

## FILTERS

## Customer Net Sales Performance

customer	All
region	All
division	All

		Column Labels			
Customer		2019	2020	2021	21 vs 20
Australia					
Net Sales		4M	11M	21M	96.22%
COGS		2M	6M	14M	143.20%
GROSS_MARGIN		2M	5M	7M	40.80%
GM %		42.57%	45.88%	32.92%	-28.24%
Austria					
Net Sales			0M	3M	2301.31%
COGS			0M	2M	2172.38%
GROSS_MARGIN			0M	1M	2665.44%
GM %			26.15%	30.11%	15.16%
Bangladesh					
Net Sales		0M	2M	7M	207.70%
COGS		0M	1M	5M	233.50%
GROSS_MARGIN		0M	1M	2M	168.36%
GM %		28.73%	39.61%	34.54%	-12.79%
Canada					
Net Sales		5M	12M	35M	188.06%
COGS		3M	7M	22M	206.43%
GROSS_MARGIN		2M	5M	13M	162.59%
GM %		41.67%	41.91%	38.21%	-8.84%
China					
Net Sales		1M	5M	23M	321.98%
COGS		1M	3M	13M	305.51%
GROSS_MARGIN		1M	2M	9M	348.09%
GM %		44.94%	38.68%	41.07%	6.19%
France					
Net Sales		4M	7M	26M	247.23%
COGS		2M	4M	15M	246.45%
GROSS_MARGIN		2M	3M	11M	248.26%
GM %		44.09%	43.11%	43.24%	0.30%
Germany					
Net Sales		3M	5M	12M	156.22%
COGS		2M	3M	9M	193.82%
GROSS_MARGIN		1M	2M	3M	88.28%
GM %		36.97%	35.63%	26.18%	-26.52%
India					
Net Sales		31M	50M	161M	224.02%

# AtliQ Hardwares



COGS	18M	34M	110M	224.99%
GROSS_MARGIN	13M	16M	52M	221.96%
GM %	42.35%	32.21%	32.00%	-0.63%
Indonesia				
Net Sales	3M	6M	18M	196.69%
COGS	1M	4M	11M	220.09%
GROSS_MARGIN	1M	3M	7M	165.56%
GM %	42.03%	42.91%	38.41%	-10.49%
Italy				
Net Sales	3M	4M	12M	162.53%
COGS	2M	3M	8M	164.61%
GROSS_MARGIN	1M	1M	4M	157.83%
GM %	45.63%	30.68%	30.13%	-1.79%
Japan				
Net Sales		2M	8M	321.11%
COGS		1M	4M	257.28%
GROSS_MARGIN		1M	4M	429.96%
GM %		36.96%	46.52%	25.85%
Netherlands				
Net Sales	0M	3M	8M	137.91%
COGS	0M	2M	5M	164.16%
GROSS_MARGIN	0M	2M	3M	109.23%
GM %	36.36%	47.79%	42.03%	-12.06%
Newzealand				
Net Sales		2M	11M	474.29%
COGS		1M	6M	303.76%
GROSS_MARGIN		1M	5M	950.71%
GM %		26.36%	48.23%	82.96%
Norway				
Net Sales		2M	14M	451.83%
COGS		2M	10M	525.04%
GROSS_MARGIN		1M	4M	331.04%
GM %		37.74%	29.48%	-21.89%
Pakistan				
Net Sales	1M	5M	6M	20.51%
COGS	0M	3M	4M	34.33%
GROSS_MARGIN	0M	2M	2M	2.00%
GM %	39.65%	42.75%	36.18%	-15.36%
Philippines				
Net Sales	6M	13M	32M	138.36%
COGS	3M	7M	19M	164.59%
GROSS_MARGIN	2M	6M	12M	106.47%
GM %	39.90%	45.13%	39.09%	-13.38%
Poland				
Net Sales	0M	3M	5M	85.81%
COGS	0M	2M	3M	78.47%
GROSS_MARGIN	0M	1M	2M	96.73%

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GM %	37.43%	40.20%	42.56%	5.88%
Portugal				
Net Sales	1M	4M	12M	229.81%
COGS	0M	2M	7M	198.86%
GROSS_MARGIN	0M	1M	5M	284.53%
GM %	39.29%	36.13%	42.13%	16.59%
South Korea				
Net Sales	13M	17M	49M	183.31%
COGS	7M	12M	31M	158.65%
GROSS_MARGIN	6M	5M	18M	241.34%
GM %	47.54%	29.82%	35.92%	20.48%
Spain				
Net Sales		2M	13M	611.42%
COGS		1M	8M	663.24%
GROSS_MARGIN		1M	4M	525.68%
GM %		37.67%	33.13%	-12.05%
Sweden				
Net Sales	0M	0M	2M	681.92%
COGS	0M	0M	1M	735.60%
GROSS_MARGIN	0M	0M	1M	613.77%
GM %	38.28%	44.06%	40.22%	-8.72%
United Kingdom				
Net Sales	2M	8M	34M	322.73%
COGS	1M	5M	19M	252.12%
GROSS_MARGIN	1M	3M	15M	459.04%
GM %	36.19%	34.13%	45.13%	32.24%
USA				
Net Sales	12M	32M	88M	174.99%
COGS	8M	19M	55M	183.94%
GROSS_MARGIN	4M	12M	32M	160.98%
GM %	32.79%	38.97%	36.99%	-5.10%
Total Net Sales	87M	197M	599M	204.48%
Total COGS	51M	123M	381M	208.59%
Total GROSS_MARGIN	36M	73M	218M	197.55%
Total GM %	41.43%	37.28%	36.43%	-2.27%

