

AtliQ Hardware Finance Analysis Report



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Filters					
region	All	P&L by Fiscal Year			
division	All				
		Fiscal Year			
Country	2019	2020	2021	21 vs 20	
Australia					
Sum of net_sales_amount	3.9M	10.7M	21.0M	<div><div></div></div> 96%	
COGS	2.2M	5.8M	14.1M	<div><div></div></div> 143%	
Gross Margin	1.7M	4.9M	6.9M	<div><div></div></div> 41%	
Gross Margin %	43%	46%	33%	-28%	
Austria					
Sum of net_sales_amount		0.1M	2.8M	2301%	
COGS		0.1M	2.0M	2172%	
Gross Margin		0.0M	0.9M	2665%	
Gross Margin %		26%	30%	15%	
Bangladesh					
Sum of net_sales_amount	0.5M	2.3M	7.0M	208%	
COGS	0.3M	1.4M	4.5M	234%	
Gross Margin	0.1M	0.9M	2.4M	168%	
Gross Margin %	29%	40%	35%	-13%	
Canada					
Sum of net_sales_amount	4.8M	12.2M	35.1M	188%	
COGS	2.8M	7.1M	21.7M	206%	
Gross Margin	2.0M	5.1M	13.4M	163%	
Gross Margin %	42%	42%	38%	-9%	
China					
Sum of net_sales_amount	1.4M	5.4M	22.9M	322%	
COGS	0.8M	3.3M	13.5M	306%	
Gross Margin	0.6M	2.1M	9.4M	348%	
Gross Margin %	45%	39%	41%	6%	
France					
Sum of net_sales_amount	4.0M	7.5M	25.9M	247%	
COGS	2.3M	4.3M	14.7M	246%	
Gross Margin	1.8M	3.2M	11.2M	248%	
Gross Margin %	44%	43%	43%	0%	
Germany					
Sum of net_sales_amount	2.6M	4.7M	12.0M	156%	
COGS	1.6M	3.0M	8.9M	194%	
Gross Margin	0.9M	1.7M	3.1M	88%	
Gross Margin %	37%	36%	26%	-27%	
India					
Sum of net_sales_amount	30.8M	49.8M	161.3M	224%	

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COGS	17.8M	33.7M	109.7M	225%
Gross Margin	13.1M	16.0M	51.6M	222%
Gross Margin %	42%	32%	32%	-1%
Indonesia				
Sum of net_sales_amount	2.5M	6.2M	18.4M	197%
COGS	1.5M	3.5M	11.3M	220%
Gross Margin	1.1M	2.7M	7.1M	166%
Gross Margin %	42%	43%	38%	-10%
Italy				
Sum of net_sales_amount	2.9M	4.5M	11.7M	
COGS	1.6M	3.1M	8.2M	165%
Gross Margin	1.3M	1.4M	3.5M	158%
Gross Margin %	46%	31%	30%	-2%
Japan				
Sum of net_sales_amount		1.9M	7.9M	321%
COGS		1.2M	4.2M	257%
Gross Margin		0.7M	3.7M	430%
Gross Margin %		37%	47%	26%
Netherlands				
Sum of net_sales_amount	0.2M	3.4M	8.0M	138%
COGS	0.1M	1.8M	4.6M	164%
Gross Margin	0.1M	1.6M	3.4M	109%
Gross Margin %	36%	48%	42%	-12%
Newzealand				
Sum of net_sales_amount		2.0M	11.4M	474%
COGS		1.5M	5.9M	304%
Gross Margin		0.5M	5.5M	951%
Gross Margin %		26%	48%	83%
Norway				
Sum of net_sales_amount		2.5M	13.7M	452%
COGS		1.5M	9.6M	525%
Gross Margin		0.9M	4.0M	331%
Gross Margin %		38%	29%	-22%
Pakistan				
Sum of net_sales_amount	0.6M	4.7M	5.7M	21%
COGS	0.4M	2.7M	3.6M	34%
Gross Margin	0.2M	2.0M	2.0M	2%
Gross Margin %	40%	43%	36%	-15%
Philiphines				
Sum of net_sales_amount	5.7M	13.4M	31.9M	138%
COGS	3.4M	7.3M	19.4M	165%
Gross Margin	2.3M	6.0M	12.5M	106%
Gross Margin %	40%	45%	39%	-13%
Poland				
Sum of net_sales_amount	0.4M	2.8M	5.2M	86%

