



region, market

All



customer

All



segment, category, produ...

All



2019

2020

2021

2022
Est

Q1

Q2

YTD

YTG

vs LY

vs
Target

\$131.94M ✓

BM: 46.79M

Net Sales %

37.07% !

BM: 41.22% (-10.07%)

GM %

-0.77% !

BM: 2.23% (-134.51%)

Net Profit %

80.95% !

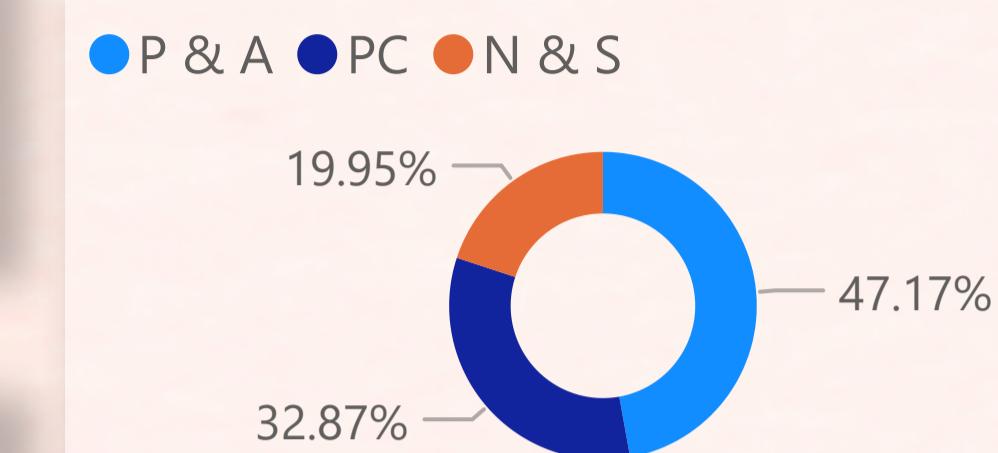
BM: 86.20% (-6.09%)

Forecast Accuracy

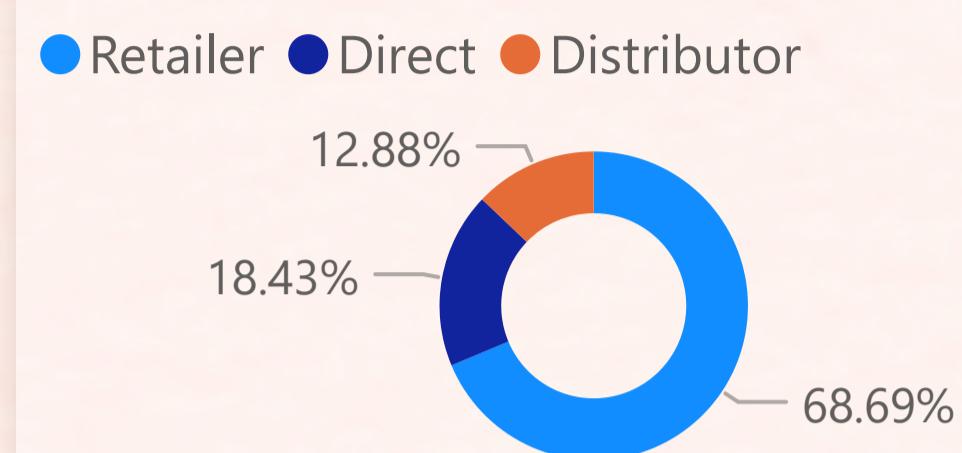
Key Insights By Sub Zone

Sub Zone	NS \$	RC %	GM %	Net Profit %	AtliQ MS %	Net Error %	Risk %
ROA	\$33.7M	25.6%	37.8%	8.3%	0.6%	-10.9%	OOS
India	\$30.8M	23.4%	32.0%	-14.8%	0.8%	-15.8%	OOS
NA	\$29.7M	22.5%	39.5%	-1.5%	0.3%	-36.6%	OOS
NE	\$15.8M	12.0%	37.9%	-4.7%	0.3%	-11.6%	OOS
SE	\$12.8M	9.7%	37.5%	6.9%	1.1%	-8.3%	OOS
ANZ	\$8.3M	6.3%	42.3%	12.5%	0.1%	11.4%	EI
Total	\$131.9M	100.0%	37.1% 	-0.8%	0.4%	-14.7%	OOS

