



## FILTERS

customer	All
division	All
Region	All
market	All

## P & L

### By Fisical year

All values are in USD

NOTE: 2020 vs 2021 is not in a part of p

Metrics	Fiscal Year			
	2019	2020	2021	2021 vs 2020
Net_sales	87.5M	196.7M	598.9M	304%
total_cogs	51.24M	123.37M	380.71M	309%
gross_margin	36.24M	73.32M	218.16M	298%
gross percentage	41%	37%	36%	98%

customer	All
division	All
Region	All
market	All
FY	All

### By Fisical year and by Quarters

**NOTE:** 2020 vs 2021 is not in a part of pivot table

[illegible]

**FILTERS**

customer	All
division	All
Region	All
market	All
FY	2019

**P & L****By Fisical year and by Quarters***All values are in USD***NOTE:** Do not modify the Pivot Table

Metrics	Fiscal Year											
	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
total_cogs	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M
gross_margin	2.64M	3.37M	4.45M	4.73M	2.67M	2.55M	2.66M	2.62M	2.65M	2.60M	2.69M	2.61M
gross_percentage	41%	42%	41%	41%	41%	42%	41%	41%	41%	42%	41%	41%

customer	All
division	All
Region	All
market	All
FY	2020

**P & L****By Fisical year and by Quarters***All values are in USD*

Metrics	Fiscal Year											
	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
total_cogs	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M
gross_margin	6.46M	7.79M	10.63M	11.01M	6.47M	6.01M	0.77M	2.93M	3.72M	5.55M	5.90M	6.08M
gross_percentage	38%	38%	37%	37%	38%	38%	37%	38%	37%	37%	37%	37%

customer All  
division All  
Region All  
market All  
FY 2021

## P &amp; L

## By Fisical year and by Quarters

All values are in USD

Metrics	Fiscal Year											
	Q1			Q2			Q3			Q4		
	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
total_cogs	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M
gross_margin	16.43M	19.94M	26.98M	28.30M	16.43M	15.28M	15.98M	15.82M	16.27M	15.11M	16.02M	15.61M
gross percentage	37%	37%	36%	36%	37%	37%	36%	36%	37%	36%	36%	36%

## Net sales comparision

2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
2020 vs 2019	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%

## FILTERS

customer	All
division	All
Region	All
FY	All

## SALES AND COGS

### By countries

All values are in USD

**NOTE:** Don't change the values in Pivot Table

Countries	Net_sales	total_cogs	GM	GM%
Australia	35.6M	22.1M	13.5M	38%
Austria	3.0M	2.1M	0.9M	30%
Bangladesh	9.7M	6.3M	3.4M	35%
Canada	52.0M	31.5M	20.5M	39%
China	29.7M	17.6M	12.1M	41%
France	37.5M	21.2M	16.2M	43%
Germany	19.3M	13.5M	5.8M	30%
India	241.9M	161.2M	80.7M	33%
Indonesia	27.1M	16.3M	10.8M	40%
Italy	19.1M	12.9M	6.2M	33%
Japan	9.8M	5.4M	4.4M	45%
Netherlands	11.6M	6.5M	5.0M	44%
Newzealand	13.4M	7.4M	6.0M	45%
Norway	16.2M	11.2M	5.0M	31%
Pakistan	11.0M	6.7M	4.3M	39%
Philippines	50.9M	30.2M	20.8M	41%
Poland	8.4M	4.9M	3.5M	42%
Portugal	16.2M	9.6M	6.6M	41%
South Korea	79.1M	50.2M	28.8M	36%
Spain	14.4M	9.5M	4.8M	34%
Sweden	2.0M	1.2M	0.8M	41%
United Kingdom	44.2M	25.3M	18.9M	43%
USA	131.2M	82.5M	48.7M	37%
<b>Grand Total</b>	<b>883.0M</b>	<b>555.3M</b>	<b>327.7M</b>	<b>37%</b>

## GM% By Fisical year and by Quarters *All values are in USD*

### FILTERS

FY 2019

**NOTE:** Do not modify the Pivot Table

gross percentage	Fiscal Year			
	Q1	Q2	Q3	Q4
SUB ZONE				
ANZ	43%	42%	43%	42%
India	43%	42%	42%	43%
NA	35%	35%	35%	36%
NE	37%	37%	37%	37%
ROA	45%	44%	44%	44%
SE	45%	44%	44%	44%
Grand Total	41%	41%	41%	42%

FY 2020

**NOTE:** Do not modify the Pivot Table

gross percentage	Fiscal Year			
	Q1	Q2	Q3	Q4
SUB ZONE				
ANZ	43%	43%	43%	42%
India	32%	32%	32%	32%
NA	40%	40%	39%	40%
NE	38%	38%	39%	38%
ROA	38%	38%	39%	38%
SE	38%	37%	38%	38%
Grand Total	37%	37%	37%	37%

FY 2021

**NOTE:** Do not modify the Pivot Table

gross percentage	Fiscal Year			
	Q1	Q2	Q3	Q4
SUB ZONE				
ANZ	39%	38%	38%	38%

# AtliQ Hardware



India	32%	32%	32%	32%
NA	37%	37%	37%	37%
NE	38%	39%	38%	38%
ROA	38%	38%	38%	38%
SE	39%	38%	39%	38%
Grand Total	36%	36%	36%	36%