

## All Properties Performance

category	All
city	All

Row Labels	Total_Bookings	Total_rev_generated	Avg_rating
<b>Jun</b>			
Atliq Blu	85	₹ 8,56,600.00	4.40
Atliq City	70	₹ 12,07,255.00	3.06
Atliq Exotica	98	₹ 15,70,350.00	4.38
Atliq Grands	36	₹ 4,72,570.00	4.31
Atliq Seasons	44	₹ 8,38,950.00	2.30
<b>Jul</b>			
Atliq Blu	132	₹ 12,29,800.00	4.58
Atliq City	96	₹ 16,35,995.00	3.01
Atliq Exotica	109	₹ 17,11,425.00	4.23
Atliq Grands	57	₹ 7,46,690.00	4.14
Atliq Seasons	38	₹ 7,02,440.00	2.50
<b>Grand Total</b>	<b>765</b>	<b>₹ 1,09,72,075.00</b>	<b>3.87</b>

## Booking Platforms By week

property_name	All
category	All
city	All

Row Labels	Total_Bookings	Total_rev_generated
<b>W 23</b>		
direct offline	11	₹ 1,56,260.00
direct online	16	₹ 1,89,200.00
journey	17	₹ 2,63,470.00
logtrip	20	₹ 3,36,640.00
makeyourtrip	40	₹ 5,69,445.00
others	84	₹ 12,78,390.00
tripster	15	₹ 2,03,775.00
<b>W 24</b>		
direct offline	5	₹ 1,04,050.00
direct online	15	₹ 2,02,605.00
journey	10	₹ 1,64,300.00
logtrip	21	₹ 3,52,140.00
makeyourtrip	22	₹ 3,02,770.00
others	48	₹ 6,80,360.00
tripster	9	₹ 1,42,320.00
<b>W 27</b>		
direct offline	6	₹ 72,410.00
direct online	20	₹ 2,95,610.00
journey	14	₹ 1,97,960.00
logtrip	20	₹ 2,20,660.00
makeyourtrip	33	₹ 4,82,460.00
others	47	₹ 6,87,870.00
tripster	10	₹ 1,33,485.00
<b>W 28</b>		
direct offline	12	₹ 1,44,550.00
direct online	26	₹ 3,66,790.00
journey	19	₹ 3,10,550.00
logtrip	33	₹ 4,22,125.00
makeyourtrip	63	₹ 8,88,175.00
others	106	₹ 15,27,725.00
tripster	23	₹ 2,75,980.00
<b>Grand Total</b>	<b>765</b>	<b>₹ 1,09,72,075.00</b>

**FILTERS**

FY 2019

**GM% by  
Quarters(Sub\_zone)**

(All values are in USD)

GM % Country	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
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%

**GM% by  
Quarters(Sub\_zone)**

(All values are in USD)

FY 2020

GM % Country	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.3%	43.0%	42.8%	41.8%	42.8%
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%

**GM% by  
Quarters(Sub\_zone)**

(All values are in USD)

FY 2021

GM % Country	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
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%



## FILTERS

region All  
sub\_zone All  
FY 2021

## P &amp; L

## For Markets

(All values are in USD)

Market	Net Sales	COGS	Gross Margin	GM %
Australia	21.0M	14.1M	6.9M	32.9%
Austria	2.8M	2.0M	0.9M	30.1%
Bangladesh	7.0M	4.5M	2.4M	34.5%
Canada	35.1M	21.7M	13.4M	38.2%
China	22.9M	13.5M	9.4M	41.1%
France	25.9M	14.7M	11.2M	43.2%
Germany	12.0M	8.9M	3.1M	26.2%
India	161.3M	109.7M	51.6M	32.0%
Indonesia	18.4M	11.3M	7.1M	38.4%
Italy	11.7M	8.2M	3.5M	30.1%
Japan	7.9M	4.2M	3.7M	46.5%
Netherlands	8.0M	4.6M	3.4M	42.0%
Newzealand	11.4M	5.9M	5.5M	48.2%
Norway	13.7M	9.6M	4.0M	29.5%
Pakistan	5.7M	3.6M	2.0M	36.2%
Philippines	31.9M	19.4M	12.5M	39.1%
Poland	5.2M	3.0M	2.2M	42.6%
Portugal	11.8M	6.8M	5.0M	42.1%
South Korea	49.0M	31.4M	17.6M	35.9%
Spain	12.6M	8.4M	4.2M	33.1%
Sweden	1.8M	1.1M	0.7M	40.2%
United Kingdom	34.2M	18.7M	15.4M	45.1%
USA	87.8M	55.3M	32.5M	37.0%

