



FILTERS

region All
division All
customer All

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By Fiscal years

Note: 20vs21 is not part of pivot table

	Fiscal Years			
Customer	2019	2020	2021	20vs21
Australia				
Net Sales	3.9M	10.7M	21.0M	96.22%
COGS	2.2M	5.8M	14.1M	143.20%
Gross Margin	1.7M	4.9M	6.9M	40.80%
GM %	42.57%	45.88%	32.92%	-28.24%
Austria				
Net Sales		0.1M	2.8M	2301.31%
COGS		0.1M	2.0M	2172.38%
Gross Margin		0.0M	0.9M	2665.44%
GM %		26.15%	30.11%	15.16%
Bangladesh				
Net Sales	0.5M	2.3M	7.0M	207.70%
COGS	0.3M	1.4M	4.5M	233.50%
Gross Margin	0.1M	0.9M	2.4M	168.36%
GM %	28.73%	39.61%	34.54%	-12.79%
Canada				
Net Sales	4.8M	12.2M	35.1M	188.06%
COGS	2.8M	7.1M	21.7M	206.43%
Gross Margin	2.0M	5.1M	13.4M	162.59%
GM %	41.67%	41.91%	38.21%	-8.84%
China				
Net Sales	1.4M	5.4M	22.9M	321.98%
COGS	0.8M	3.3M	13.5M	305.51%
Gross Margin	0.6M	2.1M	9.4M	348.09%
GM %	44.94%	38.68%	41.07%	6.19%
France				
Net Sales	4.0M	7.5M	25.9M	247.23%
COGS	2.3M	4.3M	14.7M	246.45%
Gross Margin	1.8M	3.2M	11.2M	248.26%
GM %	44.09%	43.11%	43.24%	0.30%
Germany				
Net Sales	2.6M	4.7M	12.0M	156.22%
COGS	1.6M	3.0M	8.9M	193.82%
Gross Margin	0.9M	1.7M	3.1M	88.28%
GM %	36.97%	35.63%	26.18%	-26.52%

AtliQ Hardwares



India

Net Sales	30.8M	49.8M	161.3M	224.02%
COGS	17.8M	33.7M	109.7M	224.99%
Gross Margin	13.1M	16.0M	51.6M	221.96%
GM %	42.35%	32.21%	32.00%	-0.63%

Indonesia

Net Sales	2.5M	6.2M	18.4M	196.69%
COGS	1.5M	3.5M	11.3M	220.09%
Gross Margin	1.1M	2.7M	7.1M	165.56%
GM %	42.03%	42.91%	38.41%	-10.49%

Italy

Net Sales	2.9M	4.5M	11.7M	162.53%
COGS	1.6M	3.1M	8.2M	164.61%
Gross Margin	1.3M	1.4M	3.5M	157.83%
GM %	45.63%	30.68%	30.13%	-1.79%

Japan

Net Sales	1.9M	7.9M	321.11%
COGS	1.2M	4.2M	257.28%
Gross Margin	0.7M	3.7M	429.96%
GM %	36.96%	46.52%	25.85%

Netherlands

Net Sales	0.2M	3.4M	8.0M	137.91%
COGS	0.1M	1.8M	4.6M	164.16%
Gross Margin	0.1M	1.6M	3.4M	109.23%
GM %	36.36%	47.79%	42.03%	-12.06%

Newzealand

Net Sales	2.0M	11.4M	474.29%
COGS	1.5M	5.9M	303.76%
Gross Margin	0.5M	5.5M	950.71%
GM %	26.36%	48.23%	82.96%

Norway

Net Sales	2.5M	13.7M	451.83%
COGS	1.5M	9.6M	525.04%
Gross Margin	0.9M	4.0M	331.04%
GM %	37.74%	29.48%	-21.89%

Pakistan

Net Sales	0.6M	4.7M	5.7M	20.51%
COGS	0.4M	2.7M	3.6M	34.33%
Gross Margin	0.2M	2.0M	2.0M	2.00%
GM %	39.65%	42.75%	36.18%	-15.36%

Philippines

Net Sales	5.7M	13.4M	31.9M	138.36%
COGS	3.4M	7.3M	19.4M	164.59%
Gross Margin	2.3M	6.0M	12.5M	106.47%
GM %	39.90%	45.13%	39.09%	-13.38%

AtliQ Hardwares



Poland

Net Sales	0.4M	2.8M	5.2M	85.81%
COGS	0.3M	1.7M	3.0M	78.47%
Gross Margin	0.2M	1.1M	2.2M	96.73%
GM %	37.43%	40.20%	42.56%	5.88%

Portugal

Net Sales	0.7M	3.6M	11.8M	229.81%
COGS	0.5M	2.3M	6.8M	198.86%
Gross Margin	0.3M	1.3M	5.0M	284.53%
GM %	39.29%	36.13%	42.13%	16.59%

South Korea

Net Sales	12.8M	17.3M	49.0M	183.31%
COGS	6.7M	12.1M	31.4M	158.65%
Gross Margin	6.1M	5.2M	17.6M	241.34%
GM %	47.54%	29.82%	35.92%	20.48%

Spain

Net Sales	1.8M	12.6M	611.42%
COGS	1.1M	8.4M	663.24%
Gross Margin	0.7M	4.2M	525.68%
GM %	37.67%	33.13%	-12.05%

Sweden

Net Sales	0.1M	0.2M	1.8M	681.92%
COGS	0.0M	0.1M	1.1M	735.60%
Gross Margin	0.0M	0.1M	0.7M	613.77%
GM %	38.28%	44.06%	40.22%	-8.72%

United Kingdom

Net Sales	2.0M	8.1M	34.2M	322.73%
COGS	1.3M	5.3M	18.7M	252.12%
Gross Margin	0.7M	2.8M	15.4M	459.04%
GM %	36.19%	34.13%	45.13%	32.24%

USA

Net Sales	11.5M	31.9M	87.8M	174.99%
COGS	7.7M	19.5M	55.3M	183.94%
Gross Margin	3.8M	12.4M	32.5M	160.98%
GM %	32.79%	38.97%	36.99%	-5.10%

Total Net Sale	87.5M	196.7M	598.9M	204.48%
Total COGS	51.2M	123.4M	380.7M	208.59%
Total Gross M	36.2M	73.3M	218.2M	197.55%
Total GM %	41.43%	37.28%	36.43%	-2.27%



