



Region / Market

All

Customer

All

SG / CTG / PRDT

All

2019

2020

2021

2022  
Est

Q1

Q2

Q3

Q4

YTD

YTG

vs LY

vs  
Target

\$3.74bn✓

BM: 823.85M

(+353.5%)

Net Sales

38.08%✓

BM: 36.49% (+4.37%)

GM %

-13.98%!

BM: -6.63% (-110.79%)

Net Profit %

81.17%✓

LY: 80.21% (+1.2%)

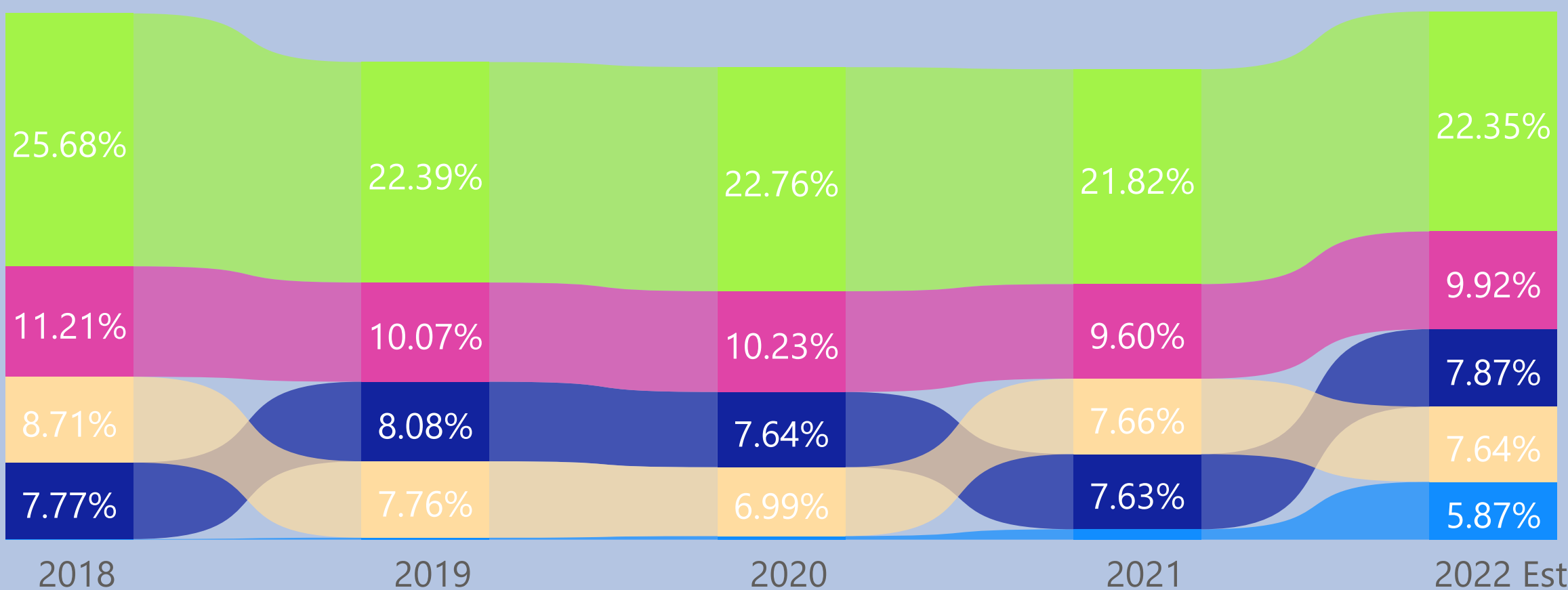
Forecast Accuracy

## Key Metrics by Customer

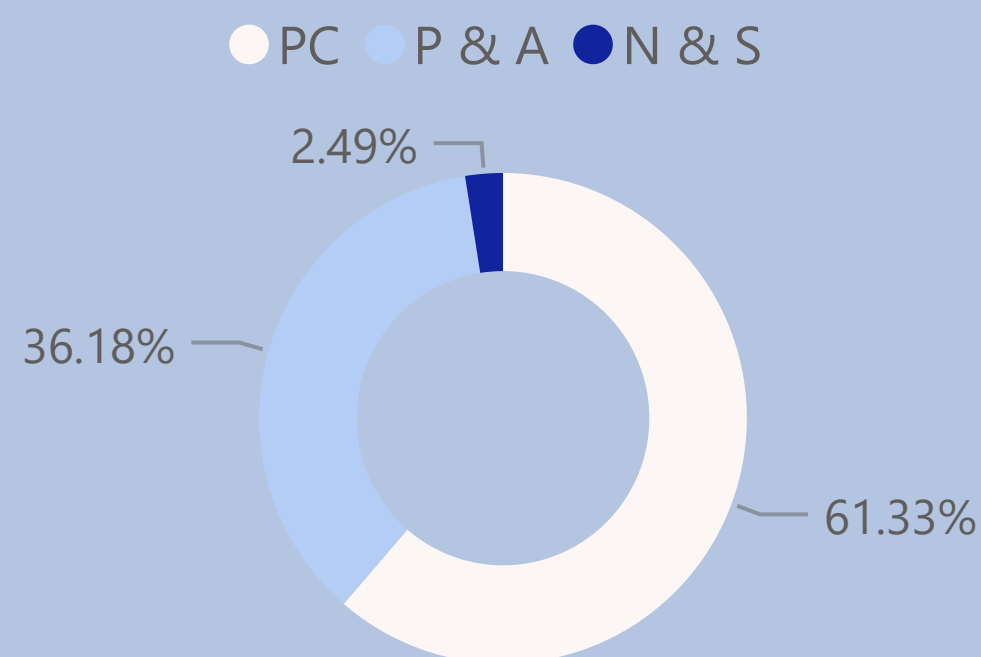
Sub Zone	NS \$	RC %	GM %	Net Profit %	AtliQ MS %	Net Error %	Risk
ANZ	\$189.8M	5.1%	43.5%	-7.4%	1.4%	-37.61%	OOS
India	\$945.3M	25.3%	35.8%	-23.0%	13.3%	-24.37%	OOS
LATAM	\$14.8M	0.4%	35.0%	↓	0.3%	3.37%	EI
NA	\$1,022.1M	27.4%	45.0%	↓	4.9%	14.35%	EI
NE	\$457.7M	12.3%	32.8%	↓	6.8%	-4.56%	OOS
ROA	\$788.7M	21.1%	34.2%	↓	8.3%	-4.56%	OOS
SE	\$317.8M	8.5%	37.0%	↓	16.4%	-55.47%	OOS
Total	\$3,736.2M	100.0%	38.1%	-14.0%	5.9%	-9.48%	OOS

