

region, market

customer

segment, category, ...

2018

2019

2020 20

2021

2022 EST Q1

Q2 Q3

Q4

vs LY

Revenue by Channel

vs Target













\$823.85M \rightarrow BM: 267.98M (+207.43%)

Net `Sales

36.49%! BM: 37.10% (-1.65%) **GM %**

-6.63%!

BM: -0.85% (-676.38%) **NET PROFIT %**

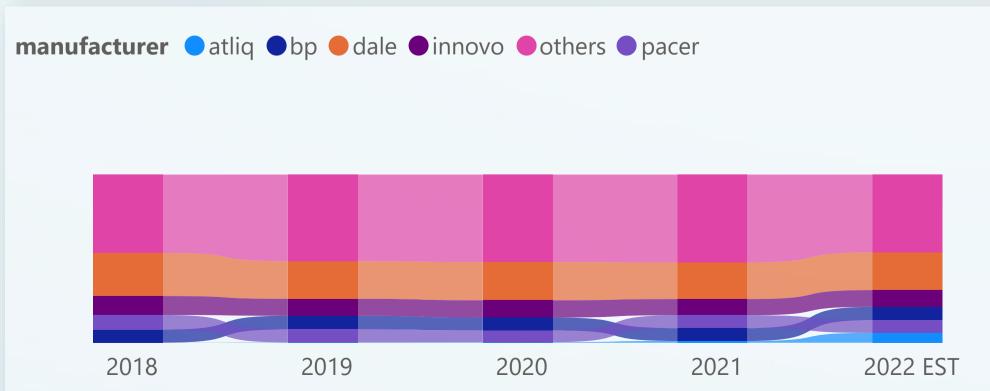
80.21%

LY: 72.99% (+9.88%) **Forecast Accuracy %**

Key insights by Sub Zone

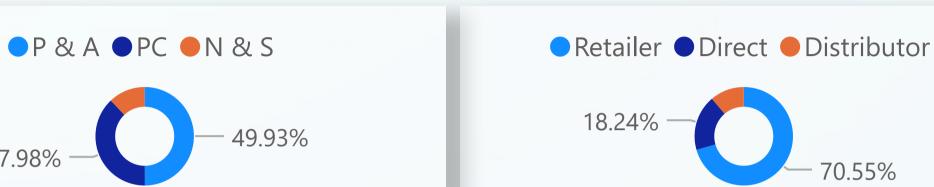
Sub Zone	NS \$	RC %	GM %	Atliq MS %	Net Proft %	Net Error %	Risk
India	\$210.7M	25.6%	32.0% 🖖	2.5%	-24.7%	3.90%	El
NA	\$177.9M	21.6%	37.2% 🖖	0.8%	-13.7%	-7.06%	OOS
NE	\$109.3M	13.3%	38.0%	1.2%	-1.1%	11.27%	El
SE	\$91.5M	11.1%	38.7%	3.6%	4.4%	10.56%	El
LATAM	\$3.2M	0.4%	37.5%	0.0%	6.2%	5.32%	El
ANZ	\$44.4M	5.4%	38.5% 🖖	0.3%	7.3%	-5.19%	OOS
ROA	\$186.9M	22.7%	38.3%	1.5%	8.2%	-21.55%	OOS
Total	\$823.8M	100.0%	36.5%	1.1%	-6.6%	-1.52%	oos

PC Market shares between AtliQ and Competitors



YTD YTG





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



Top 5 Customer by RC %

customer	RC %	GM %
Amazon	13.2%	35.40% 🖖
Atliq e Store	8.5%	37.54%
AtliQ Exclusive	9.7%	43.73% 🖖
Flipkart	3.1%	30.23% 🖖
Sage	3.3%	35.16%
Total	37.8%	37.58%

Top 5 Product by RC %

RC %	GM %
4.1%	35.97%
2.9%	36.06%
2.7%	36.68% 🖖
3.4%	37.09%
3.3%	36.89%
16.3%	36.52%
	4.1% 2.9% 2.7% 3.4% 3.3%