



region, market

All

customer

All

segment, catego...

All

2019

2020

2021

2022  
Est

Q1

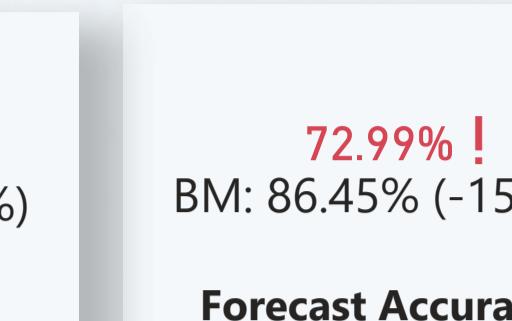
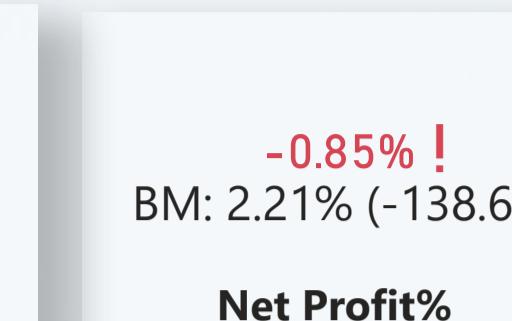
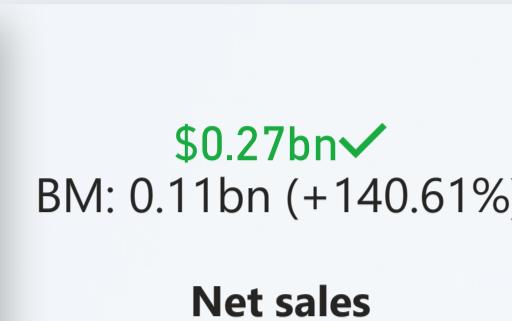
Q2

