



AtliQ Hardware  
Finance View



vs LY vs Target

Region, Market  
All

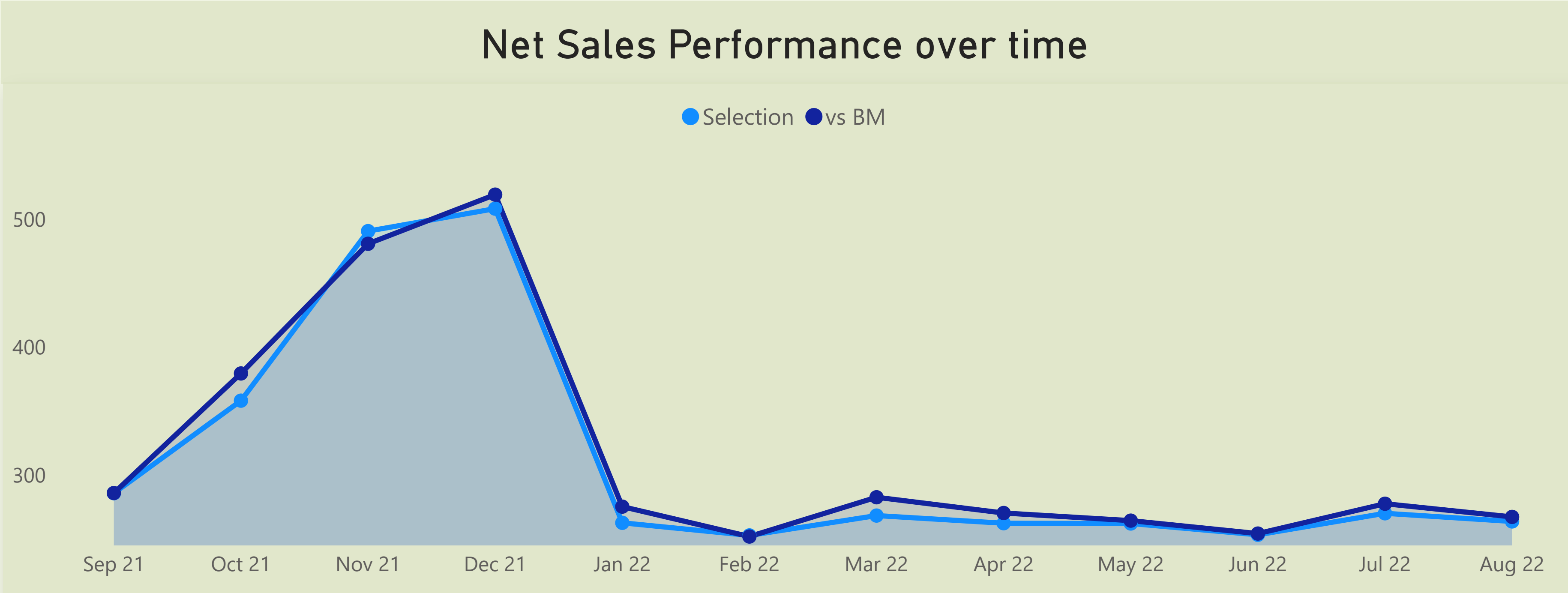
