

Filter

region	All
customer	All
division	All

P & L

By Fiscal Year

All values in USD

Note: 2021 vs 2020 isn't the part of pivot table

Fiscal Years				
Metrics	2019	2020	2021	2021 vs 2020
Australia				
Net sales	3.88M	10.70M	20.99M	96.2%
COGS	2.23M	5.79M	14.08M	143.2%
Gross Margi	1.65M	4.91M	6.91M	40.8%
GM %	42.6%	45.9%	32.9%	-28.2%
Austria				
Net sales		0.12M	2.84M	2301.3%
COGS		0.09M	1.98M	2172.4%
Gross Margin		0.03M	0.86M	2665.4%
GM %		26.1%	30.1%	15.2%
Bangladesh				
Net sales	0.48M	2.26M	6.95M	207.7%
COGS	0.34M	1.36M	4.55M	233.5%
Gross Margi	0.14M	0.89M	2.40M	168.4%
GM %	28.7%	39.6%	34.5%	-12.8%
Canada				
Net sales	4.76M	12.17M	35.06M	188.1%
COGS	2.78M	7.07M	21.66M	206.4%
Gross Margi	1.99M	5.10M	13.39M	162.6%
GM %	41.7%	41.9%	38.2%	-8.8%
China				
Net sales	1.43M	5.42M	22.89M	322.0%
COGS	0.78M	3.33M	13.49M	305.5%
Gross Margi	0.64M	2.10M	9.40M	348.1%
GM %	44.9%	38.7%	41.1%	6.2%
France				
Net sales	4.04M	7.47M	25.94M	247.2%
COGS	2.26M	4.25M	14.73M	246.4%
Gross Margi	1.78M	3.22M	11.22M	248.3%
GM %	44.1%	43.1%	43.2%	0.3%
Germany				
Net sales	2.56M	4.69M	12.01M	156.2%
COGS	1.62M	3.02M	8.86M	193.8%
Gross Margi	0.95M	1.67M	3.14M	88.3%
GM %	37.0%	35.6%	26.2%	-26.5%
India				
Net sales	30.82M	49.77M	161.26M	224.0%
COGS	17.77M	33.74M	109.65M	225.0%
Gross Margi	13.05M	16.03M	51.61M	222.0%

GM %	42.4%	32.2%	32.0%	-0.6%
Indonesia				
Net sales	2.52M	6.21M	18.41M	196.7%
COGS	1.46M	3.54M	11.34M	220.1%
Gross Margi	1.06M	2.66M	7.07M	165.6%
GM %	42.0%	42.9%	38.4%	-10.5%
Italy				
Net sales	2.90M	4.46M	11.72M	162.5%
COGS	1.58M	3.09M	8.19M	164.6%
Gross Margi	1.33M	1.37M	3.53M	157.8%
GM %	45.6%	30.7%	30.1%	-1.8%
Japan				
Net sales	1.88M	7.92M		321.1%
COGS	1.19M	4.24M		257.3%
Gross Margin	0.70M	3.69M		430.0%
GM %	37.0%	46.5%		25.9%
Netherlands				
Net sales	0.23M	3.36M	7.98M	137.9%
COGS	0.14M	1.75M	4.63M	164.2%
Gross Margi	0.08M	1.60M	3.36M	109.2%
GM %	36.4%	47.8%	42.0%	-12.1%
Newzealand				
Net sales	1.99M	11.40M		474.3%
COGS	1.46M	5.90M		303.8%
Gross Margin	0.52M	5.50M		950.7%
GM %	26.4%	48.2%		83.0%
Norway				
Net sales	2.48M	13.68M		451.8%
COGS	1.54M	9.65M		525.0%
Gross Margin	0.94M	4.03M		331.0%
GM %	37.7%	29.5%		-21.9%
Pakistan				
Net sales	0.62M	4.69M	5.66M	20.5%
COGS	0.38M	2.69M	3.61M	34.3%
Gross Margi	0.25M	2.01M	2.05M	2.0%
GM %	39.7%	42.8%	36.2%	-15.4%
Philiphines				
Net sales	5.69M	13.37M	31.86M	138.4%
COGS	3.42M	7.33M	19.40M	164.6%
Gross Margi	2.27M	6.03M	12.45M	106.5%
GM %	39.9%	45.1%	39.1%	-13.4%
Poland				
Net sales	0.41M	2.79M	5.19M	85.8%
COGS	0.26M	1.67M	2.98M	78.5%
Gross Margi	0.15M	1.12M	2.21M	96.7%
GM %	37.4%	40.2%	42.6%	5.9%
Portugal				

AtliQ Hardwares



Net sales	0.75M	3.59M	11.83M	229.8%
COGS	0.45M	2.29M	6.85M	198.9%
Gross Margi	0.29M	1.30M	4.98M	284.5%
GM %	39.3%	36.1%	42.1%	16.6%

