



region, market

customer

segment, category, prod...

2018

2019

2020

2021

2022 Est

Q1

Q2

Q3

Q4

vs LY

vs Target

YTD

YTG

\$267.98M✓

BM: 111.37M

(+140.61%)

Net Sales

37.10%!

BM: 41.20% (-9.95%)

GM %

-0.85%!

BM: 2.21% (-138.68%)

Net Profit %

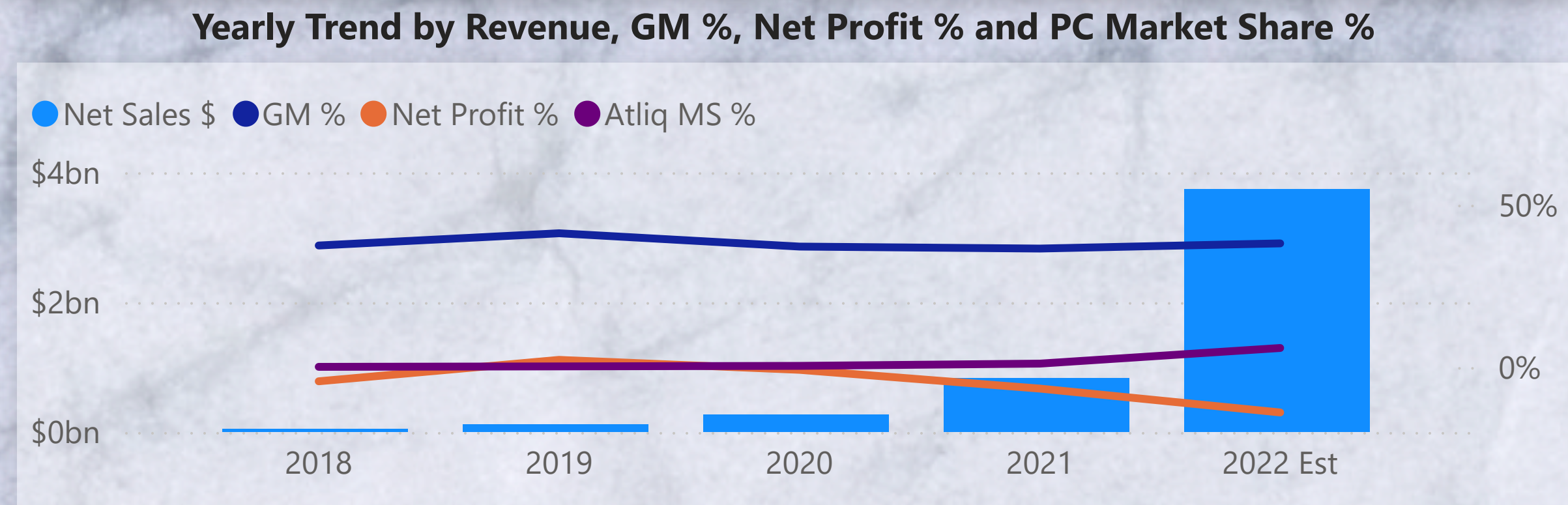
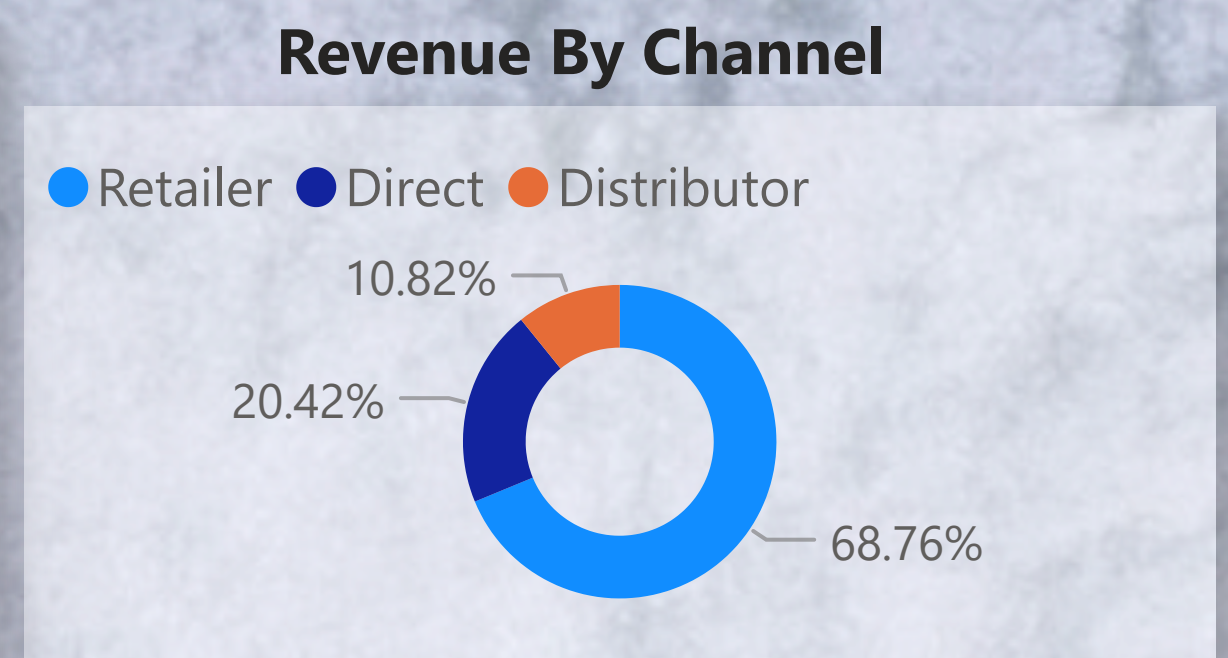
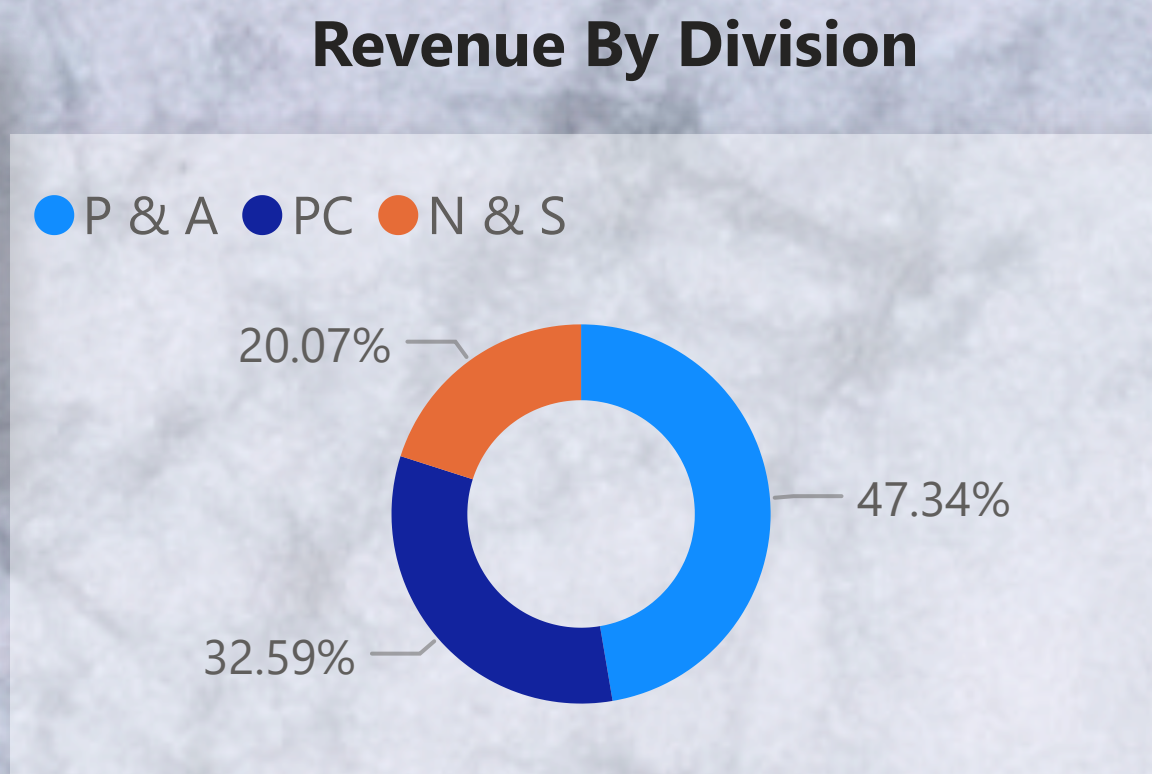
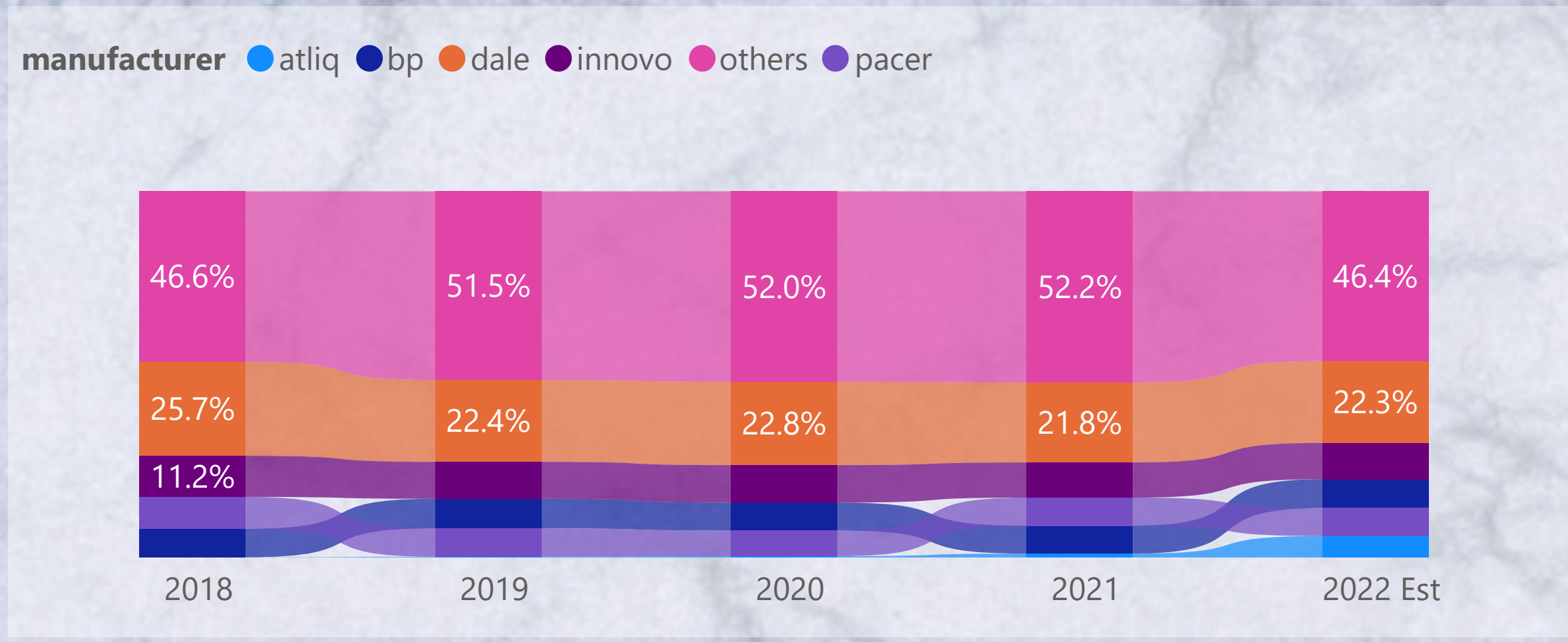
72.99%!

