

Filters

region All
division All

Market
Performance Vs Target

All Values are in USD

Country	2019	2020	2021	target 21	2021-target	target vs 21
Australia	3.9M	10.7M	21.0M	23.2M	-2.2M	-9.5%
Austria		0.1M	2.8M	3.2M	-0.3M	-10.5%
Bangladesh	0.5M	2.3M	7.0M	7.7M	-0.7M	-9.3%
Canada	4.8M	12.2M	35.1M	40.1M	-5.1M	-12.6%
China	1.4M	5.4M	22.9M	25.0M	-2.1M	-8.3%
France	4.0M	7.5M	25.9M	28.1M	-2.2M	-7.8%
Germany	2.6M	4.7M	12.0M	13.5M	-1.5M	-11.3%
India	30.8M	49.8M	161.3M	170.8M	-9.6M	-5.6%
Indonesia	2.5M	6.2M	18.4M	20.8M	-2.4M	-11.5%
Italy	2.9M	4.5M	11.7M	12.8M	-1.0M	-8.2%
Japan		1.9M	7.9M	8.2M	-0.3M	-4.0%
Netherlands	0.2M	3.4M	8.0M	8.6M	-0.7M	-7.6%
Newzealand		2.0M	11.4M	12.8M	-1.4M	-11.0%
Norway		2.5M	13.7M	15.1M	-1.4M	-9.5%
Pakistan	0.6M	4.7M	5.7M	6.2M	-0.5M	-8.5%
Philippines	5.7M	13.4M	31.9M	34.4M	-2.5M	-7.3%
Poland	0.4M	2.8M	5.2M	6.1M	-0.9M	-15.3%
Portugal	0.7M	3.6M	11.8M	12.3M	-0.5M	-4.1%
South Korea	12.8M	17.3M	49.0M	53.3M	-4.4M	-8.2%
Spain		1.8M	12.6M	14.4M	-1.8M	-12.4%
Sweden	0.1M	0.2M	1.8M	2.0M	-0.2M	-10.0%
United Kingdom	2.0M	8.1M	34.2M	37.1M	-3.0M	-8.0%
USA	11.5M	31.9M	87.8M	98.0M	-10.2M	-10.4%
Grand Total	87.5M	196.7M	598.9M	653.8M	-54.9M	-8.4%

Atliq HardWare



Filters

region All
market All
division All
customer All
fy 2019

P & L By Fiscal Month

All Values are in USD

Note : Do not modify the pivot table

Quarters													Grand Total
Metrics	Q1 Sep	Oct	Nov	Q2 Dec	Jan	Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

region All
market All
division All
customer All
fy 2020

P & L By Fiscal Month

All Values are in USD

Quarters													Grand Total
Metrics	Q1 Sep	Oct	Nov	Q2 Dec	Jan	Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

region All
market All
division All
customer All
fy 2021

P & L By Fiscal Month

All Values are in USD

Quarters													Grand Total
Metrics	Q1 Sep	Oct	Nov	Q2 Dec	Jan	Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

Net Sales Comparison

21 Vs 20

20 VS 19

162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%



Filters

region	All
market	All
customer	All
division	All

P & L

By Fiscal Year

All Values are in USD

Note:21 vs 20 is not part of pivot table

Column Labels				
Metrics	2019	2020	2021	21 VS 20
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
Gross Margin	36.2M	73.3M	218.2M	197.6%
GM%	41.43%	37.28%	36.43%	-2.3%



Filters

region All
market India
division All

Customer

Performance Report India

All Values are in USD

Customer	2019	2020	2021	21 Vs 20
Amazon	4.6M	9.8M	23.0M	234.9%
Atliq e Store	1.6M	3.5M	8.7M	249.1%
AtliQ Exclusive	3.4M	4.7M	18.4M	392.6%
Croma	1.7M	2.5M	7.5M	305.1%
Ebay	1.7M	3.6M	8.5M	235.9%
Electricalslytical	1.6M	2.0M	8.4M	431.1%
Electricalsociety	1.8M	2.3M	9.4M	415.1%
Expression	1.5M	2.2M	8.8M	391.2%
Ezone	1.5M	2.0M	7.9M	391.6%
Flipkart	1.9M	4.3M	9.9M	231.8%
Girias	1.5M	2.1M	8.7M	419.3%
Lotus	1.5M	2.1M	8.1M	382.6%
Propel	1.6M	2.2M	9.1M	413.7%
Reliance Digital	1.6M	2.2M	8.5M	387.2%
Vijay Sales	1.7M	2.1M	8.5M	397.8%
Viveks	1.6M	2.2M	7.8M	348.1%
Grand Total	30.8M	49.8M	161.3M	324.0%