**FILTERS**

market All  
 region All  
 division All  
 customer All  
 FY 2019

**P & L****By Fiscal Years**

(All values are in USD)

Note : 20 vs 21 is not a part of pivot tabl

Metrics	Quarters				
	Q1		Q2		
	Sep	Oct	Nov	Dec	Jan
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%

market All  
 region All  
 division All  
 customer All  
 FY 2020

**P & L****By Fiscal Years**

(All values are in USD)

Note : 20 vs 21 is not a part of pivot tabl

Metrics	Quarters					
	Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	

market All  
 region All  
 division All  
 customer All  
 FY 2021

**P & L****By Fiscal Years**

(All values are in USD)

Note : 20 vs 21 is not a part of pivot tabl

Metrics	Quarters					
	Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	



FILTERS

market	All
region	All
division	All
customer	All

P & L  
By Fiscal Years

(All values are in USD)  
Note : 20 vs 21 is not a part of pivot

Fiscal Years				
Metrics	2019	2020	2021	20 vs 21
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
Gross Margin	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%

**FILTERS**

region All  
 sub\_zone All  
 FY 2021

**P & L  
for Markets**

All values are in USD

Market	Net Sales	COGS	Gross Margin	GM %
Australia	20.99M	14.1M	6.9M	32.9%
Austria	2.84M	2.0M	0.9M	30.1%
Bangladesh	6.95M	4.5M	2.4M	34.5%
Canada	35.06M	21.7M	13.4M	38.2%
China	22.89M	13.5M	9.4M	41.1%
France	25.94M	14.7M	11.2M	43.2%
Germany	12.01M	8.9M	3.1M	26.2%
India	161.26M	109.7M	51.6M	32.0%
Indonesia	18.41M	11.3M	7.1M	38.4%
Italy	11.72M	8.2M	3.5M	30.1%
Japan	7.92M	4.2M	3.7M	46.5%
Netherlands	7.98M	4.6M	3.4M	42.0%
Newzealand	11.40M	5.9M	5.5M	48.2%
Norway	13.68M	9.6M	4.0M	29.5%
Pakistan	5.66M	3.6M	2.0M	36.2%
Philippines	31.86M	19.4M	12.5M	39.1%
Poland	5.19M	3.0M	2.2M	42.6%
Portugal	11.83M	6.8M	5.0M	42.1%
South Korea	48.97M	31.4M	17.6M	35.9%
Spain	12.62M	8.4M	4.2M	33.1%
Sweden	1.77M	1.1M	0.7M	40.2%
United Kingdom	34.15M	18.7M	15.4M	45.1%
USA	87.78M	55.3M	32.5M	37.0%

## GM% by Quarters (sub\_zone)

## FILTERS

FY 2019

GM% Sub Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
India	42.5%	42.2%	42.0%	42.5%	42.4%
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ROA	44.5%	44.3%	44.0%	44.5%	44.4%
SE	44.5%	44.1%	44.0%	44.2%	44.2%

FY 2020

GM% Sub Zone	Quarters				Grand Total
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ANZ	43.3%	43.0%	42.8%	41.8%	42.8%
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SE	38.5%	37.3%	38.2%	37.8%	37.9%

FY 2021

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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%