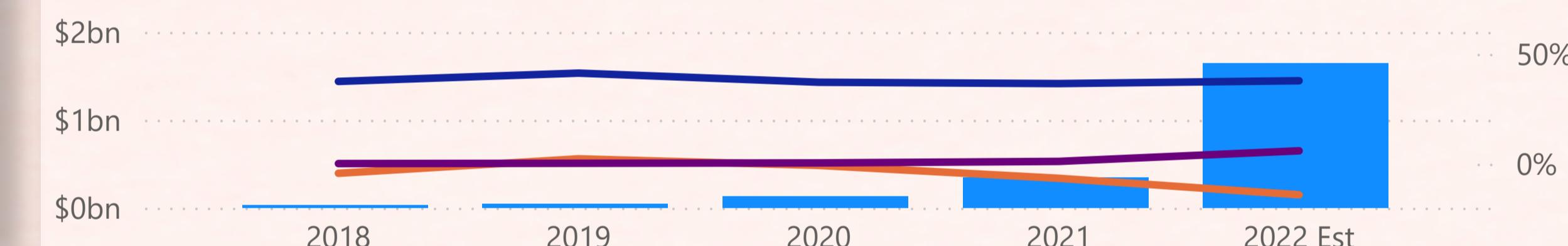
Revenue by Division



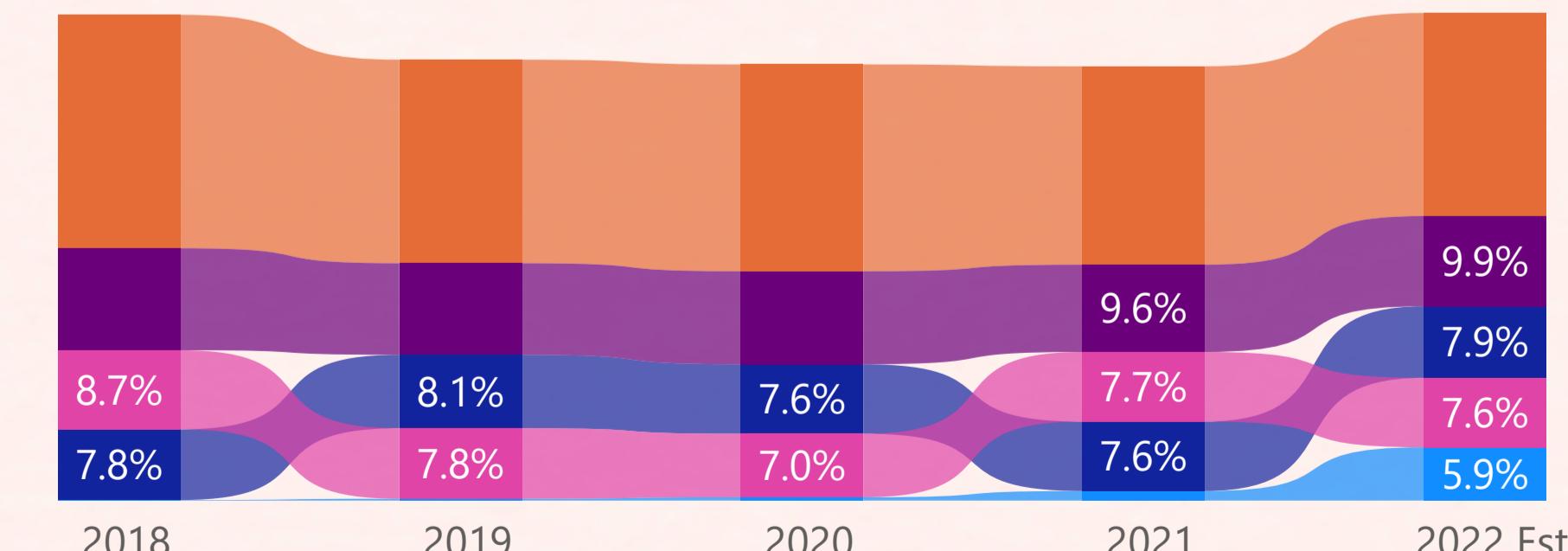
Revenue by Channel



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

NS \$ GM % Net Profit % AtliQ MS %


PC Market Share Trend - AtliQ & Competitors

manufacturer atliq bp dale innovo pacer

Top 5 Customers by Revenue

customer	RC %	GM %
Sage	3.7%	31.22%
Leader	3.5%	26.52%
AtliQ Exclusive	9.7%	45.74%
AtliQ e Store	8.7%	37.42%
Amazon	14.0%	38.01%
Total	39.7%	38.11%

Top 5 Products by Revenue

product	RC %	GM %
AQ BZ Compact	4.2%	36.39%
AQ BZ Gen Y	4.5%	36.87%
AQ Lite	4.3%	36.43%
AQ Wi Power Dx1	4.4%	37.26%
AQ Wi Power Dx2	5.4%	37.90%
Total	22.8%	37.02%