



customer

All

region

All

segment, cate...

All

Fiscal\_year

2022 Est

Quarters

All

vs LY

vs Target

YTD

YTG

BM = Bench Mark,  
LY = Last Year,  
EI=Excess Inventory,  
OOS=Out Of Stock



\$3.74bn✓

BM: 823.85M (+353.5%)

Net Sales

38.08%✓

BM: 36.49% (+4.37%)

GM%

-13.98%!

BM: -6.63% (-110.79%)

Net Profit%

81.17%✓

LY: 80.21% (+1.2%)

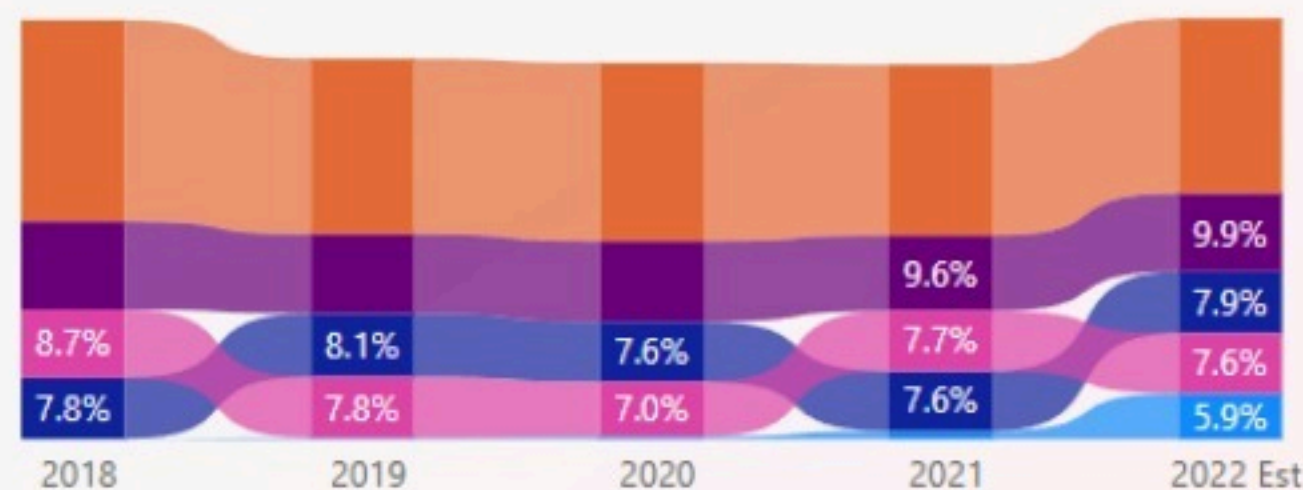
Forecast Accuracy

## Key Insights By Sub Zone

sub_zone	NS \$	RC %	GM %		Net Profit %	Market Share %	Risk	Net Error %
LATAM	\$14.8M	0.4%	35.0%	↓	-2.9%	0.3%	EI	3.4%
SE	\$317.8M	8.5%	37.0%	↓	-4.0%	16.4%	OOS	-55.5%
ROA	\$788.7M	21.1%	34.2%	↓	-6.3%	8.3%	OOS	-4.6%
ANZ	\$189.8M	5.1%	43.5%		-7.4%	1.4%	OOS	-37.6%
NA	\$1,022.1M	27.4%	45.0%		-14.2%	4.9%	EI	14.4%
NE	\$457.7M	12.3%	32.8%	↓	-18.1%	6.8%	OOS	-4.6%
India	\$945.3M	25.3%	35.8%		-23.0%	13.3%	OOS	-24.4%
<b>Total</b>	<b>\$3,736.2M</b>	<b>100.0%</b>	<b>38.1%</b>		<b>-14.0%</b>	<b>5.9%</b>	<b>OOS</b>	<b>-9.5%</b>

