

# AtliQ Hardware



## FILTERS

region	All
division	All
customer	All

## P&L by Fiscal Year

All values are in USD

Note: 21 vs 20 is not part of pivot table

Fiscal Years				
Metrics	2019	2020	2021	21 vs 20
Net Sales				
Australia	3.9 M	10.7 M	21.0 M	96.2%
Austria		0.1 M	2.8 M	2301.3%
Bangladesh	0.5 M	2.3 M	7.0 M	207.7%
Canada	4.8 M	12.2 M	35.1 M	188.1%
China	1.4 M	5.4 M	22.9 M	322.0%
France	4.0 M	7.5 M	25.9 M	247.2%
Germany	2.6 M	4.7 M	12.0 M	156.2%
India	30.8 M	49.8 M	161.3 M	224.0%
Indonesia	2.5 M	6.2 M	18.4 M	196.7%
Italy	2.9 M	4.5 M	11.7 M	162.5%
Japan		1.9 M	7.9 M	321.1%
Netherlands	0.2 M	3.4 M	8.0 M	137.9%
Newzealand		2.0 M	11.4 M	474.3%
Norway		2.5 M	13.7 M	451.8%
Pakistan	0.6 M	4.7 M	5.7 M	20.5%
Philiphines	5.7 M	13.4 M	31.9 M	138.4%
Poland	0.4 M	2.8 M	5.2 M	85.8%
Portugal	0.7 M	3.6 M	11.8 M	229.8%
South Korea	12.8 M	17.3 M	49.0 M	183.3%
Spain		1.8 M	12.6 M	611.4%
Sweden	0.1 M	0.2 M	1.8 M	681.9%
United Kingdo	2.0 M	8.1 M	34.2 M	322.7%
USA	11.5 M	31.9 M	87.8 M	175.0%
COGS				
Australia	2.2 M	5.8 M	14.1 M	143.2%
Austria		0.1 M	2.0 M	2172.4%
Bangladesh	0.3 M	1.4 M	4.5 M	233.5%
Canada	2.8 M	7.1 M	21.7 M	206.4%
China	0.8 M	3.3 M	13.5 M	305.5%
France	2.3 M	4.3 M	14.7 M	246.4%
Germany	1.6 M	3.0 M	8.9 M	193.8%
India	17.8 M	33.7 M	109.7 M	225.0%
Indonesia	1.5 M	3.5 M	11.3 M	220.1%
Italy	1.6 M	3.1 M	8.2 M	164.6%
Japan		1.2 M	4.2 M	257.3%

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Metrics	2019	2020	2021	21 vs 20
<b>Net Sales</b>				
Netherlands	0.1 M	1.8 M	4.6 M	164.2%
Newzealand		1.5 M	5.9 M	303.8%
Norway		1.5 M	9.6 M	525.0%
Pakistan	0.4 M	2.7 M	3.6 M	34.3%
Philippines	3.4 M	7.3 M	19.4 M	164.6%
Poland	0.3 M	1.7 M	3.0 M	78.5%
Portugal	0.5 M	2.3 M	6.8 M	198.9%
South Korea	6.7 M	12.1 M	31.4 M	158.7%
Spain		1.1 M	8.4 M	663.2%
Sweden	0.0 M	0.1 M	1.1 M	735.6%
United Kingdom	1.3 M	5.3 M	18.7 M	252.1%
USA	7.7 M	19.5 M	55.3 M	183.9%
<b>Gross Margin</b>				
Australia	1.7 M	4.9 M	6.9 M	40.8%
Austria		0.0 M	0.9 M	2665.4%
Bangladesh	0.1 M	0.9 M	2.4 M	168.4%
Canada	2.0 M	5.1 M	13.4 M	162.6%
China	0.6 M	2.1 M	9.4 M	348.1%
France	1.8 M	3.2 M	11.2 M	248.3%
Germany	0.9 M	1.7 M	3.1 M	88.3%
India	13.1 M	16.0 M	51.6 M	222.0%
Indonesia	1.1 M	2.7 M	7.1 M	165.6%
Italy	1.3 M	1.4 M	3.5 M	157.8%
Japan		0.7 M	3.7 M	430.0%
Netherlands	0.1 M	1.6 M	3.4 M	109.2%
Newzealand		0.5 M	5.5 M	950.7%
Norway		0.9 M	4.0 M	331.0%
Pakistan	0.2 M	2.0 M	2.0 M	2.0%
Philippines	2.3 M	6.0 M	12.5 M	106.5%
Poland	0.2 M	1.1 M	2.2 M	96.7%
Portugal	0.3 M	1.3 M	5.0 M	284.5%
South Korea	6.1 M	5.2 M	17.6 M	241.3%
Spain		0.7 M	4.2 M	525.7%
Sweden	0.0 M	0.1 M	0.7 M	613.8%
United Kingdom	0.7 M	2.8 M	15.4 M	459.0%
USA	3.8 M	12.4 M	32.5 M	161.0%
<b>GM%</b>				
Australia	42.6%	45.9%	32.9%	-28.2%
Austria		26.1%	30.1%	15.2%
Bangladesh	28.7%	39.6%	34.5%	-12.8%
Canada	41.7%	41.9%	38.2%	-8.8%
China	44.9%	38.7%	41.1%	6.2%

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Metrics	2019	2020	2021	21 vs 20
<b>Net Sales</b>				
France	44.1%	43.1%	43.2%	0.3%
Germany	37.0%	35.6%	26.2%	-26.5%
India	42.4%	32.2%	32.0%	-0.6%
Indonesia	42.0%	42.9%	38.4%	-10.5%
Italy	45.6%	30.7%	30.1%	-1.8%
Japan		37.0%	46.5%	25.9%
Netherlands	36.4%	47.8%	42.0%	-12.1%
Newzealand		26.4%	48.2%	83.0%
Norway		37.7%	29.5%	-21.9%
Pakistan	39.7%	42.8%	36.2%	-15.4%
Philippines	39.9%	45.1%	39.1%	-13.4%
Poland	37.4%	40.2%	42.6%	5.9%
Portugal	39.3%	36.1%	42.1%	16.6%
South Korea	47.5%	29.8%	35.9%	20.5%
Spain		37.7%	33.1%	-12.1%
Sweden	38.3%	44.1%	40.2%	-8.7%
United Kingdom	36.2%	34.1%	45.1%	32.2%
USA	32.8%	39.0%	37.0%	-5.1%
<b>Total Net Sales</b>	<b>87.5 M</b>	<b>196.7 M</b>	<b>598.9 M</b>	204.5%
<b>Total COGS</b>	<b>51.2 M</b>	<b>123.4 M</b>	<b>380.7 M</b>	208.6%
<b>Total Gross Ma</b>	<b>36.2 M</b>	<b>73.3 M</b>	<b>218.2 M</b>	197.6%
<b>Total GM%</b>	<b>41.4%</b>	<b>37.3%</b>	<b>36.4%</b>	-2.3%