LY: 86.45% (-15.57%)

Forecast Accuracy

Key Insights by Subzone

sub_zone	Net Sales \$	RC %	GM %	Net Profit %	Atliq MS %	Net Error %	Risk
ANZ	\$16.8M	6.3%	42.4%	↓	12.6%	0.1%	24.23% EI
India	\$64.7M	24.2%	32.1%	↓↓	-14.7%	0.8%	-0.82% OOS
LATAM	\$2.0M	0.7%	31.0%	↓↓	-0.1%	0.0%	1.20% EI
NA	\$62.2M	23.2%	39.3%		-1.8%	0.3%	-22.10% OOS
NE	\$30.7M	11.4%	38.0%		-4.6%	0.3%	8.34% EI
ROA	\$66.5M	24.8%	38.1%	↓	8.9%	0.6%	9.35% EI
SE	\$25.1M	9.4%	37.6%	↓↓	7.0%	1.1%	11.01% EI
Total	\$268.0M	100.0%	37.1%	↓↓	-0.9%	0.4%	2.31% EI



Top 5 Customers By Revenue

customer	RC %	GM %
Sage	3.1%	31.22% ↓
Flipkart	4.1%	33.54% ↓
AtliQ Exclusive	8.6%	45.79% ↓
Atliq e Store	11.8%	37.47% ↓
Amazon	18.6%	37.96% ↓
Total	46.2%	38.44%

Top 5 Products By Revenue

product	RC %	GM %
AQ BZ Compact	4.3%	36.47% ↓
AQ BZ Gen Y	4.5%	36.99% ↓
AQ Lite	4.3%	36.47% ↓
AQ Wi Power Dx1	4.4%	36.97% ↓
AQ Wi Power Dx2	5.4%	37.96% ↓
Total	22.9%	37.02%

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