## **AtliQ Hardware**



## **Filters**

region All P&L
customer All By Fiscal Year
division All All values are in USD

Note: 21 s 20 is not part of pivot table

Fiscal	l Year	S
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	Fiscall Years			
Customer	2019	2020	2021	21vs20
Australia				
NetSales	3.9M	10.7M	21.0M	96.2%
COGS	2.2M	5.8M	14.1M	143.2%
Gross Margin	1.7M	4.9M	6.9M	40.8%
GM%	42.6%	45.9%	32.9%	-28.2%
Austria				
NetSales		0.1M	2.8M	2301.3%
COGS		0.1M	2.0M	2172.4%
Gross Margin		0.0M	0.9M	2665.4%
GM%		26.1%	30.1%	15.2%
Bangladesh			,	
NetSales	0.5M	2.3M	7.0M	207.7%
COGS	0.3M	1.4M	4.5M	233.5%
Gross Margin	0.1M	0.9M	2.4M	168.4%
GM%	28.7%	39.6%	34.5%	-12.8%
Canada				
NetSales	4.8M	12.2M	35.1M	188.1%
COGS	2.8M	7.1M	21.7M	206.4%
Gross Margin	2.0M	5.1M	13.4M	162.6%
GM%	41.7%	41.9%	38.2%	-8.8%
China				
NetSales	1.4M	5.4M	22.9M	322.0%
COGS	0.8M	3.3M	13.5M	305.5%
Gross Margin	0.6M	2.1M	9.4M	348.1%
GM%	44.9%	38.7%	41.1%	6.2%
France			·	
NetSales	4.0M	7.5M	25.9M	247.2%
COGS	2.3M	4.3M	14.7M	246.4%
Gross Margin	1.8M	3.2M	11.2M	248.3%
GM%	44.1%	43.1%	43.2%	0.3%
Germany				
NetSales	2.6M	4.7M	12.0M	156.2%
COGS	1.6M	3.0M	8.9M	193.8%
Gross Margin	0.9M	1.7M	3.1M	88.3%
GM%	37.0%	35.6%	26.2%	-26.5%
India				
NetSales	30.8M	49.8M	161.3M	224.0%

