

\$3.74bn✓

BM: 823.85M (+353.5%)

NET SALES

38.08%✓

BM: 0.36 (+4.37%)

GM %

-13.98%!

BM: -6.63% (-110.79%)

Net Profit %

81.17%✓

BM: 80.21% (+1.2%)

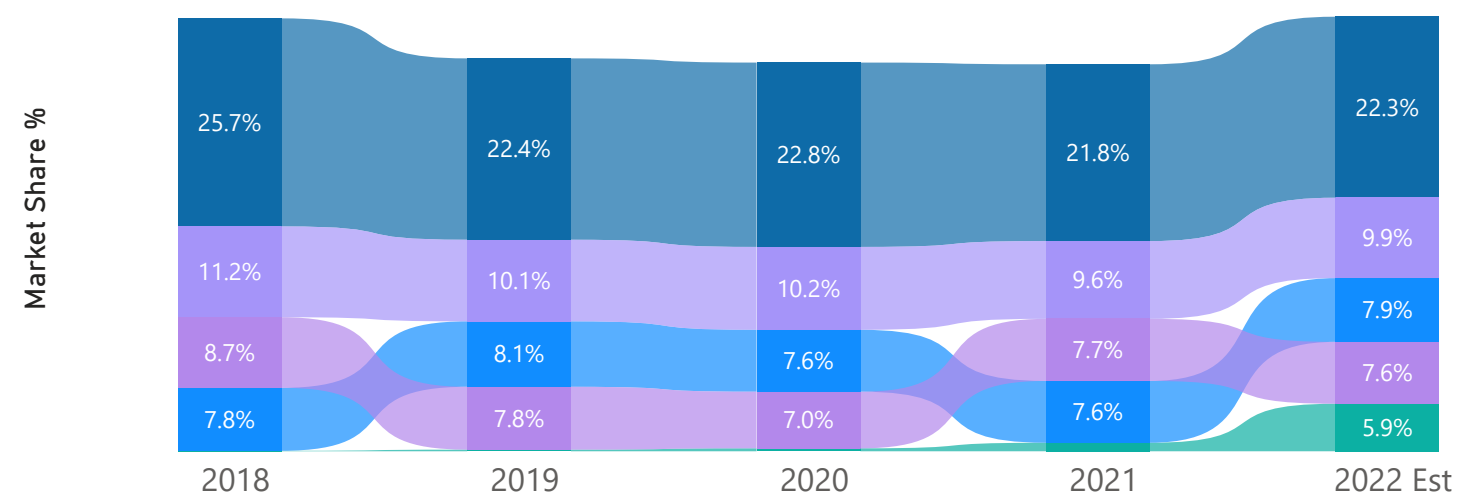
FORECAST ACCURACY

KEY INSIGHTS BY SUB ZONE

Sub Zone	NS \$	RC %	GM %	Net Profit %	AtliQ MS %	Market Share %	Net Error %	Risk
ANZ	\$189.8M	5.1%	43.5%	-7.4%	0.01	16.7%	-37.61%	OOS
India	\$945.3M	25.3%	35.8%	-23.0%	0.13	16.7%	-24.37%	OOS
LATAM	\$14.8M	0.4%	35.0%	↓	-2.9%	0.00	16.7%	3.37% EI
NA	\$1,022.1M	27.4%	45.0%	-14.2%	0.05	16.7%	14.35%	EI
NE	\$457.7M	12.3%	32.8%	↓	-18.1%	0.07	16.7%	-4.56% OOS
ROA	\$788.7M	21.1%	34.2%	↓	-6.3%	0.08	16.7%	-4.56% OOS
SE	\$317.8M	8.5%	37.0%	↓	-4.0%	0.16	16.7%	-55.47% OOS
Total	\$3,736.2M	100.0%	38.1%	-14.0%	0.06	16.7%	-9.48%	OOS

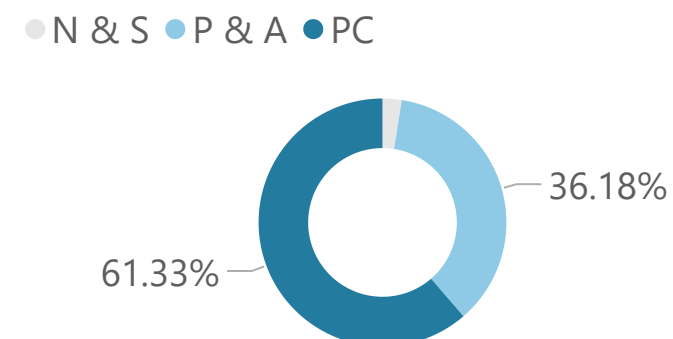
Market Share % by fy_desc and manufacturer

