

Filters

2019202020212022 Est

Vs LYVs Target

Q1Q2Q3Q4

YTDYTG

By Region/Country

All

By Stores

All

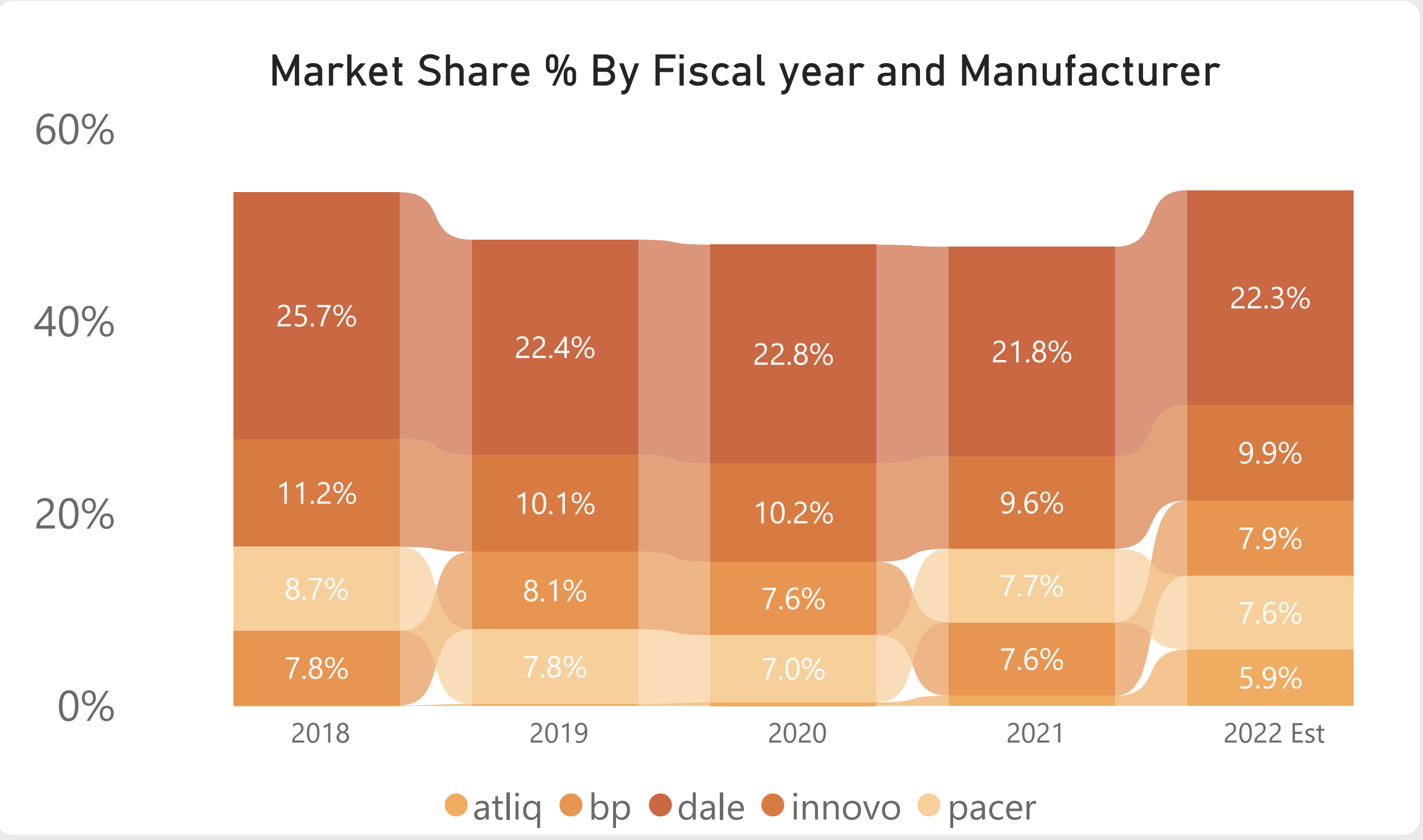
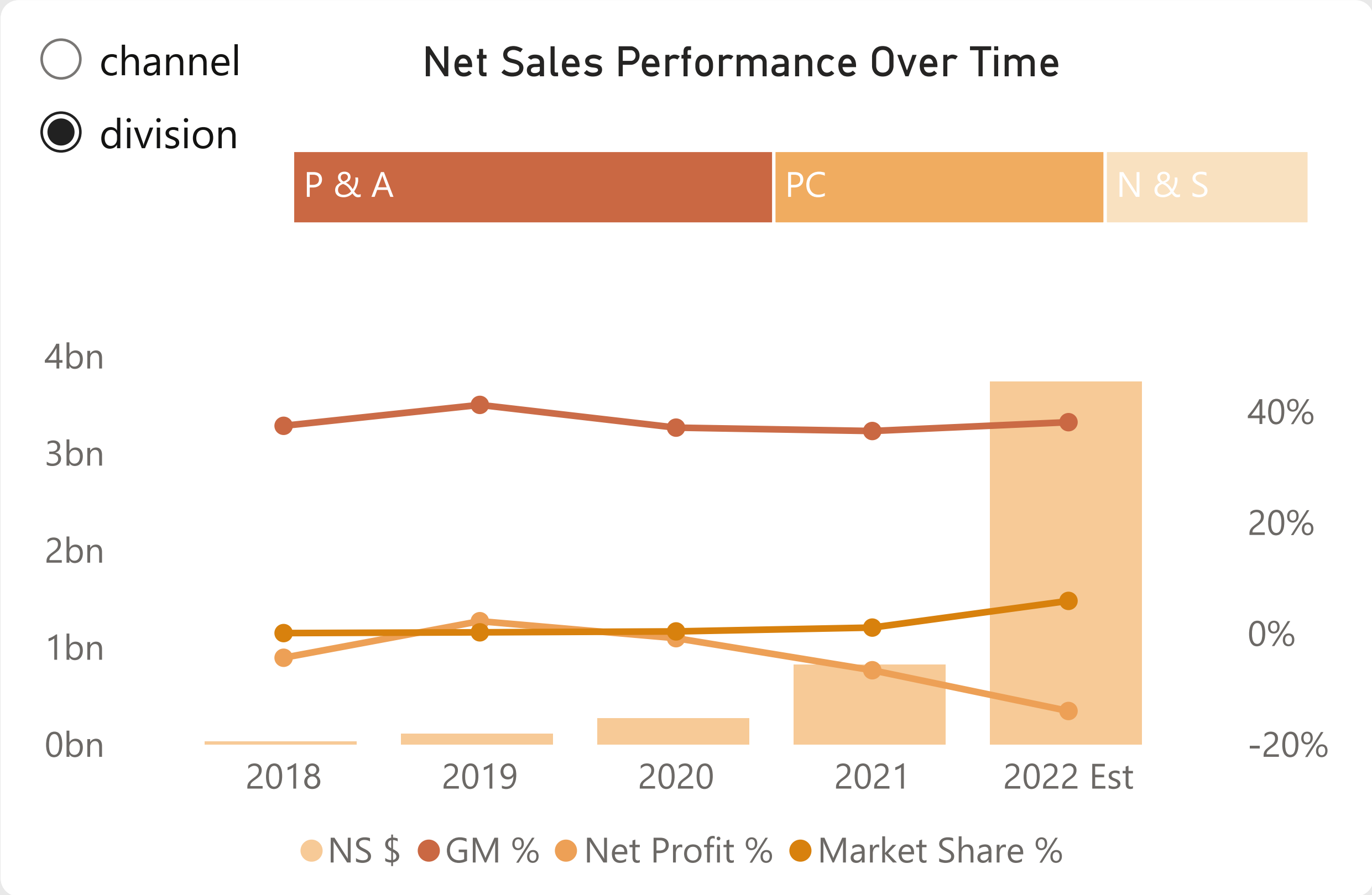
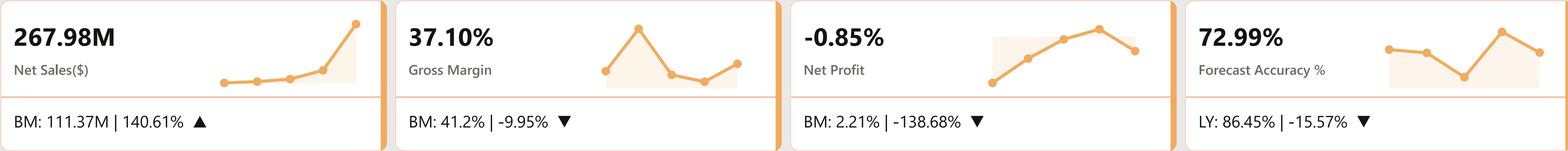
By Category