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COGS	17.8M	33.7M	109.7M	225.0%
Gross Margin	13.1M	16.0M	51.6M	222.0%
GM%	42.4%	32.2%	32.0%	-0.6%
	42.470	JZ.Z /0	32.076	-0.076
Indonesia				
NetSales	2.5M	6.2M	18.4M	-
COGS	1.5M	3.5M	11.3M	220.1%
Gross Margin	1.1M	2.7M	7.1M	165.6%
GM%	42.0%	42.9%	38.4%	-10.5%
Italy	1_1010	1-11 10		
NetSales	2.9M	4.5M	11.7M	162.5%
				_
COGS	1.6M	3.1M	8.2M	164.6%
Gross Margin	1.3M	1.4M	3.5M	157.8%
GM%	45.6%	30.7%	30.1%	-1.8%
Japan			,	
NetSales		1.9M	7.9M	321.1%
COGS		1.2M	4.2M	257.3%
			1	_
Gross Margin		0.7M	3.7M	430.0%
GM%		37.0%	46.5%	25.9%
Netherlands				
NetSales	0.2M	3.4M	8.0M	137.9%
COGS	0.1M	1.8M	4.6M	164.2%
Gross Margin	0.1M	1.6M	3.4M	109.2%
GM%				-12.1%
	36.4%	47.8%	42.0%	-12.1/0
Newzealand				
NetSales		2.0M	11.4M	474.3%
COGS		1.5M	5.9M	303.8%
Gross Margin		0.5M	5.5M	950.7%
GM%		26.4%	48.2%	83.0%
Norway			i i	
NetSales		2.5M	13.7M	451.8%
			i	
COGS		1.5M	9.6M	525.0%
Gross Margin		0.9M	4.0M	331.0%
GM%		37.7%	20 50/	04 00/
		37.770	29.5%	-21.9%
Pakistan		37.770	29.5%	-21.9%
Pakistan NetSales	0.6M		,	
NetSales	0.6M 0.4M	4.7M	5.7M	20.5%
NetSales COGS	0.4M	4.7M 2.7M	5.7M 3.6M	20.5% 34.3%
NetSales COGS Gross Margin	0.4M 0.2M	4.7M 2.7M 2.0M	5.7M 3.6M 2.0M	20.5% 34.3% 2.0%
NetSales COGS Gross Margin GM%	0.4M	4.7M 2.7M	5.7M 3.6M	20.5% 34.3%
NetSales COGS Gross Margin GM% Philiphines	0.4M 0.2M 39.7%	4.7M 2.7M 2.0M 42.8%	5.7M 3.6M 2.0M 36.2%	20.5% 34.3% 2.0% -15.4%
NetSales COGS Gross Margin GM%	0.4M 0.2M	4.7M 2.7M 2.0M	5.7M 3.6M 2.0M	20.5% 34.3% 2.0% -15.4%
NetSales COGS Gross Margin GM% Philiphines	0.4M 0.2M 39.7%	4.7M 2.7M 2.0M 42.8%	5.7M 3.6M 2.0M 36.2%	20.5% 34.3% 2.0% -15.4%
NetSales COGS Gross Margin GM% Philiphines NetSales COGS	0.4M 0.2M 39.7% 5.7M 3.4M	4.7M 2.7M 2.0M 42.8% 13.4M 7.3M	5.7M 3.6M 2.0M 36.2% 31.9M 19.4M	20.5% 34.3% 2.0% -15.4% 138.4% 164.6%
NetSales COGS Gross Margin GM% Philiphines NetSales COGS Gross Margin	0.4M 0.2M 39.7% 5.7M 3.4M 2.3M	4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M	5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 12.5M	20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5%
NetSales COGS Gross Margin GM% Philiphines NetSales COGS Gross Margin GM%	0.4M 0.2M 39.7% 5.7M 3.4M	4.7M 2.7M 2.0M 42.8% 13.4M 7.3M	5.7M 3.6M 2.0M 36.2% 31.9M 19.4M	20.5% 34.3% 2.0% -15.4% 138.4% 164.6%
NetSales COGS Gross Margin GM% Philiphines NetSales COGS Gross Margin GM% Poland	0.4M 0.2M 39.7% 5.7M 3.4M 2.3M 39.9%	4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M 45.1%	5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 12.5M 39.1%	20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5% -13.4%
NetSales COGS Gross Margin GM% Philiphines NetSales COGS Gross Margin GM% Poland NetSales	0.4M 0.2M 39.7% 5.7M 3.4M 2.3M 39.9%	4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M 45.1%	5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 12.5M 39.1%	20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5% -13.4%
NetSales COGS Gross Margin GM% Philiphines NetSales COGS Gross Margin GM% Poland	0.4M 0.2M 39.7% 5.7M 3.4M 2.3M 39.9%	4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M 45.1%	5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 12.5M 39.1%	20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5% -13.4%
NetSales COGS Gross Margin GM% Philiphines NetSales COGS Gross Margin GM% Poland NetSales	0.4M 0.2M 39.7% 5.7M 3.4M 2.3M 39.9%	4.7M 2.7M 2.0M 42.8% 13.4M 7.3M 6.0M 45.1%	5.7M 3.6M 2.0M 36.2% 31.9M 19.4M 12.5M 39.1%	20.5% 34.3% 2.0% -15.4% 138.4% 164.6% 106.5% -13.4% 85.8% 78.5%