Q3

Q4

Vs LY

Vs Target

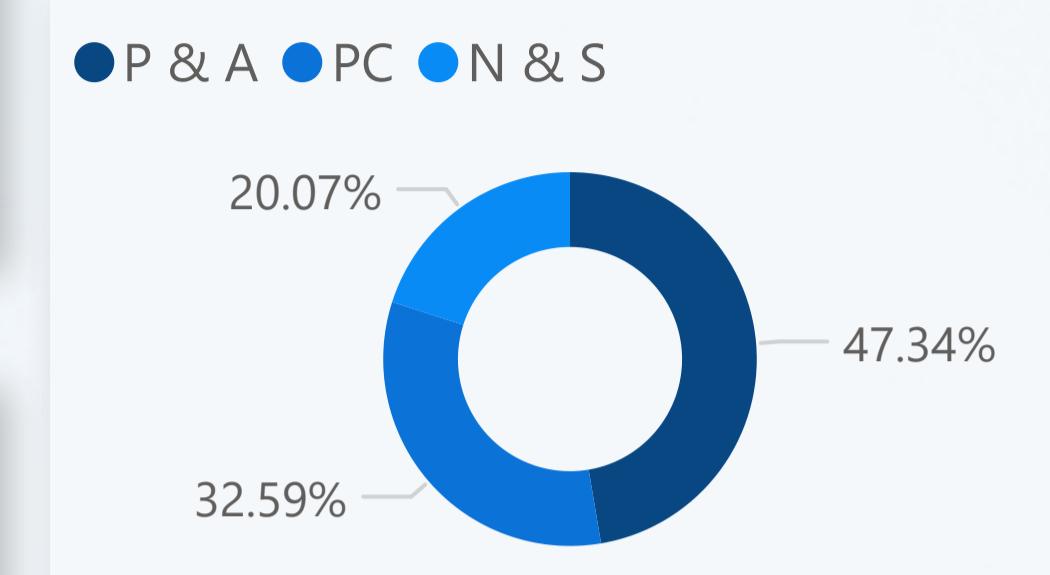


### Key Insights By Subzone

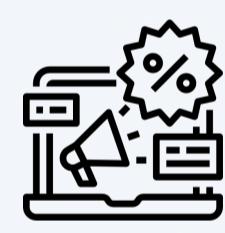
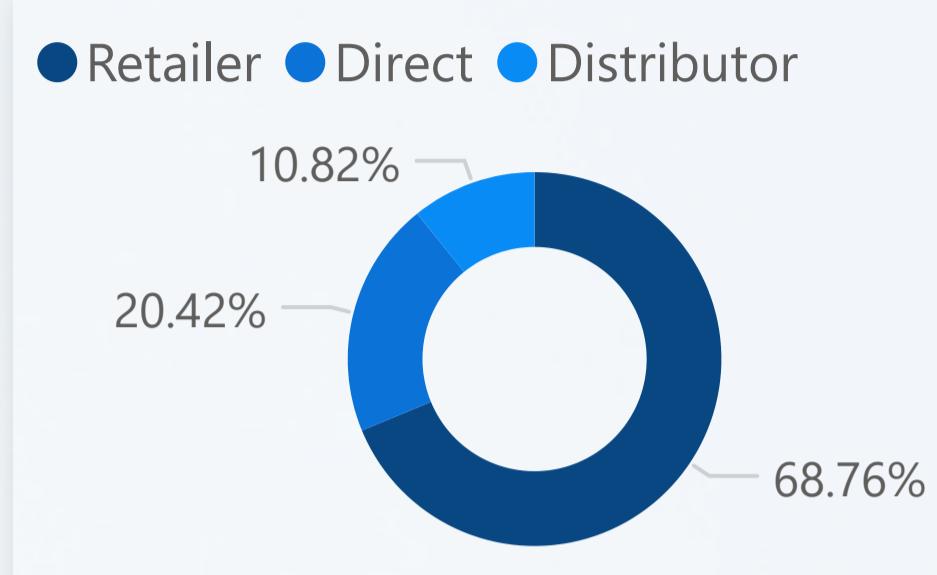
sub_zone	NS \$	RC %	GM %	AtliQ MS %	Net profit %	Net Error %	Risk
SE	\$25.1M	9.4%	37.6%	1.1%	7.0%	11.0%	EI
India	\$64.7M	24.2%	32.1%	0.8%	-14.7%	-0.8%	OOS
ROA	\$66.5M	24.8%	38.1%	0.6%	8.9%	9.4%	EI
NE	\$30.7M	11.4%	38.0%	0.3%	-4.6%	8.3%	EI
NA	\$62.2M	23.2%	39.3%	0.3%	-1.8%	-22.1%	OOS
ANZ	\$16.8M	6.3%	42.4%	0.1%	12.6%	24.2%	EI
Total	<b>\$268.0M</b>	<b>100.0%</b>	<b>37.1%</b>	<b>0.4%</b>	<b>-0.9%</b>	<b>2.3%</b>	<b>EI</b>



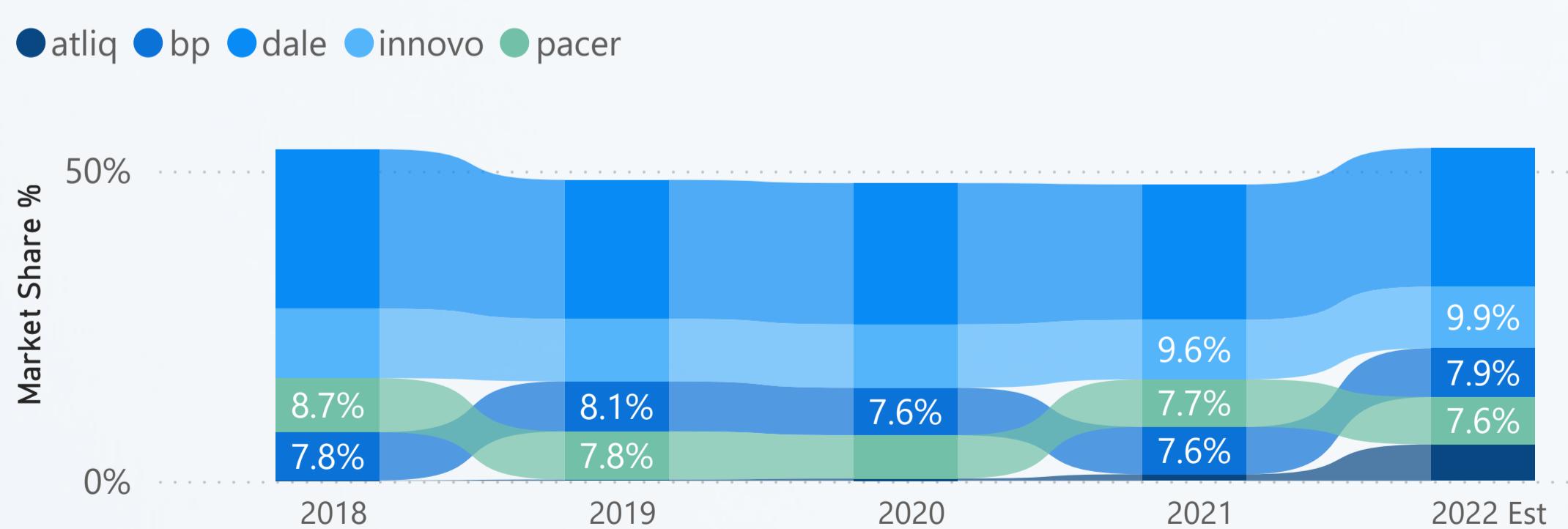
### Revenue By Division



### Revenue By Channel



### PC Market Share Trend - AtliQ & Competition



### Top 5 Customers By Revenue

customer	RC %	GM %
Amazon	18.6%	37.96%
AtliQ e Store	11.8%	37.47%
AtliQ Exclusive	8.6%	45.79%
Flipkart	4.1%	33.54%
<b>Total</b>	<b>46.2%</b>	<b>38.44%</b>

### Top 5 Products By Revenue

product	GM %	RC %
AQ Wi Power Dx2	37.96%	5.4%
AQ BZ Gen Y	36.99%	4.5%
AQ Wi Power Dx1	36.97%	4.4%
AQ BZ Compact	36.47%	4.3%
AQ Lite	36.47%	4.3%
<b>Total</b>	<b>37.02%</b>	<b>22.9%</b>