



region, market

All

customer

All

segment, cate...

All

2018

2019

2020

2021

2022
est

Q1

Q2

Q3

Q4

YTD

YTG

1.64bn

BM: 1.67bn (-1.35%)

Net Sales

1.62bn

BM: 354.30M
(+356.05%)

GM %

763.48M

BM: 346.81M
(+120.14%)

Net Sales %

82.18%

LY: 80.33% (+2.3%)

Forecast Accuracy

Key Insights By Sub Zone

sub_zone	NS \$	RC %	net_profit %	AtliQ MS %	Risk	net_error %
ANZ	251.71M	5.23%	58.83%	0.54%	OOS	-1.16%
India	1,230.80M	25.58%	77.72%	5.11%	AIS	0.21%
LATAM	20.28M	0.42%	92.70%	0.12%	AIS	0.32%
NA	1,257.20M	26.13%	54.73%	1.82%	OOS	-3.79%
NE	579.93M	12.05%	92.83%	2.52%	AIS	4.92%
ROA	1,037.58M	21.56%	92.98%	3.18%	OOS	-5.27%
SE	434.31M	9.03%	79.85%	6.59%	OOS	-6.66%
Total	4,811.80M	100.00%	76.09%	2.26%	OOS	-1.97%

PC Market Share By AtliQ And Competitor

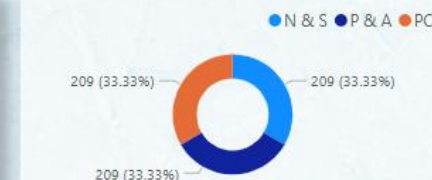
● atliq ● bp ● dale ● innovo ● pacer



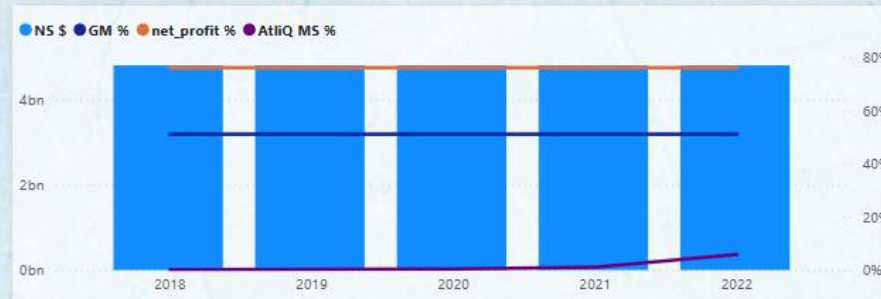
Revenue by Division



Revenue by Channel



Yearly Trend By NS%, GM%, Net Profit %, Market share %



Top Five Products By Revenue

customer	GM %	RC %
Amazon	51.86%	13.61%
AtliQ e Store	51.78%	8.40%
AtliQ Exclusive	43.73%	9.62%
Flipkart	49.15%	3.63%
Sage	55.79%	3.41%
Total	50.19%	38.67%

Top Five Products By Revenue

product	GM %	RC %
AQ BZ Allin1	51.33%	3.51%
AQ BZ Allin1 Gen 2	51.52%	4.02%
AQ HOME Allin1 Gen 2	51.68%	4.33%
AQ Smash 1	51.12%	3.33%
AQ Smash 2	51.20%	3.39%
Total	51.39%	18.59%

BM = Benchmark LY = Last Year AIS = Available in Stock OOS = Out Of Stock

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