## PC Market Share Trend - Atliq &amp; Competitors

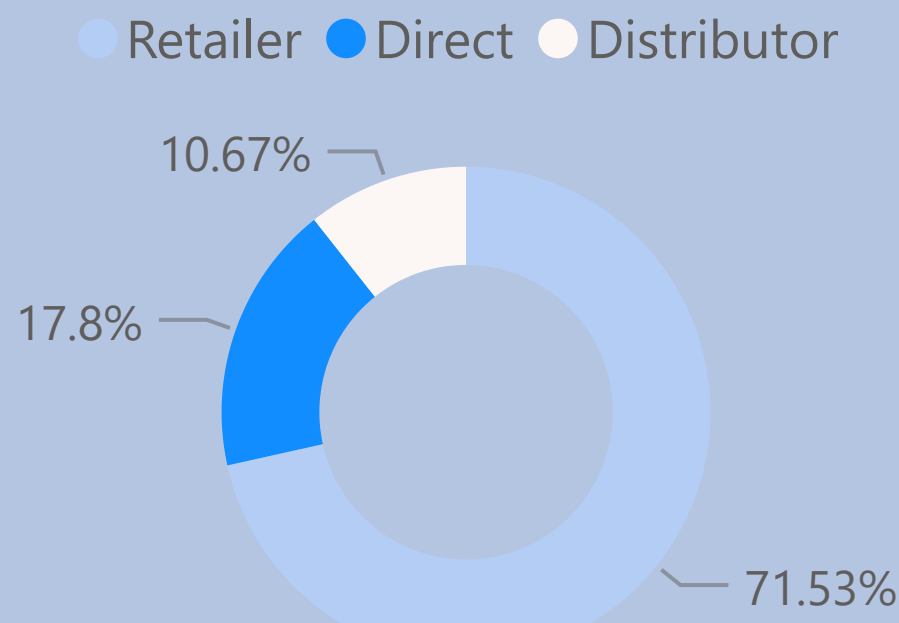
● atliq ● bp ● dale ● innovo ● pacer



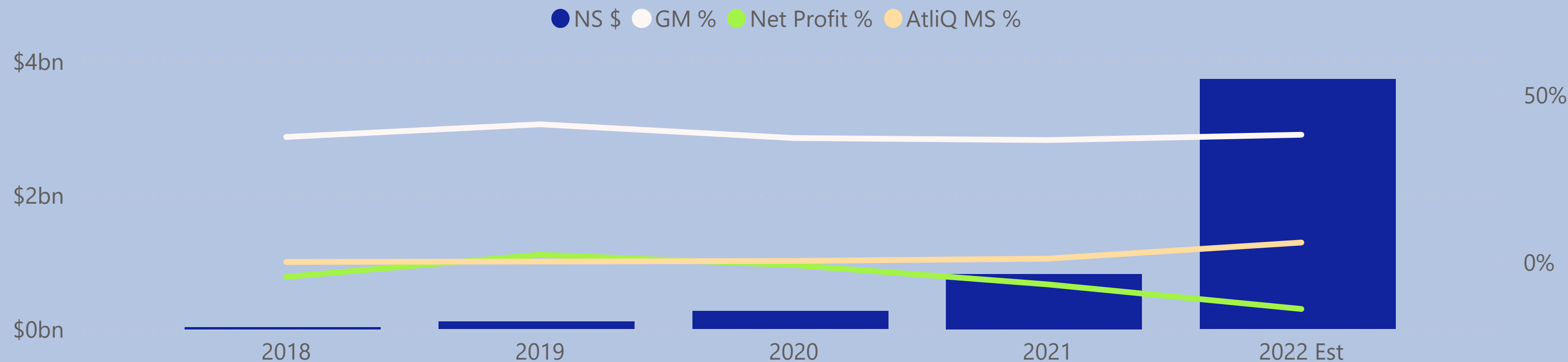
## Revenue by Division



## Revenue by Channel



## Yearly Trend by Revenue, GM%, NP %, PC Market Share



## Top 5 Customers by Revenue

Customer	RC %	GM %
AtliQ Exclusive	9.7%	46.01%
Amazon	13.3%	36.78%
Atliq e Store	8.1%	36.88% ↓
Flipkart	3.7%	42.14%
Sage	3.4%	31.53% ↓
Total	38.2%	39.19%

## Top 5 Products by Revenue

Product	RC %	GM %
AQ Home Allin1	4.1%	38.71%
AQ BZ Allin1 Gen 2	5.4%	38.51%
AQ HOME Allin1 Gen 2	5.7%	38.08%
AQ Smash 1	3.8%	37.43% ↓
AQ Smash 2	4.1%	37.40%
Total	23.2%	38.06%

BM = Benchmark, LY = Last Year, EI = Excess Inventory, OOS = Out of Stock