

AtliQ Technologies
Profit and Loss (P&L) Statement by Market (FY2021)



Market	Net Sales	Cost of Goods Sold (COGS)	Gross Margin (GM)	GM %
Australia	20.99 M	14.08 M	6.91 M	32.92%
Austria	2.84 M	1.98 M	0.86 M	30.11%
Bangladesh	6.95 M	4.55 M	2.40 M	34.54%
Canada	35.06 M	21.66 M	13.39 M	38.21%
China	22.89 M	13.49 M	9.40 M	41.07%
France	25.94 M	14.73 M	11.22 M	43.24%
Germany	12.01 M	8.86 M	3.14 M	26.18%
India	161.26 M	109.65 M	51.61 M	32.00%
Indonesia	18.41 M	11.34 M	7.07 M	38.41%
Italy	11.72 M	8.19 M	3.53 M	30.13%
Japan	7.92 M	4.24 M	3.69 M	46.52%
Netherlands	7.98 M	4.63 M	3.36 M	42.03%
Newzealand	11.40 M	5.90 M	5.50 M	48.23%
Norway	13.68 M	9.65 M	4.03 M	29.48%
Pakistan	5.66 M	3.61 M	2.05 M	36.18%
Philippines	31.86 M	19.40 M	12.45 M	39.09%
Poland	5.19 M	2.98 M	2.21 M	42.56%
Portugal	11.83 M	6.85 M	4.98 M	42.13%
South Korea	48.97 M	31.38 M	17.59 M	35.92%
Spain	12.62 M	8.44 M	4.18 M	33.13%
Sweden	1.77 M	1.06 M	0.71 M	40.22%
United Kingdom	34.15 M	18.74 M	15.41 M	45.13%
USA	87.78 M	55.31 M	32.47 M	36.99%

Notes:

- Net Sales, Cost of Goods Sold, and Gross Margin values are in INR currency.
- Abbreviations: FY – Fiscal Year; COGS – Cost of Goods Sold; GM – Gross Margin; GM % - Gross Margin Percentage; P&L – Profit and Loss.
- Purple data bars represent the magnitude of the P&L metrics Net Sales, Cost of Goods Sold, and Gross Margin. With the applied conditional formatting, the **purple data bars allow for comparison of the three P&L metrics horizontally within a market, and vertically across markets.**
- The GM % column uses a gradient color scale conditional formatting, where a lighter orange signals a lower GM %, and a darker orange signals a higher GM %. This gradient allows for easy comparison of GM % across different markets.