



region, market ▼ segment, categ... ▼ customer ▼  
All ▼ All ▼ All ▼

2018 2019 2020 2021 2022 Est Q1 Q2 Q3 Q4 YTD YTG



\$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 %

### Key Insights by Sub-zone

sub_zone	NS \$	RC %	GM %	Net Profit %	AtliQ MS %	Net Error%	Risk
LATAM	\$14.82M	0.40%	35.0%	↓ -2.95%	0.3%	3.37%	EI
ANZ	\$189.78M	5.08%	43.5%	↓ -7.39%	1.4%	-37.61%	OOS
NA	\$1,022.09M	27.36%	45.0%	↓ -14.22%	4.9%	14.35%	EI
NE	\$457.71M	12.25%	32.8%	↓ -18.09%	6.8%	-4.56%	OOS
ROA	\$788.66M	21.11%	34.2%	↓ -6.32%	8.3%	-4.56%	OOS
India	\$945.34M	25.30%	35.8%	↓ -22.99%	13.3%	-24.37%	OOS
SE	\$317.78M	8.51%	37.0%	↓ -4.00%	16.4%	-55.47%	OOS
Total	\$3,736.17 M	100.00 %	38.1%	-13.98 %	5.9%	-9.48%	OOS

### Revenue by Division



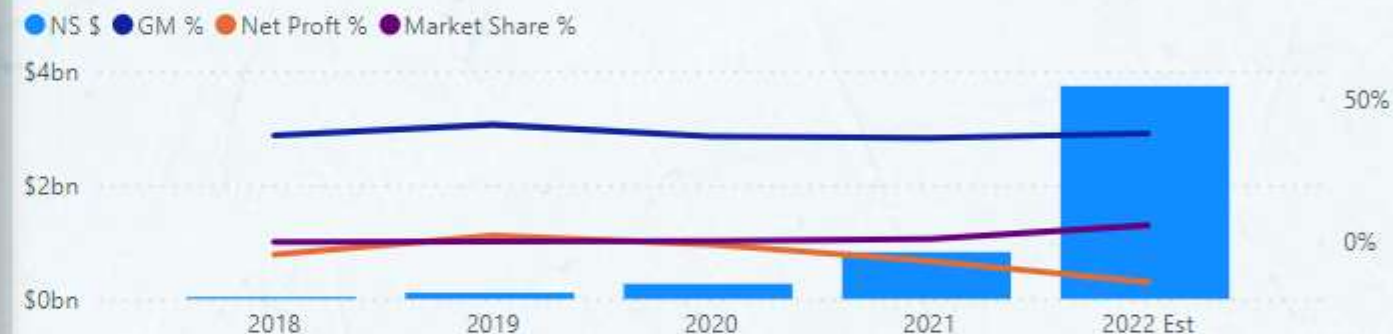
### Revenue by Channel



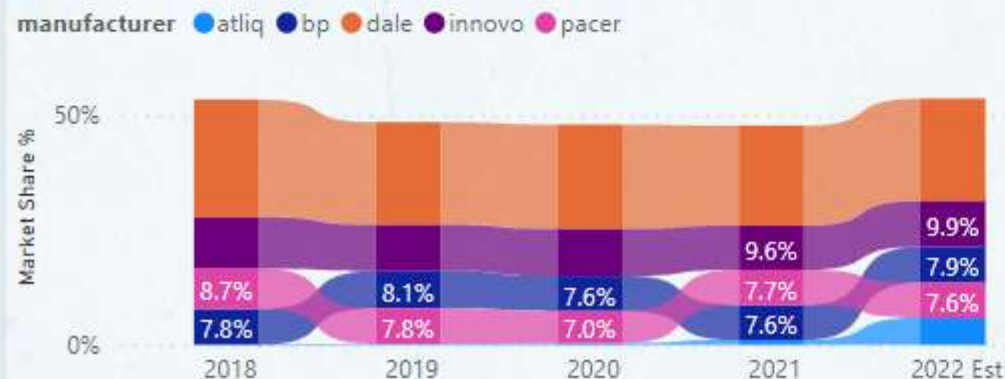
vs LY

vs Target

### Yearly Trend by Revenue , GM%, Net Profit %, PC Market Share



### PC Market share Trend - AtliQ & Competitors



### Top 5 customers by Revenue

customer	RC %	GM %
Sage	3.42%	31.53% ↓
Flipkart	3.71%	42.14%
AtliQ Exclusive	9.67%	46.01%
AtliQ e Store	8.14%	36.88% ↓
Amazon	13.30%	36.78%
Total	38.23%	39.19%

### Top 5 products by Revenue

product	RC %	GM %
AQ Smash 2	4.13%	37.40%
AQ Smash 1	3.81%	37.43% ↓
AQ HOME Allin1 Gen 2	5.70%	38.08%
AQ Home Allin1	4.13%	38.71%
Total	23.19%	38.06%

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