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COGS	0.3M	1.7M	3.0M	78%
Gross Margin	0.2M	1.1M	2.2M	97%
Gross Margin %	37%	40%	43%	6%
Portugal				
Sum of net_sales_amount	0.7M	3.6M	11.8M	230%
COGS	0.5M	2.3M	6.8M	199%
Gross Margin	0.3M	1.3M	5.0M	285%
Gross Margin %	39%	36%	42%	17%
South Korea				
Sum of net_sales_amount	12.8M	17.3M	49.0M	183%
COGS	6.7M	12.1M	31.4M	159%
Gross Margin	6.1M	5.2M	17.6M	241%
Gross Margin %	48%	30%	36%	20%
Spain				
Sum of net_sales_amount		1.8M	12.6M	
COGS		1.1M	8.4M	
Gross Margin		0.7M	4.2M	526%
Gross Margin %		38%	33%	-12%
Sweden				
Sum of net_sales_amount	0.1M	0.2M	1.8M	682%
COGS	0.0M	0.1M	1.1M	736%
Gross Margin	0.0M	0.1M	0.7M	614%
Gross Margin %	38%	44%	40%	-9%
United Kingdom				
Sum of net_sales_amount	2.0M	8.1M	34.2M	323%
COGS	1.3M	5.3M	18.7M	252%
Gross Margin	0.7M	2.8M	15.4M	459%
Gross Margin %	36%	34%	45%	32%
USA				
Sum of net_sales_amount	11.5M	31.9M	87.8M	175%
COGS	7.7M	19.5M	55.3M	184%
Gross Margin	3.8M	12.4M	32.5M	161%
Gross Margin %	33%	39%	37%	-5%



Filters	
region	All
sub_zone	All
Fiscal Year	2021

P & L for Market

Market	Net_sales_amount	COGS	Gross Margin
Australia	21.0M	14.1M	6.9M
Austria	2.8M	2.0M	0.9M
Bangladesh	7.0M	4.5M	2.4M
Canada	35.1M	21.7M	13.4M
China	22.9M	13.5M	9.4M
France	25.9M	14.7M	11.2M
Germany	12.0M	8.9M	3.1M
India	161.3M	109.7M	51.6M
Indonesia	18.4M	11.3M	7.1M
Italy	11.7M	8.2M	3.5M
Japan	7.9M	4.2M	3.7M
Netherlands	8.0M	4.6M	3.4M
Newzealand	11.4M	5.9M	5.5M
Norway	13.7M	9.6M	4.0M
Pakistan	5.7M	3.6M	2.0M
Philippines	31.9M	19.4M	12.5M
Poland	5.2M	3.0M	2.2M
Portugal	11.8M	6.8M	5.0M
South Korea	49.0M	31.4M	17.6M
Spain	12.6M	8.4M	4.2M
Sweden	1.8M	1.1M	0.7M
United Kingdom	34.2M	18.7M	15.4M
USA	87.8M	55.3M	32.5M



Filetrs

region	All
market	All
division	All
Fiscal Year	2019

P & L By Fiscal Months

	Quarters												Grand Total
	Q1			Q2		Q3			Q4				
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
net_sales_amount	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
Gross Margin %	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
market	All
division	All
Fiscal Year	2020

P & L By Fiscal Months

	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net_sales_amount	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
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
Gross Margin %	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%

Filters

region	All
market	All
division	All

P & L By Fiscal Months

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Fiscal Year 2021

Metrics	Quarters												Grand Total		
	Q1				Q2				Q3					Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
Net_sales_amount	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		
Gross Margin %	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 Comparison

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%



Gross Margin % by Quarters(Sub_zone)

Filetrs	
Fiscal Year	2019

Gross Margin % Quarters

Sub-Zone	Q1	Q2	Q3	Q4	Grand Total
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%

Filetrs	
Fiscal Year	2020

Gross Margin % Quarters

Sub-Zone	Q1	Q2	Q3	Q4	Grand Total
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%

Filetrs	
Fiscal Year	2021

Gross Margin % Quarters

Sub-Zone	Q1	Q2	Q3	Q4	Grand Total
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%