South Korea

Net sales	12.80M	17.28M	48.97M	183.3%
COGS	6.72M	12.13M	31.38M	158.7%
Gross Margi	6.09M	5.15M	17.59M	241.3%
GM %	47.5%	29.8%	35.9%	20.5%

Spain

Net sales	1.77M	12.62M	611.4%
COGS	1.11M	8.44M	663.2%
Gross Margin	0.67M	4.18M	525.7%
GM %	37.7%	33.1%	-12.1%

Sweden

Net sales	0.05M	0.23M	1.77M	681.9%
COGS	0.03M	0.13M	1.06M	735.6%
Gross Margi	0.02M	0.10M	0.71M	613.8%
GM %	38.3%	44.1%	40.2%	-8.7%

United Kingdom

Net sales	2.00M	8.08M	34.15M	322.7%
COGS	1.27M	5.32M	18.74M	252.1%
Gross Margi	0.72M	2.76M	15.41M	459.0%
GM %	36.2%	34.1%	45.1%	32.2%

USA

Net sales	11.53M	31.92M	87.78M	175.0%
COGS	7.75M	19.48M	55.31M	183.9%
Gross Margi	3.78M	12.44M	32.47M	161.0%
GM %	32.8%	39.0%	37.0%	-5.1%

Total Net sale	87.48M	196.69M	598.88M	204.5%
Total COGS	51.24M	123.37M	380.71M	208.6%
Total Gross M	36.24M	73.32M	218.16M	197.6%
Total GM %	41.4%	37.3%	36.4%	-2.3%

AtliQ Hardwares



AtliQ Hardware

Filter

region	All
market	All
division	All
customer	All
fiscal year	2019

P & L

By Fiscal Year

All values in USD

Note: Don't Modify

	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	6.46M	8.04M	10.74M	11.44M	6.52M	6.08M	6.41M	6.32M	6.49M	6.18M	6.48M	6.31M	87.48M
COGS	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M	51.24M
Gross Margin	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M	36.24M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Filter

region	All
market	All
division	All
customer	All
fiscal year	2020

	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	17.10M	20.63M	28.69M	29.90M	17.13M	15.93M	2.11M	7.76M	9.93M	14.88M	16.08M	16.54M	196.69M
COGS	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M	123.37M
Gross Margin	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M	73.32M

AtliQ Hardwares

GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%
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Filter

region	All
market	All
division	All
customer	All
fiscal year	2021

Quarters													
	Q1			Q2			Q3			Q4			Grand Total
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	44.82M	54.59M	74.34M	78.06M	44.79M	41.82M	43.95M	43.54M	44.40M	41.47M	44.05M	43.05M	598.88M
COGS	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M	380.71M
Gross Margin	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M	218.16M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales

Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%



Filter

region	All
sub_zone	All
fiscal year	All

P & L

For Markets

All values in USD

Markets	Net sales	COGS	Gross Margin	GM %
Australia	35.57M	22.10M	13.47M	37.9%
Austria	2.96M	2.07M	0.89M	30.0%
Bangladesh	9.69M	6.26M	3.43M	35.4%
Canada	51.99M	31.51M	20.48M	39.4%
China	29.74M	17.60M	12.14M	40.8%
France	37.45M	21.23M	16.22M	43.3%
Germany	19.26M	13.50M	5.76M	29.9%
India	241.85M	161.16M	80.69M	33.4%
Indonesia	27.15M	16.35M	10.80M	39.8%
Italy	19.09M	12.86M	6.23M	32.6%
Japan	9.80M	5.42M	4.38M	44.7%
Netherlands	11.57M	6.52M	5.04M	43.6%
Newzealand	13.39M	7.37M	6.02M	45.0%
Norway	16.16M	11.19M	4.97M	30.7%
Pakistan	10.98M	6.67M	4.30M	39.2%
Philippines	50.92M	30.16M	20.76M	40.8%
Poland	8.39M	4.91M	3.48M	41.5%
Portugal	16.16M	9.59M	6.57M	40.7%
South Korea	79.05M	50.22M	28.83M	36.5%
Spain	14.39M	9.54M	4.85M	33.7%
Sweden	2.05M	1.22M	0.83M	40.6%
United Kingdo	44.23M	25.34M	18.89M	42.7%
USA	131.23M	82.54M	48.69M	37.1%
Grand Total	883.05M	555.32M	327.72M	37.1%

Filter

fiscal year 2019

GM % by Quarters (Sub-zone)

GM %	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
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%

Filter

fiscal year 2020

GM %	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
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%

Filter

fiscal year 2021

GM %	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
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%
SE	38.6%	38.3%	38.6%	38.5%	38.5%