

Net Sales

\$3.74bn!

BM: 3.81bn (-1.86%)

GM %

38.08%!

BM: 38.34% (-0.66%)

Net Profit %

-13.98%✓

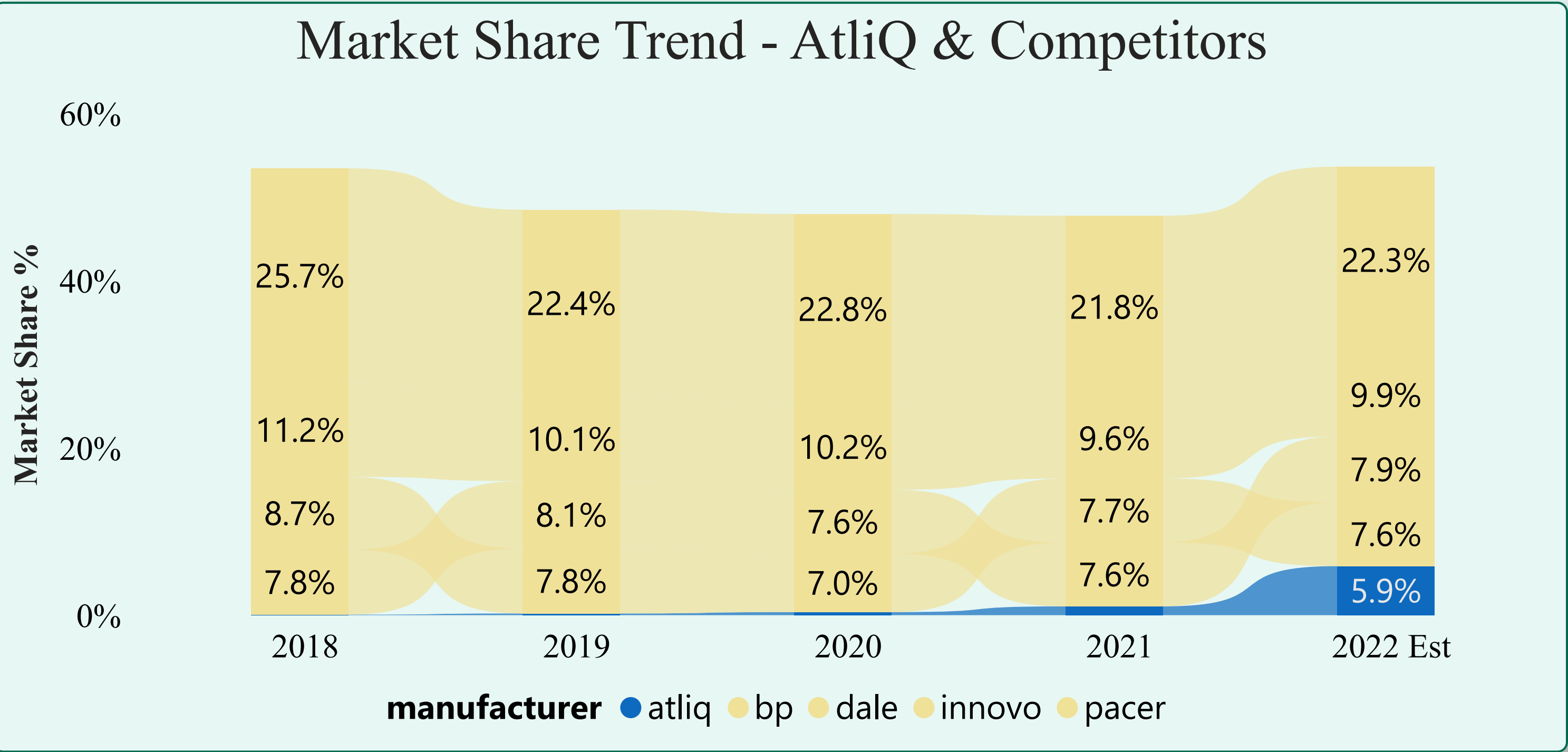
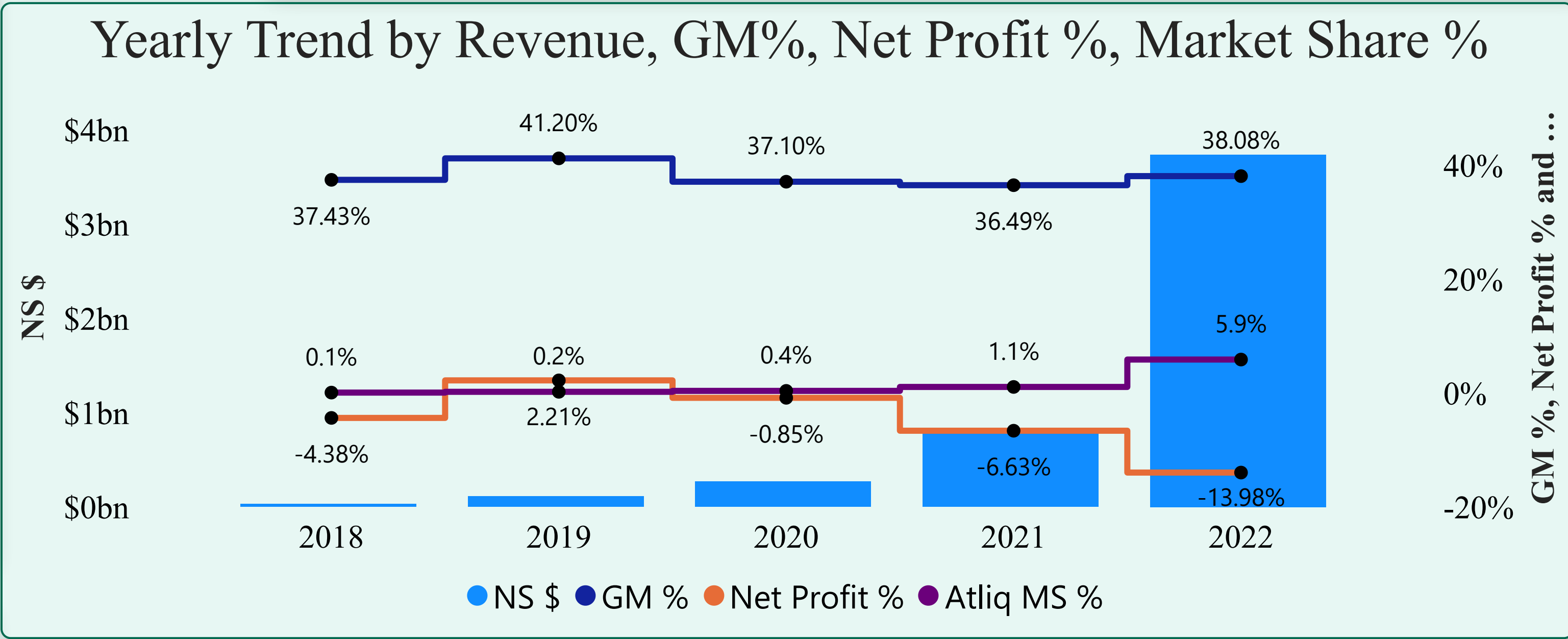
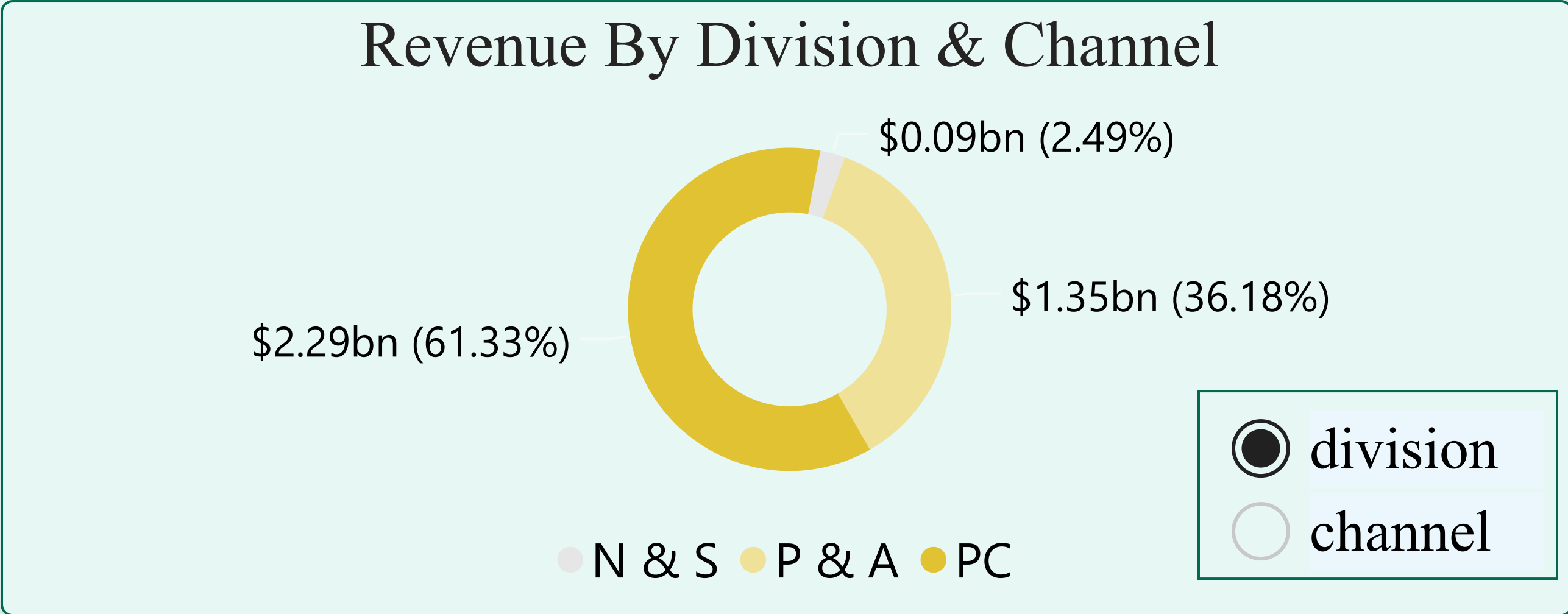
BM: -14.19% (+1.47%)

