



ATLIQ HARDWARE- FINANCE REPORT



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FILTERS	
region	All
division	All
customer	All

Marketwise

P&L by Fiscal Year

*All values in USD

Note: 21vs20 is not in pivot table

Fiscal Years

Markets	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.88M	10.70M	20.99M	96.22%
COGS	2.23M	5.79M	14.08M	143.20%
Gross Margin	1.65M	4.91M	6.91M	40.80%
GM%	42.57%	45.88%	32.92%	-28.24%
Austria				
Net Sales		0.12M	2.84M	2301.31%
COGS		0.09M	1.98M	2172.38%
Gross Margin		0.03M	0.86M	2665.44%
GM%		26.15%	30.11%	15.16%
Bangladesh				
Net Sales	0.48M	2.26M	6.95M	207.70%
COGS	0.34M	1.36M	4.55M	233.50%
Gross Margin	0.14M	0.89M	2.40M	168.36%
GM%	28.73%	39.61%	34.54%	-12.79%
Canada				
Net Sales	4.76M	12.17M	35.06M	188.06%
COGS	2.78M	7.07M	21.66M	206.43%
Gross Margin	1.99M	5.10M	13.39M	162.59%
GM%	41.67%	41.91%	38.21%	-8.84%
China				
Net Sales	1.43M	5.42M	22.89M	321.98%
COGS	0.78M	3.33M	13.49M	305.51%
Gross Margin	0.64M	2.10M	9.40M	348.09%
GM%	44.94%	38.68%	41.07%	6.19%
France				
Net Sales	4.04M	7.47M	25.94M	247.23%
COGS	2.26M	4.25M	14.73M	246.45%
Gross Margin	1.78M	3.22M	11.22M	248.26%
GM%	44.09%	43.11%	43.24%	0.30%
Germany				
Net Sales	2.56M	4.69M	12.01M	156.22%
COGS	1.62M	3.02M	8.86M	193.82%
Gross Margin	0.95M	1.67M	3.14M	88.28%
GM%	36.97%	35.63%	26.18%	-26.52%



India				
Net Sales	30.82M	49.77M	161.26M	224.02%
COGS	17.77M	33.74M	109.65M	224.99%
Gross Margin	13.05M	16.03M	51.61M	221.96%
GM%	42.35%	32.21%	32.00%	-0.63%
Indonesia				
Net Sales	2.52M	6.21M	18.41M	196.69%
COGS	1.46M	3.54M	11.34M	220.09%
Gross Margin	1.06M	2.66M	7.07M	165.56%
GM%	42.03%	42.91%	38.41%	-10.49%
Italy				
Net Sales	2.90M	4.46M	11.72M	162.53%
COGS	1.58M	3.09M	8.19M	164.61%
Gross Margin	1.33M	1.37M	3.53M	157.83%
GM%	45.63%	30.68%	30.13%	-1.79%
Japan				
Net Sales		1.88M	7.92M	321.11%
COGS		1.19M	4.24M	257.28%
Gross Margin		0.70M	3.69M	429.96%
GM%		36.96%	46.52%	25.85%
Netherlands				
Net Sales	0.23M	3.36M	7.98M	137.91%
COGS	0.14M	1.75M	4.63M	164.16%
Gross Margin	0.08M	1.60M	3.36M	109.23%
GM%	36.36%	47.79%	42.03%	-12.06%
Newzealand				
Net Sales		1.99M	11.40M	474.29%
COGS		1.46M	5.90M	303.76%
Gross Margin		0.52M	5.50M	950.71%
GM%		26.36%	48.23%	82.96%
Norway				
Net Sales		2.48M	13.68M	451.83%
COGS		1.54M	9.65M	525.04%
Gross Margin		0.94M	4.03M	331.04%
GM%		37.74%	29.48%	-21.89%
Pakistan				
Net Sales	0.62M	4.69M	5.66M	20.51%
COGS	0.38M	2.69M	3.61M	34.33%
Gross Margin	0.25M	2.01M	2.05M	2.00%
GM%	39.65%	42.75%	36.18%	-15.36%
Philippines				
Net Sales	5.69M	13.37M	31.86M	138.36%
COGS	3.42M	7.33M	19.40M	164.59%
Gross Margin	2.27M	6.03M	12.45M	106.47%
GM%	39.90%	45.13%	39.09%	-13.38%
Poland				



Net Sales	0.41M	2.79M	5.19M	85.81%
COGS	0.26M	1.67M	2.98M	78.47%
Gross Margin	0.15M	1.12M	2.21M	96.73%
GM%	37.43%	40.20%	42.56%	5.88%
Portugal				
Net Sales	0.75M	3.59M	11.83M	229.81%
COGS	0.45M	2.29M	6.85M	198.86%
Gross Margin	0.29M	1.30M	4.98M	284.53%
GM%	39.29%	36.13%	42.13%	16.59%
South Korea				
Net Sales	12.80M	17.28M	48.97M	183.31%
COGS	6.72M	12.13M	31.38M	158.65%
Gross Margin	6.09M	5.15M	17.59M	241.34%
GM%	47.54%	29.82%	35.92%	20.48%
Spain				
Net Sales		1.77M	12.62M	611.42%
COGS		1.11M	8.44M	663.24%
Gross Margin		0.67M	4.18M	525.68%
GM%		37.67%	33.13%	-12.05%
Sweden				
Net Sales	0.05M	0.23M	1.77M	681.92%
COGS	0.03M	0.13M	1.06M	735.60%
Gross Margin	0.02M	0.10M	0.71M	613.77%
GM%	38.28%	44.06%	40.22%	-8.72%
United Kingdom				
Net Sales	2.00M	8.08M	34.15M	322.73%
COGS	1.27M	5.32M	18.74M	252.12%
Gross Margin	0.72M	2.76M	15.41M	459.04%
GM%	36.19%	34.13%	45.13%	32.24%
USA				
Net Sales	11.53M	31.92M	87.78M	174.99%
COGS	7.75M	19.48M	55.31M	183.94%
Gross Margin	3.78M	12.44M	32.47M	160.98%
GM%	32.79%	38.97%	36.99%	-5.10%

FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P&L**by Fiscal Months**

*All values in USD

Note:- Do not modify the Pivot Table

Metrics	Quarter Q1				Q2		Q3			Q4			Grand Total
	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	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
GM%	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
customer	All
FY	2020

P&L**by Fiscal Months**

All values in USD

Metrics	Quarter Q1				Q2		Q3			Q4			Grand Total
	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	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
GM%	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
customer	All
FY	2021

P&L**by Fiscal Months**

All values in USD

Metrics	Quarter Q1				Q2		Q3			Q4			Grand Total
	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	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
GM%	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 Comparision	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Grand Total
21 vs 20	162%	165%	159%	161%	161%	162%	1982%	461%	347%	179%	174%	160%	204%
20 vs 19	165%	157%	167%	161%	163%	162%	-67%	23%	53%	141%	148%	162%	125%

FILTERS	
region	All
sub_zone	All
FY	2021

P&L**for Markets - 2021**

*All values in USD

Markets	Net Sales	COGS	Gross Margin	GM%
Australia	20.99M	14.08M	6.91M	32.92%
Austria	2.84M	1.98M	0.86M	30.11%
Bangladesh	6.95M	4.55M	2.40M	34.54%
Canada	35.06M	21.66M	13.39M	38.21%
China	22.89M	13.49M	9.40M	41.07%
France	25.94M	14.73M	11.22M	43.24%
Germany	12.01M	8.86M	3.14M	26.18%
India	161.26M	109.65M	51.61M	32.00%
Indonesia	18.41M	11.34M	7.07M	38.41%
Italy	11.72M	8.19M	3.53M	30.13%
Japan	7.92M	4.24M	3.69M	46.52%
Netherlands	7.98M	4.63M	3.36M	42.03%
Newzealand	11.40M	5.90M	5.50M	48.23%
Norway	13.68M	9.65M	4.03M	29.48%
Pakistan	5.66M	3.61M	2.05M	36.18%
Philippines	31.86M	19.40M	12.45M	39.09%
Poland	5.19M	2.98M	2.21M	42.56%
Portugal	11.83M	6.85M	4.98M	42.13%
South Korea	48.97M	31.38M	17.59M	35.92%
Spain	12.62M	8.44M	4.18M	33.13%
Sweden	1.77M	1.06M	0.71M	40.22%
United Kingdom	34.15M	18.74M	15.41M	45.13%
USA	87.78M	55.31M	32.47M	36.99%
Grand Total	598.88M	380.71M	218.16M	36.43%

FILTERS	
region	All
market	All
division	All
customer	All

P&L by Fiscal Year

*All values in USD

Note: 21vs20 is not in pivot table

Fiscal Years

Metrics	2019	2020	2021	21 vs 20
Net Sales	87.48M	196.69M	598.88M	204.48%
COGS	51.24M	123.37M	380.71M	208.59%
Gross Margin	36.24M	73.32M	218.16M	197.55%
GM%	41.43%	37.28%	36.43%	-2.27%

FILTERS	
FY	2019

GM% by Quarters (Sub-zone wise)

GM%	Quarters				
Sub-Zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	42.98%	42.20%	42.59%	42.46%	42.57%
India	42.54%	42.25%	42.04%	42.54%	42.35%
NA	35.15%	35.42%	35.36%	35.72%	35.39%
NE	36.59%	37.01%	36.54%	36.56%	36.69%
ROA	44.51%	44.35%	44.05%	44.48%	44.35%
SE	44.52%	44.05%	44.01%	44.16%	44.21%

FY 2020

GM%	Quarters				
Sub-Zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.34%	43.04%	42.77%	41.79%	42.82%
India	32.35%	32.13%	32.44%	32.03%	32.21%
NA	39.87%	40.06%	39.11%	39.67%	39.78%
NE	37.65%	37.84%	38.51%	37.74%	37.81%
ROA	38.41%	38.29%	38.78%	37.69%	38.23%
SE	38.46%	37.28%	38.16%	37.78%	37.90%

FY 2021

GM%	Quarters				
Sub-Zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	38.99%	37.85%	38.27%	38.00%	38.31%
India	32.27%	31.81%	31.92%	31.97%	32.00%
NA	37.10%	37.45%	37.47%	37.39%	37.34%
NE	37.88%	38.72%	38.25%	38.31%	38.29%
ROA	38.48%	38.44%	38.12%	38.12%	38.31%
SE	38.64%	38.29%	38.60%	38.48%	38.50%