



FILTERS

Select Benchmark (BM)

vs LY vs Target

2018 2019 2020 2021 2022 Est

Q1 Q2 Q3 Q4

YTD YTG

BY REGION/COUNTRY

All

BY STORES(S)

All

BY CATEGORY

All

Abbreviations

BM = Benchmark | LY=Last Year

GM = Gross Margin | NS = Net Sales

NP= Net Profit | Chg = Change

All values in Million \$

Designed By: Nadeesha Tharangani

market share

Net Sales
\$4.97bn

BM: 1.23Bn | 303.18% ▲

Gross Margin %
37.83%
BM: 37.07% | 2.05% ▲Net Profit %
-11.64%
BM: -4.52% | -157.19% ▼Forecast Accuracy %
79.83%
LY: 79.26% | 0.72% ▲

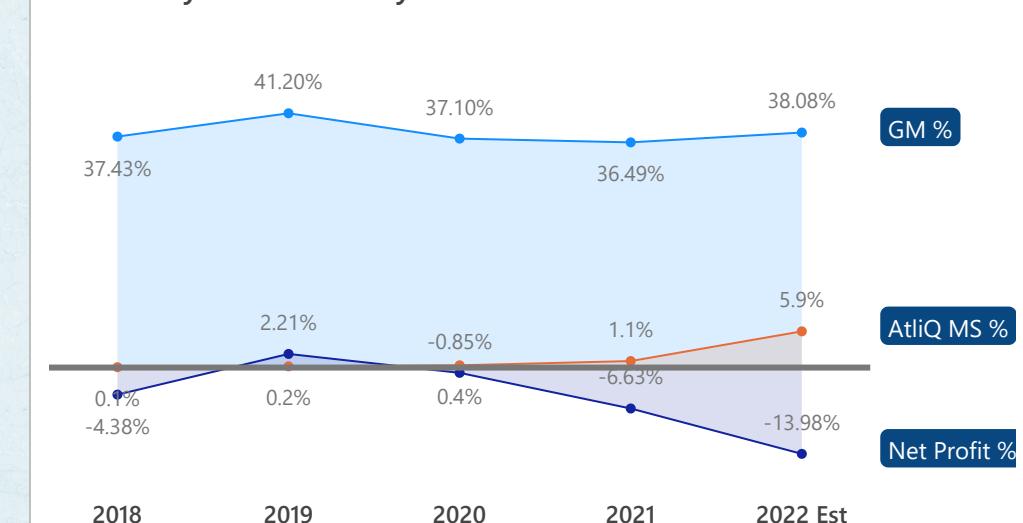
Revenue Contribution

Division

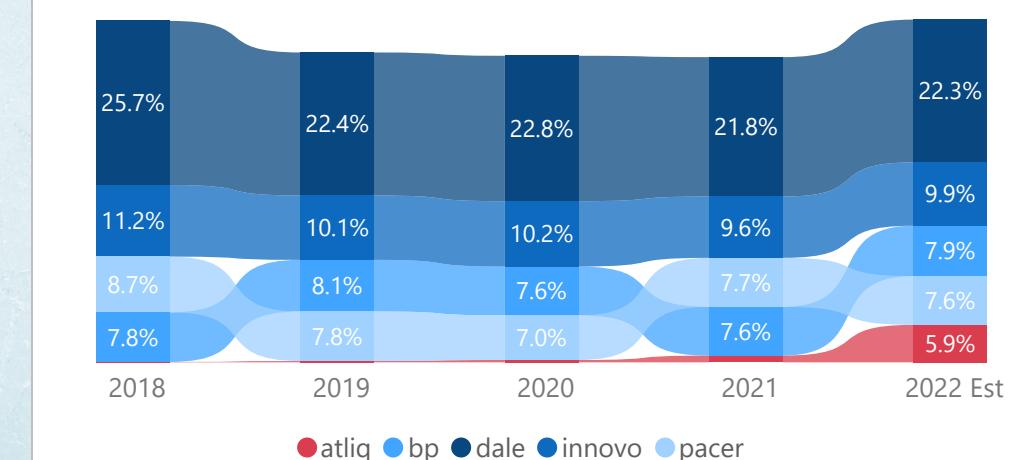
Channel



Trend: Key metrics over years



Trend: Revenue Contribution over years



TOP 5 Customers

customer	RC %	GM %
Amazon	13.59%	36.76% ▲
AtliQ e Store	8.40%	37.13% ▼
AtliQ Exclusive	8.23%	47.16% ▲
Flipkart	3.62%	39.78% ▲
Sage	3.43%	32.45% ▼
Total	37.28%	39.03%

TOP 5 Products

product	RC %	GM %
AQ HOME Allin1 Gen 2	4.40%	38.04% ▲
AQ BZ Allin1 Gen 2	4.07%	38.51% ○
AQ BZ Allin1	3.53%	37.55% ▲
AQ Smash 2	3.40%	37.37% ▲
AQ Smash 1	3.33%	37.47% ▼
Total	18.74%	37.83%

Sub-Region Performance

Sub Zone	NS \$	RC %	GM %	Net Profit %	Net Error %	Risk	AtliQ MS %
NA	\$1,290.7M	26.0%	43.5% ▲	-13.4% ▼	-3.8%	OOS	1.8%
India	\$1,271.2M	25.6%	35.1% ▲	-22.0% ▼	0.2%	EI	5.1%
ROA	\$1,077.4M	21.7%	35.4% ▼	-2.3%	-5.3%	OOS	3.2%
NE	\$604.6M	12.2%	34.1% ▼	-14.3%	4.9%	EI	2.5%
SE	\$446.4M	9.0%	37.6% ▼	-1.3%	-6.7%	OOS	6.6%
ANZ	\$257.1M	5.2%	42.5% ▲	-3.2%	-1.2%	OOS	0.5%
LATAM	\$21.0M	0.4%	35.3% ▼	-0.8%	0.3%	EI	0.1%
Total	\$4,968.5M	100.0%	37.8%	-11.6%	-2.0%	OOS	2.3%