Forecast Accuracy

81.17%✓

BM: 80.21% (+1.2%)

Sub-zone Performance							
sub_zone	NS \$	GM %	RC %	Net Profit %	Atliq MS %	Net error %	Risk
ANZ	\$189.78M	↓ 43.50%	5.1%	-7.39%	1.4%	-37.61%	OOS
India	\$945.34M	↑ 35.75%	25.3%	-22.99%	13.3%	-24.37%	OOS
NE	\$457.71M	↓ 32.80%	12.3%	-18.09%	6.8%	-4.56%	OOS
ROA	\$788.66M	↓ 34.19%	21.1%	-6.32%	8.3%	-4.56%	OOS
SE	\$317.78M	↓ 37.03%	8.5%	-4.00%	16.4%	-55.47%	OOS
LATAM	\$14.82M	↓ 35.02%	0.4%	-2.95%	0.3%	3.37%	EI
NA	\$1,022.09M	↓ 44.97%	27.4%	-14.22%	4.9%	14.35%	EI



Top 5 Customers		
customer	GM %	RC %
AtliQ Exclusive	↑ 46.01%	9.7%
Flipkart	↑ 42.14%	3.7%
Atliq e Store	↓ 36.88%	8.1%
Amazon	↓ 36.78%	13.3%
Sage	↓ 31.53%	3.4%

Top 5 Products		
product	GM %	RC %
AQ BZ Allin1 Gen 2	↑ 38.51%	5.4%
AQ Home Allin1	↑ 38.71%	4.1%
AQ HOME Allin1 Gen 2	↓ 38.08%	5.7%
AQ Smash 1	↓ 37.43%	3.8%
AQ Smash 2	↓ 37.40%	4.1%

Filters

Clear filters

20182019202020212022 Est

Q1Q2Q3Q4

YTDYTG

Select Benchmark (BM)

LYTarget

Segment, Category, Product

All

Customer

All

Region, Market

All

Abbreviations:

LY = Last Year | BM = Benchmark

EI = Excess Inventory | OOS = Out of Stock

MS = Market Share | RC = Revenue Contribution