



region, market ▼ customer ▼ segment, category ▼
All ▼ All ▼ All ▼

YTD

YTG

\$3.74bn✓
BM: 823.85M (+353.5%)

Net Sales

38.08%✓
BM: 0.36 (-4.37%)

GM %

-13.98%!
BM: -0.07 (-110.79%)

Net Profit %

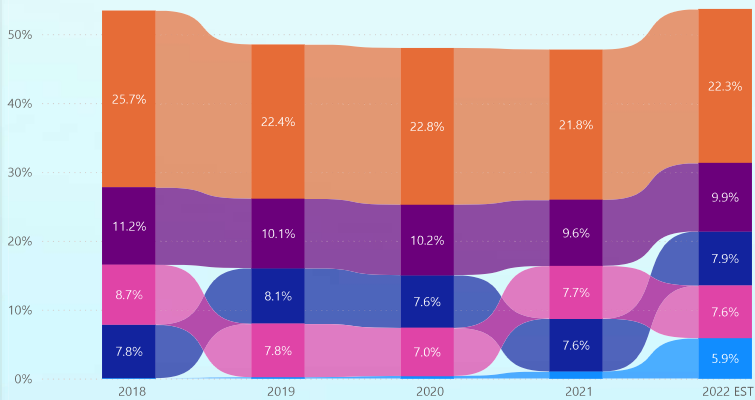
0.1K%✓
LY: 0.0K (+1.2%)

Forecast Accuracy

Key Metrics By Customer

Sub Zone	NS \$	RC %	GM %	Net Profit %	AtliQ MS %	Net Error %	Risk
LATAM	\$14.8M	0.4%	35.0% ↓	-2.9%	0.3%	3.37% EI	
ANZ	\$189.8M	5.1%	43.5%	-7.4%	1.4%	-37.61% OOS	
SE	\$317.8M	8.5%	37.0% ↓	-4.0%	16.4%	-55.47% OOS	
NE	\$457.7M	12.3%	32.8% ↓	-18.1%	6.8%	-4.56% OOS	
ROA	\$788.7M	21.1%	34.2% ↓	-6.3%	8.3%	-4.56% OOS	
India	\$945.3M	25.3%	35.8%	-23.0%	13.3%	-24.37% OOS	
NA	\$1,022.1M	27.4%	45.0%	-14.2%	4.9%	14.35% EI	
Total	\$3,736.2M	100.0%	38.1%	-14.0%	5.9%	-9.48% OOS	

Manufacturer ● atliq ● bp ● dale ● innovo ● pacer



2018

2019

2020

2021

2022 E...

Q1

Q2

Q3

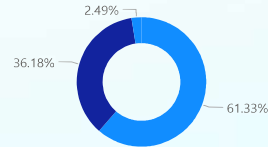
Q4

vs LY

vs Tar...

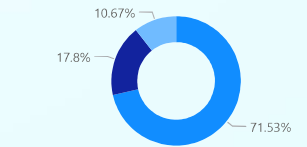
Revenue By Division

division ● PC ● P & A ● N & S

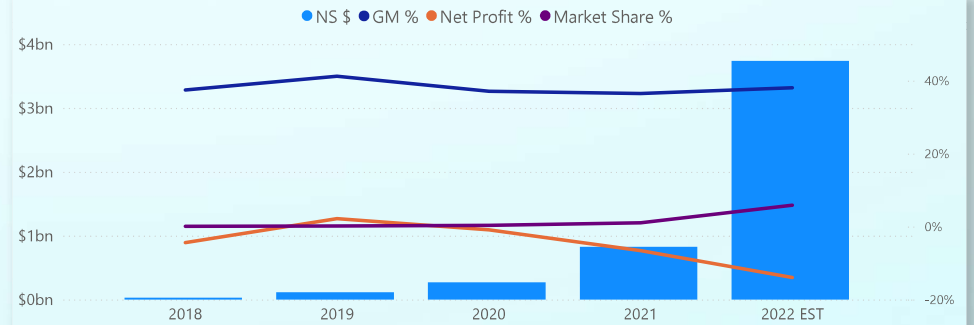


Revenue By Channel

channel ● Retailer ● Direct ● Distributor



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



Top 5 Customers by Revenue

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

Top 5 Product by Revenue

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

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