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COGS       0.5M       2.3M       6.8M       198.9%         Gross Margin       0.3M       1.3M       5.0M       284.5%         GM%       39.3%       36.1%       42.1%       16.6%         South Korea         NetSales       12.8M       17.3M       49.0M       183.3%         COGS       6.7M       12.1M       31.4M       158.7%         Gross Margin       6.1M       5.2M       17.6M       241.3%         GM%       47.5%       29.8%       35.9%       20.5%         Spain       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	GM%	37.4%	40.2%	42.6%	5.9%
COGS       0.5M       2.3M       6.8M       198.9%         Gross Margin       0.3M       1.3M       5.0M       284.5%         GM%       39.3%       36.1%       42.1%       16.6%         South Korea       12.8M       17.3M       49.0M       183.3%         COGS       6.7M       12.1M       31.4M       158.7%         Gross Margin       6.1M       5.2M       17.6M       241.3%         GM%       47.5%       29.8%       35.9%       20.5%         Spain       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	Portugal				
Gross Margin         0.3M         1.3M         5.0M         284.5%           GM%         39.3%         36.1%         42.1%         16.6%           South Korea         12.8M         17.3M         49.0M         183.3%           COGS         6.7M         12.1M         31.4M         158.7%           Gross Margin         6.1M         5.2M         17.6M         241.3%           GM%         47.5%         29.8%         35.9%         20.5%           Spain         1.8M         12.6M         611.4%           COGS         1.1M         8.4M         663.2%           Gross Margin         0.7M         4.2M         525.7%           GM%         37.7%         33.1%         -12.1%           Sweden	NetSales	0.7M	3.6M	11.8M	229.8%
GM%       39.3%       36.1%       42.1%       16.6%         South Korea       NetSales       12.8M       17.3M       49.0M       183.3%         COGS       6.7M       12.1M       31.4M       158.7%         Gross Margin       6.1M       5.2M       17.6M       241.3%         GM%       47.5%       29.8%       35.9%       20.5%         Spain       NetSales       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	COGS	0.5M	2.3M	6.8M	198.9%
South Korea         NetSales       12.8M       17.3M       49.0M       183.3%         COGS       6.7M       12.1M       31.4M       158.7%         Gross Margin       6.1M       5.2M       17.6M       241.3%         GM%       47.5%       29.8%       35.9%       20.5%         Spain       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	Gross Margin	0.3M	1.3M	5.0M	284.5%
NetSales       12.8M       17.3M       49.0M       183.3%         COGS       6.7M       12.1M       31.4M       158.7%         Gross Margin       6.1M       5.2M       17.6M       241.3%         GM%       47.5%       29.8%       35.9%       20.5%         Spain       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	GM%	39.3%	36.1%	42.1%	16.6%
COGS       6.7M       12.1M       31.4M       158.7%         Gross Margin       6.1M       5.2M       17.6M       241.3%         GM%       47.5%       29.8%       35.9%       20.5%         Spain       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	South Korea				
Gross Margin       6.1M       5.2M       17.6M       241.3%         GM%       47.5%       29.8%       35.9%       20.5%         Spain       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	NetSales	12.8M	17.3M	49.0M	183.3%
GM%       47.5%       29.8%       35.9%       20.5%         Spain       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	COGS	6.7M	12.1M	31.4M	158.7%
Spain       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	Gross Margin	6.1M	5.2M	17.6M	241.3%
NetSales       1.8M       12.6M       611.4%         COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	GM%	47.5%	29.8%	35.9%	20.5%
COGS       1.1M       8.4M       663.2%         Gross Margin       0.7M       4.2M       525.7%         GM%       37.7%       33.1%       -12.1%         Sweden	Spain				
Gross Margin 0.7M 4.2M 525.7% GM% 37.7% 33.1% -12.1% Sweden	NetSales		1.8M	12.6M	611.4%
GM% 37.7% 33.1% -12.1% Sweden	COGS		1.1M	8.4M	663.2%
Sweden	Gross Margin		0.7M	4.2M	525.7%
	GM%		37.7%	33.1%	-12.1%
	Sweden				
NetSales 0.1M 0.2M 1.8M 681.9%	NetSales	0.1M	0.2M	1.8M	681.9%
COGS 0.0M 0.1M 1.1M 735.6%	COGS	0.0M	0.1M	1.1M	735.6%
Gross Margin 0.0M 0.1M 0.7M 613.8%	Gross Margin	0.0M	0.1M	0.7M	613.8%
GM% 38.3% 44.1% 40.2% -8.7%	GM%	38.3%	44.1%	40.2%	-8.7%
United Kingdom	United Kingdom				
NetSales 2.0M 8.1M 34.2M 322.7%	NetSales	2.0M	8.1M	34.2M	322.7%
COGS 1.3M 5.3M 18.7M 252.1%	COGS	1.3M	5.3M	18.7M	252.1%
Gross Margin 0.7M 2.8M 15.4M 459.0%	Gross Margin	0.7M	2.8M	15.4M	459.0%
GM% 36.2% 34.1% 45.1% 32.2%	GM%	36.2%	34.1%	45.1%	32.2%
USA	USA				
NetSales 11.5M 31.9M 87.8M 175.0%	NetSales	11.5M	31.9M	87.8M	175.0%
COGS 7.7M 19.5M 55.3M 183.9%	COGS	7.7M	19.5M	55.3M	183.9%
Gross Margin 3.8M 12.4M 32.5M 161.0%	Gross Margin	3.8M	12.4M	32.5M	161.0%
GM% 32.8% 39.0% 37.0% -5.1%	GM%	32.8%	39.0%	37.0%	-5.1%
Total NetSales 87.5M 196.7M 598.9M 204.5%	Total NetSales	87.5M	196.7M	598.9M	204.5%
Total COGS 51.2M 123.4M 380.7M 208.6%	Total COGS	51.2M	123.4M	380.7M	208.6%
Total Gross Margir 36.2M 73.3M 218.2M 197.6%	Total Gross Margin	36.2M	73.3M	218.2M	197.6%
Total GM% 41.4% 37.3% 36.4% -2.3%	Total GM%	41.4%	37.3%	36.4%	-2.3%