



ATLIQ HARDWARES

FINANCE REPORT

created by



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WHAT IS FINANCIAL REPORT?

A Finance Report shows the financial situation of a company at the end of a particular period such as quarter or fiscal year including the P&L



WHY FINANCIAL REPORT?

01

Monitors Income &
Expences

02

Communicates
essential data

03

Supports Decision
making



WHO USES THEM?

Investors, Stakeholders & Creditors

Executive Managers

Consumers, Unions & Employees

Regulatory Institutes



IMPORTANT TERMS IN REPORT

Net Sales

It is basically Total Revenue

Gross Margin

Net sales - COGS

Cost of goods sold (COGS)

Expenses in making the product

Gross Margin %

Net sales - COGS

$$\frac{\text{Net sales} - \text{COGS}}{\text{Net sales}} \times 100$$



LET'S
REVIEW
THE
REPORT





FILTER

region	All
market	All
division	All
customer	All
FY Year	2019

P & L By Fiscal Year

All Values are in USD

Note: Do not modify the pivot table

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	87.5 M
COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M	3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	51.2 M
Gross Margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M	2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	36.2 M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

FILTER

region	All
market	All
division	All
customer	All
FY Year	2020

P & L By Fiscal Year

All Values are in USD

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	196.7 M
COGS	10.6 M	12.8 M	18.1 M	18.9 M	10.7 M	9.9 M	1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	123.4 M
Gross Margin	6.5 M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M	0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	73.3 M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



FILTER

region All
 market All
 division All
 customer All
 FY Year **2021**

P & L By Fiscal Year

All Values are in USD

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
Net Sales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
COGS	28.4 M	34.7 M	47.4 M	49.8 M	28.4 M	26.5 M	28.0 M	27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	380.7 M
Gross Margin	16.4 M	19.9 M	27.0 M	28.3 M	16.4 M	15.3 M	16.0 M	15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	218.2 M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales

Comparision

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%



FILTER

region All
sub_zone All
FY Year **2021**

GM% by Quarters (Sub Zone)

P & L
By Fiscal Year
All Values are in USD

Market	Net Sales	COGS	Gross Margin	GM%
Australia	20.99 M	14.1 M	6.9 M	32.92%
Austria	2.84 M	2.0 M	0.9 M	30.11%
Bangladesh	6.95 M	4.5 M	2.4 M	34.54%
Canada	35.06 M	21.7 M	13.4 M	38.21%
China	22.89 M	13.5 M	9.4 M	41.07%
France	25.94 M	14.7 M	11.2 M	43.24%
Germany	12.01 M	8.9 M	3.1 M	26.18%
India	161.26 M	109.7 M	51.6 M	32.00%
Indonesia	18.41 M	11.3 M	7.1 M	38.41%
Italy	11.72 M	8.2 M	3.5 M	30.13%
Japan	7.92 M	4.2 M	3.7 M	46.52%
Netherlands	7.98 M	4.6 M	3.4 M	42.03%
Newzealand	11.40 M	5.9 M	5.5 M	48.23%
Norway	13.68 M	9.6 M	4.0 M	29.48%
Pakistan	5.66 M	3.6 M	2.0 M	36.18%
Philippines	31.86 M	19.4 M	12.5 M	39.09%
Poland	5.19 M	3.0 M	2.2 M	42.56%
Portugal	11.83 M	6.8 M	5.0 M	42.13%
South Korea	48.97 M	31.4 M	17.6 M	35.92%
Spain	12.62 M	8.4 M	4.2 M	33.13%
Sweden	1.77 M	1.1 M	0.7 M	40.22%
United Kingdom	34.15 M	18.7 M	15.4 M	45.13%
USA	87.78 M	55.3 M	32.5 M	36.99%



FILTER

P & L
By Fiscal Year
All Values are in USD

FY Year	2019				
	Quarters				
Sub zone	Q1	Q2	Q3	Q4	Grand Total
	ANZ	43.0%	42.2%	42.6%	42.5%
India	42.5%	42.2%	42.0%	42.5%	42.4%
NA	35.1%	35.4%	35.4%	35.7%	35.4%
NE	36.6%	37.0%	36.5%	36.6%	36.7%
ROA	44.5%	44.3%	44.0%	44.5%	44.4%
SE	44.5%	44.1%	44.0%	44.2%	44.2%

FILTER

P & L
By Fiscal Year
All Values are in USD

FY Year	2020				
	Quarters				
Sub zone	Q1	Q2	Q3	Q4	Grand Total
	ANZ	43.3%	43.0%	42.8%	41.8%
India	32.3%	32.1%	32.4%	32.0%	32.2%
NA	39.9%	40.1%	39.1%	39.7%	39.8%
NE	37.6%	37.8%	38.5%	37.7%	37.8%
ROA	38.4%	38.3%	38.8%	37.7%	38.2%
SE	38.5%	37.3%	38.2%	37.8%	37.9%



FILTER

P & L By Fiscal Year

All Values are in USD

FY Year	2021				
	Quarters				
Sub zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
India	32.3%	31.8%	31.9%	32.0%	32.0%
NA	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%



Key Takeaways

- Finance reports are used to take strategic decisions.
- Finance reports generates useful insights.
- Finance reports monitor income and expenses.
- Higher gross margin indicates company is producing profit over and above its cost.



THANK YOU

Do comment and share your feedback in the comment section!



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