Filters

region All
market All
division All

Customer Performance Report

All Values are in USD

Customer	2019	2020	2021	21 Vs 20
Acclaimed Stores	1.4M	2.9M	10.9M	378.1%
All-Out		0.2M	0.8M	495.7%
Amazon	12.2M	37.5M	82.1M	218.9%
Argos (Sainsbury's)	0.4M	0.7M	2.3M	306.0%
Atlas Stores	0.2M	0.7M	3.2M	470.3%
Atliq e Store	7.2M	23.7M	53.0M	223.8%
AtliQ Exclusive	9.6M	17.7M	61.1M	345.8%
BestBuy	0.9M	1.8M	6.3M	356.1%
Boulanger	0.2M	0.8M	4.1M	492.9%
Chip 7	0.6M	1.3M	5.5M	416.1%
Chiptec		0.4M	3.0M	722.0%
Control	0.9M	2.2M	7.7M	349.2%
Coolblue	0.5M	1.2M	4.2M	360.0%
Costco	1.1M	2.8M	9.3M	337.4%
Croma	1.7M	2.5M	7.5M	305.1%
Currys (Dixons Carphone)	0.3M	0.8M	1.9M	246.9%
Digimarket	0.8M	1.7M	4.1M	241.1%
Ebay	2.6M	6.3M	15.2M	242.2%
Electricalsara Stores	0.1M	0.6M	1.9M	286.0%
Electricalsbea Stores		0.1M	0.7M	504.6%
Electricalslance Stores	0.1M	0.7M	2.3M	313.3%
Electricalslytical	1.8M	2.6M	11.9M	457.5%
Electricalsocity	2.3M	3.5M	12.4M	358.8%
Electricalsquipo Stores	0.2M	0.7M	3.6M	535.3%
Elite	0.4M	0.8M	4.1M	495.5%
Elkjøp	0.5M	1.3M	5.2M	391.9%
Epic Stores	0.4M	0.9M	4.2M	446.1%
Euronics	0.4M	0.9M	3.9M	444.7%
Expert	0.8M	1.8M	6.4M	364.0%
Expression	1.7M	3.0M	9.8M	328.2%
Ezone	1.5M	2.0M	7.9M	391.6%
Flawless Stores	0.1M	0.5M	1.8M	396.3%
Flipkart	2.9M	8.3M	19.3M	231.0%
Fnac-Darty	0.5M	0.8M	2.9M	349.8%
Forward Stores	0.6M	1.5M	4.1M	272.0%
Girias	1.5M	2.1M	8.7M	419.3%
Info Stores	0.1M	0.5M	1.8M	384.1%
Insight	0.4M	1.0M	2.8M	271.8%
Integration Stores		0.2M	1.4M	887.2%
Leader	4.7M	6.0M	18.8M	314.8%
Logic Stores	0.2M	0.9M	4.8M	515.2%
Lotus	1.5M	2.1M	8.1M	382.6%



Neptune	1.0M	3.4M	16.1M	<div></div>	471.5%
Nomad Stores	0.5M	1.6M	4.0M	<div></div>	246.9%
Notebillig	0.2M	0.4M	1.1M	<div></div>	287.4%
Nova		0.0M	0.4M	<div></div>	2664.9%
Novus	1.9M	3.7M	9.9M	<div></div>	264.2%
Otto	0.3M	0.4M	1.2M	<div></div>	298.6%
Premium Stores	0.5M	1.1M	3.9M	<div></div>	353.1%
Propel	1.6M	2.5M	10.8M	<div></div>	440.6%
Radio Popular	0.5M	1.5M	5.3M	<div></div>	362.6%
Radio Shack	0.8M	1.7M	5.4M	<div></div>	311.5%
Reliance Digital	1.6M	2.6M	9.7M	<div></div>	377.9%
Relief	0.4M	1.0M	4.1M	<div></div>	403.6%
Sage	4.8M	6.4M	20.7M	<div></div>	321.5%
Saturn	0.2M	0.4M	1.2M	<div></div>	310.5%
Sorefoz	0.6M	1.1M	4.7M	<div></div>	433.6%
Sound	0.6M	1.7M	4.4M	<div></div>	260.3%
Staples	1.2M	2.9M	8.8M	<div></div>	307.0%
Surface Stores	0.1M	0.5M	2.1M	<div></div>	398.8%
Synthetic	1.9M	4.4M	12.2M	<div></div>	276.0%
Taobao	0.2M	1.3M	3.3M	<div></div>	248.7%
UniEuro	0.6M	1.6M	7.3M	<div></div>	457.0%
Vijay Sales	1.7M	2.1M	8.5M	<div></div>	397.8%
Viveks	1.6M	2.2M	7.8M	<div></div>	348.1%
walmart	1.3M	2.6M	9.7M	<div></div>	370.4%
Zone	0.3M	1.6M	5.3M	<div></div>	336.2%
Grand Total	87.5M	196.7M	598.9M		304.5%