	NS $	RC %	GM%	Net Profit %	Net Error %	Risk	AtliQ MS %
ROA	66.5M	24.8%	38.1% ▼	8.9% ▲	9.4%	EI	0.6%
India	64.7M	24.2%	32.1% ▼	-14.7% ▼	-0.8%	OOS	0.8%
NA	62.2M	23.2%	39.3% ▲	-1.8% ▼	-22.1%	OOS	0.3%
NE	30.7M	11.4%	38.0% ▲	-4.6% ▼	8.3%	EI	0.3%
SE	25.1M	9.4%	37.6% ▼	7.0% ▲	11.0%	EI	1.1%
ANZ	16.8M	6.3%	42.4% ▼	12.6% ▲	24.2%	EI	0.1%
LATAM	2.0M	0.7%	31.0% ▼	-0.1% ▼	1.2%	EI	0.0%
Total	**268.0M**	**100.0%**	**37.1%**	**-0.9%**	**2.3%**	**EI**	**0.4%**