



P & L by Fiscal Year

Filters

region All
market All
customer All
division All

All values are in USD
note:21 vs 20 are not part of pivot table

Metrics	Fiscal Year			
	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%	41.4%	37.3%	36.4%	-2.3%



P & L by Months

All values are in USD

Note: Do not Modify the pivot table

Filters

region All
country All
customer All
division All
FY **2019**

Metrics	Quarters												GrandTotal
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	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%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Filters

region All
country All
customer All
division All
FY **2020**

Metrics	Quarters												GrandTotal
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	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

AtliQ Hardwares



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%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Fliters

region	All
country	All
customer	All
division	All
FY	2021

	Quarters												GrandTotal
	Q1			Q2		Q3			Q4				
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	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%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales Performance

21 vs 20	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%
20 vs 19	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%



P & L by Markets

All values are in USD

Note: Do not modify the pivot table.

Fliters

region All
sub_zone All
FY **2019**

Market	Net Sales	COGS	Gross Margin	GM%
Australia	3.9M	2.2M	1.7M	42.6%
Bangladesh	0.5M	0.3M	0.1M	28.7%
Canada	4.8M	2.8M	2.0M	41.7%
China	1.4M	0.8M	0.6M	44.9%
France	4.0M	2.3M	1.8M	44.1%
Germany	2.6M	1.6M	0.9M	37.0%
India	30.8M	17.8M	13.1M	42.4%
Indonesia	2.5M	1.5M	1.1M	42.0%
Italy	2.9M	1.6M	1.3M	45.6%
Netherlands	0.2M	0.1M	0.1M	36.4%
Pakistan	0.6M	0.4M	0.2M	39.7%
Philippines	5.7M	3.4M	2.3M	39.9%
Poland	0.4M	0.3M	0.2M	37.4%
Portugal	0.7M	0.5M	0.3M	39.3%
South Korea	12.8M	6.7M	6.1M	47.5%
Sweden	0.1M	0.0M	0.0M	38.3%
United Kingdom	2.0M	1.3M	0.7M	36.2%
USA	11.5M	7.7M	3.8M	32.8%
Grand Total	87.5M	51.2M	36.2M	41.4%



P & L by Markets

region All
sub_zone All
FY 2020

All values are in USD
Note: Do not modify the pivot table.

Market	Net Sales	COGS	Gross Margin	GM%
Australia	10.7M	5.8M	4.9M	45.9%
Austria	0.1M	0.1M	0.0M	26.1%
Bangladesh	2.3M	1.4M	0.9M	39.6%
Canada	12.2M	7.1M	5.1M	41.9%
China	5.4M	3.3M	2.1M	38.7%
France	7.5M	4.3M	3.2M	43.1%
Germany	4.7M	3.0M	1.7M	35.6%
India	49.8M	33.7M	16.0M	32.2%
Indonesia	6.2M	3.5M	2.7M	42.9%
Italy	4.5M	3.1M	1.4M	30.7%
Japan	1.9M	1.2M	0.7M	37.0%
Netherlands	3.4M	1.8M	1.6M	47.8%
Newzealand	2.0M	1.5M	0.5M	26.4%
Norway	2.5M	1.5M	0.9M	37.7%
Pakistan	4.7M	2.7M	2.0M	42.8%
Philippines	13.4M	7.3M	6.0M	45.1%
Poland	2.8M	1.7M	1.1M	40.2%
Portugal	3.6M	2.3M	1.3M	36.1%
South Korea	17.3M	12.1M	5.2M	29.8%
Spain	1.8M	1.1M	0.7M	37.7%
Sweden	0.2M	0.1M	0.1M	44.1%
United Kingdom	8.1M	5.3M	2.8M	34.1%
USA	31.9M	19.5M	12.4M	39.0%
Grand Total	196.7M	123.4M	73.3M	37.3%



P & L by Markets

region All
sub_zone All
FY **2021**

All values are in USD

Note: Do not modify the pivot table.

Market	Net Sales	COGS	Gross Margin	GM%
Australia	21.0M	14.1M	6.9M	32.9%
Austria	2.8M	2.0M	0.9M	30.1%
Bangladesh	7.0M	4.5M	2.4M	34.5%
Canada	35.1M	21.7M	13.4M	38.2%
China	22.9M	13.5M	9.4M	41.1%
France	25.9M	14.7M	11.2M	43.2%
Germany	12.0M	8.9M	3.1M	26.2%
India	161.3M	109.7M	51.6M	32.0%
Indonesia	18.4M	11.3M	7.1M	38.4%
Italy	11.7M	8.2M	3.5M	30.1%
Japan	7.9M	4.2M	3.7M	46.5%
Netherlands	8.0M	4.6M	3.4M	42.0%
Newzealand	11.4M	5.9M	5.5M	48.2%
Norway	13.7M	9.6M	4.0M	29.5%
Pakistan	5.7M	3.6M	2.0M	36.2%
Philippines	31.9M	19.4M	12.5M	39.1%
Poland	5.2M	3.0M	2.2M	42.6%
Portugal	11.8M	6.8M	5.0M	42.1%
South Korea	49.0M	31.4M	17.6M	35.9%
Spain	12.6M	8.4M	4.2M	33.1%
Sweden	1.8M	1.1M	0.7M	40.2%
United Kingdom	34.2M	18.7M	15.4M	45.1%
USA	87.8M	55.3M	32.5M	37.0%
Grand Total	598.9M	380.7M	218.2M	36.4%

GM% by Quarters

Fliters

All values are in USD

FY **2019**

GM% Sub_Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
India	42.5%	42.2%	42.0%	42.5%	42.4%
NA	35.1%	35.4%	35.4%	35.7%	35.4%
NE	36.6%	37.0%	36.5%	36.6%	36.7%
ROA	44.5%	44.3%	44.0%	44.5%	44.4%
SE	44.5%	44.1%	44.0%	44.2%	44.2%

FY **2020**

All values are in USD

GM% Sub_Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	43.3%	43.0%	42.8%	41.8%	42.8%
India	32.3%	32.1%	32.4%	32.0%	32.2%
NA	39.9%	40.1%	39.1%	39.7%	39.8%
NE	37.6%	37.8%	38.5%	37.7%	37.8%
ROA	38.4%	38.3%	38.8%	37.7%	38.2%
SE	38.5%	37.3%	38.2%	37.8%	37.9%

All values are in USD

FY **2021**

GM% Sub_Zone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
India	32.3%	31.8%	31.9%	32.0%	32.0%
NA	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%