● atliq ● bp ● dale ● innovo ● pacer

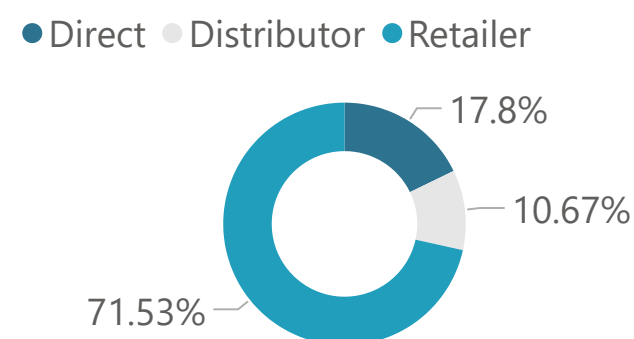


BM = Benchmark , LY = Last Year , EI = Excess Inventory ,

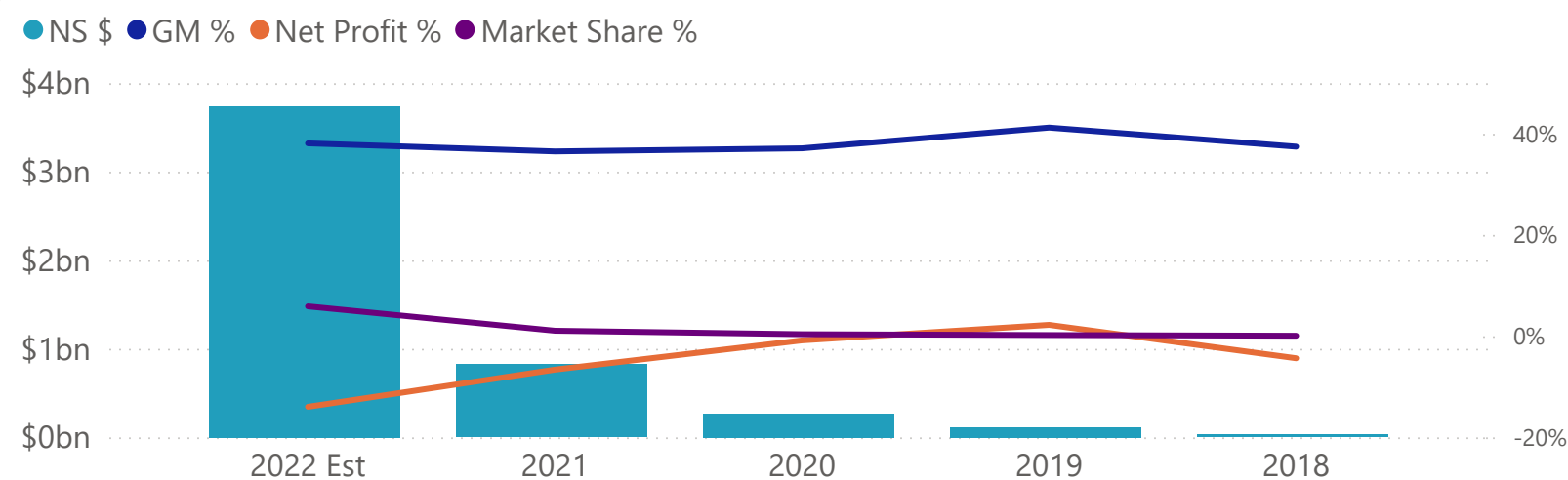
REVENUE BY DIVISION



REVENUE BY CHANNEL



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



Top 5 Customers by Revenue

customer	RC %	GM %
AtliQ Exclusive	9.7%	46.0%
Flipkart	3.7%	42.1%
Atliq e Store	8.1%	36.9%
Amazon	13.3%	36.8%
Sage	3.4%	31.5%
Total	38.2%	39.2%

Top 5 Products by Revenue

product	RC %	GM %
AQ Home Allin1	4.1%	38.7%
AQ BZ Allin1 Gen 2	5.4%	38.5%
AQ HOME Allin1 Gen 2	5.7%	38.1%
AQ Smash 1	3.8%	37.4%
AQ Smash 2	4.1%	37.4%
Total	23.2%	38.1%