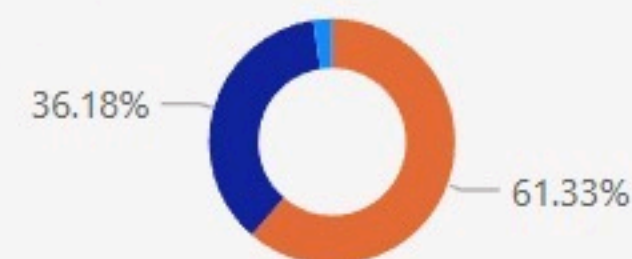
## PC Market Share Trend - AtliQ &amp; Competitors

manufacturer atliq bp dale innovo pacer



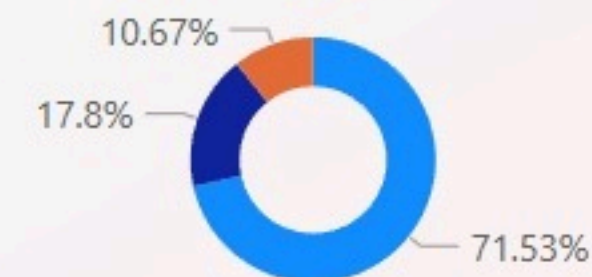
## Revenue by Division

PC P &amp; A N &amp; S



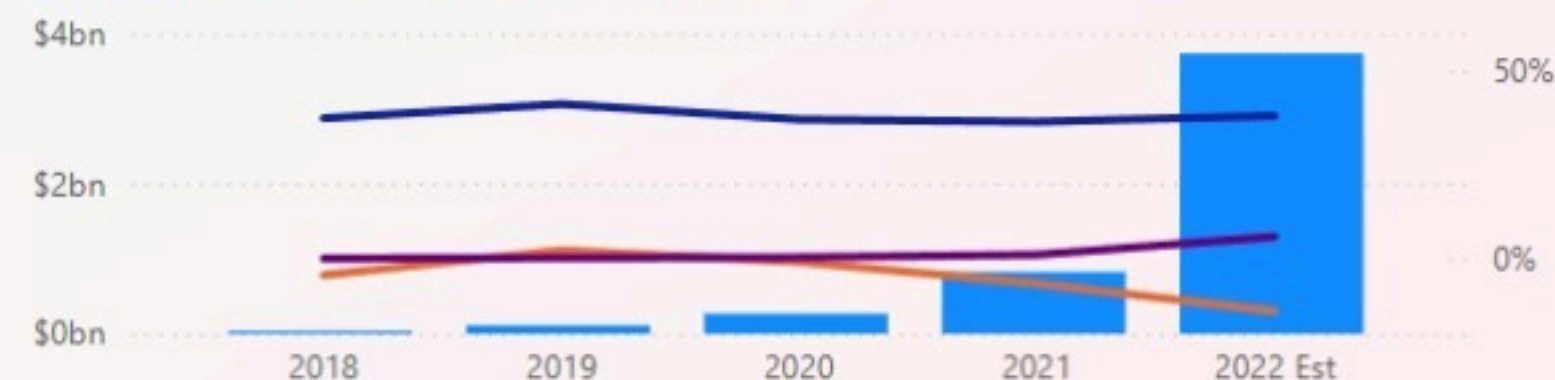
## Revenue by Channel

Retailer Direct Distributor



## Yearly Trend by Revenue, GM%, Net Profit %, PC Market Share %

NS \$ GM % Net Profit % Market Share %



## Top 5 Customers by Revenue

customer	RC %	GM %
Amazon	13.3%	36.78%
AtliQ e Store	8.1%	36.88% ↓
AtliQ Exclusive	9.7%	46.01%
Flipkart	3.7%	42.14%
Sage	3.4%	31.53% ↓
<b>Total</b>	<b>38.2%</b>	<b>39.19%</b>

## Top 5 Products by Revenue

product	RC %	GM %
AQ BZ Allin1 Gen 2	5.4%	38.51%
AQ Home Allin1	4.1%	38.71%
AQ HOME Allin1 Gen 2	5.7%	38.08%
AQ Smash 1	3.8%	37.43% ↓
AQ Smash 2	4.1%	37.40%
<b>Total</b>	<b>23.2%</b>	<b>38.06%</b>