



region, market
All

customer
All

segment, cate...
All



2019

2020

2021

2022EST

Q1

Q2

Q3



YTD

YTG



\$3,736.2M !
BM: 3,807.1M
(-1.86%)
Net Sales

38.08% !
BM: 38.34%
(-0.66%)
GM %

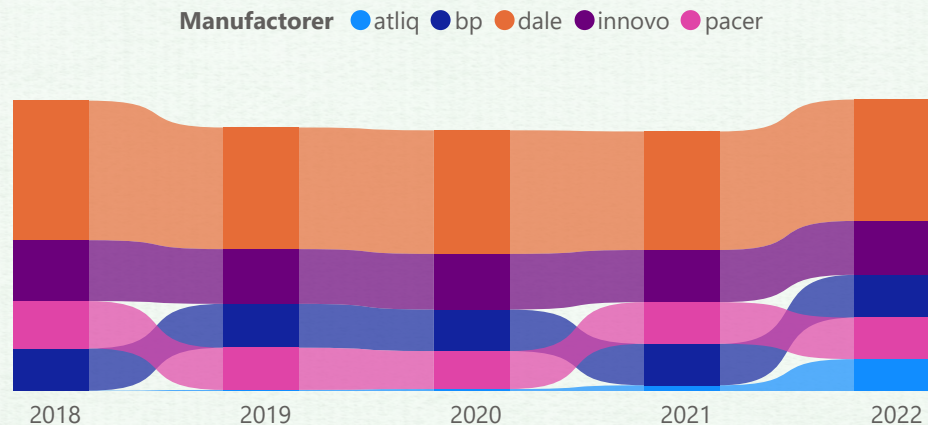
-13.98%✓
BM: -0.14
(+1.47%)
Net Profit

81.2%✓
LY: 0.8 (+1.2%)
FA %

Key Insights By Sub Zone

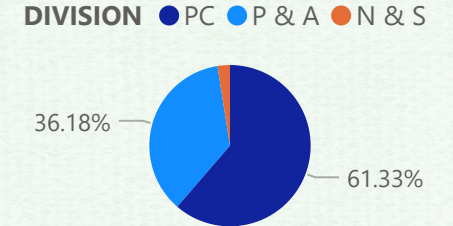
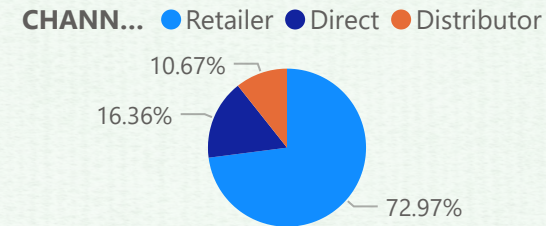
sub_zone	NS \$	RC %	G M %	Atliq MS %	NP %	Net Error %	Risk	Atliq MS %
N.A	\$1,022.09M	27.36%	44.97%	13.26%	-14.22%	14.35%	EI	
India	\$945.34M	25.30%	35.75%	8.32%	-22.99%	-24.37%	OOS	13.26%
ROA	\$788.66M	21.11%	34.19%	6.80%	-6.32%	-4.56%	OOS	8.32%
NE	\$457.71M	12.25%	32.80%	1.36%	-18.09%	-4.56%	OOS	6.80%
SE	\$317.78M	8.51%	37.03%	0.28%	-4.00%	-55.47%	OOS	16.40%
ANZ	\$189.78M	5.08%	43.50%	1.36%	-7.39%	-37.61%	OOS	1.36%
LATAM	\$14.82M	0.40%	35.02%	0.28%	-2.95%	3.37%	EI	0.28%
Total	\$3,736.17M	100.00%	38.08%	5.87%	-13.98%	-9.48%	OOS	5.87%

PC Market Share Trend By AtliQ & Competitor

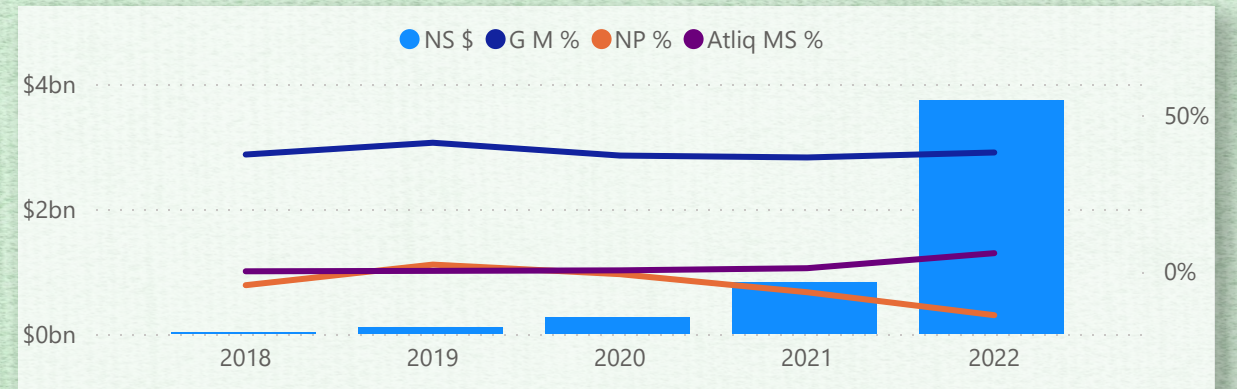


NS BY CHANNEL & DIVISION

vs LY vs Tgt



Yearly Trend By Revenue ,GM%,NP%& Market Share%



Top 5 Products by Revenue

product	RC %	G M %
AQ BZ Allin1 Gen 2	5.42%	38.51%
AQ Home Allin1	4.13%	38.71%
AQ HOME Allin1 Gen 2	5.70%	38.08%
AQ Smash 1	3.81%	37.43%
AQ Smash 2	4.13%	37.40%
Total	23.19%	38.06%

Top 5 Customers by Revenue

customer	RC %	G M %
AltiQ Exclusive	8.22%	47.22%
Amazon	13.30%	36.78%
Atliq e Store	8.14%	36.88%
Flipkart	3.71%	42.14%
Sage	3.42%	31.53%
Total	36.79%	39.19%

NS :Net Sale ,GM: Gross Margin, NP: Net Profit, BM: Bench Mark, EI: Excess Inventory, OSS: Out Of Stock, RC : Revenue Contribution, MS: Market Share