All

Abbreviations

BM=Benchmark | LY=Last Year
NS=Net Sales | GM=Gross Margin
| NP = Net Profit | Chg=change
OOS=out of stock| EI=Excess Inventory

All Values in millions \$



Top 5 Products

Customer	RC%	GM %
AltiQ Exclusive	7.6%	48.02% ▲
Amazon	18.6%	37.96% ▼
Atliq e Store	11.8%	37.47% ▼
Flipkart	4.1%	33.54% ▼
Sage	3.1%	31.22% ▼

Top 5 Customers

product	RC%	GM %
AQ BZ Compact	4.3%	36.47% ▼
AQ BZ Gen Y	4.5%	36.99% ▼
AQ Lite	4.3%	36.47% ▼
AQ Wi Power Dx1	4.4%	36.97% ▼
AQ Wi Power Dx2	5.4%	37.96% ▲

Key Insights By Sub Zone

Sub_zone	NS \$	GM %	RC%	Net Profit %	MS % Atliq	Net Error %	Risk
ANZ	16.80M	42.36%	6.3%	12.62% ▲	0.4%	24.23%	EI
India	64.73M	32.07%	24.2%	-14.73% ▼	0.4%	-0.82%	OOS
LATAM	2.00M	30.96%	0.7%	-0.08% ▼	0.4%	1.20%	EI
NA	62.21M	39.35%	23.2%	-1.79% ▼	0.4%	-22.10%	OOS
NE	30.68M	37.97%	11.4%	-4.58% ▼	0.4%	8.34%	EI
ROA	66.45M	38.15%	24.8%	8.87% ▲	0.4%	9.35%	EI
SE	25.11M	37.64%	9.4%	6.98% ▲	0.4%	11.01%	EI
Total	267.98M	37.10%	100.0%	-0.85%	0.4%	2.31%	EI