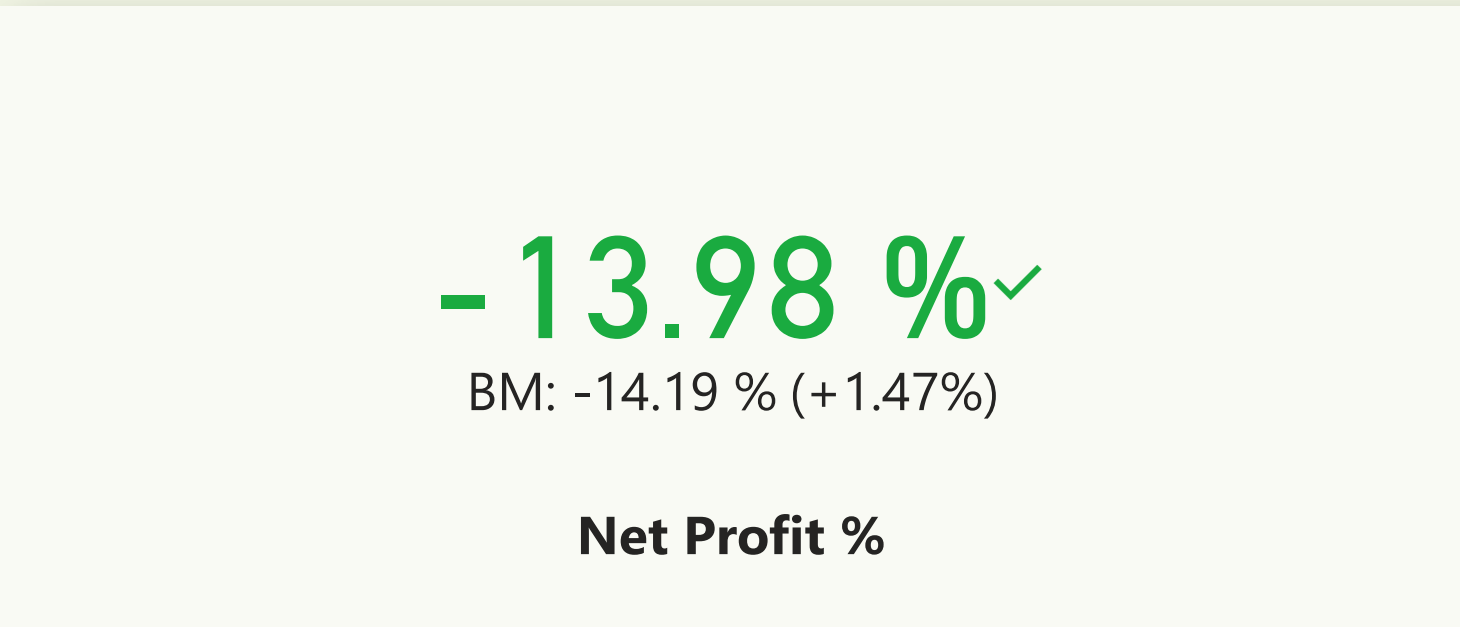
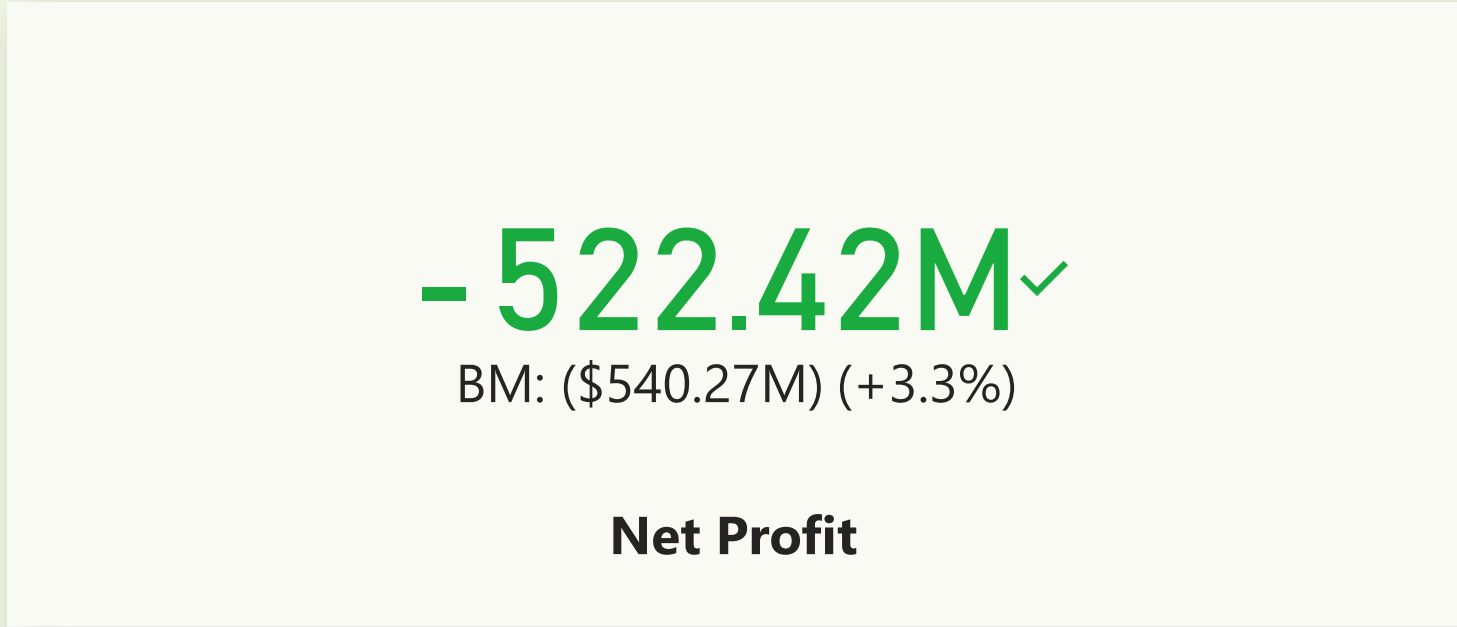
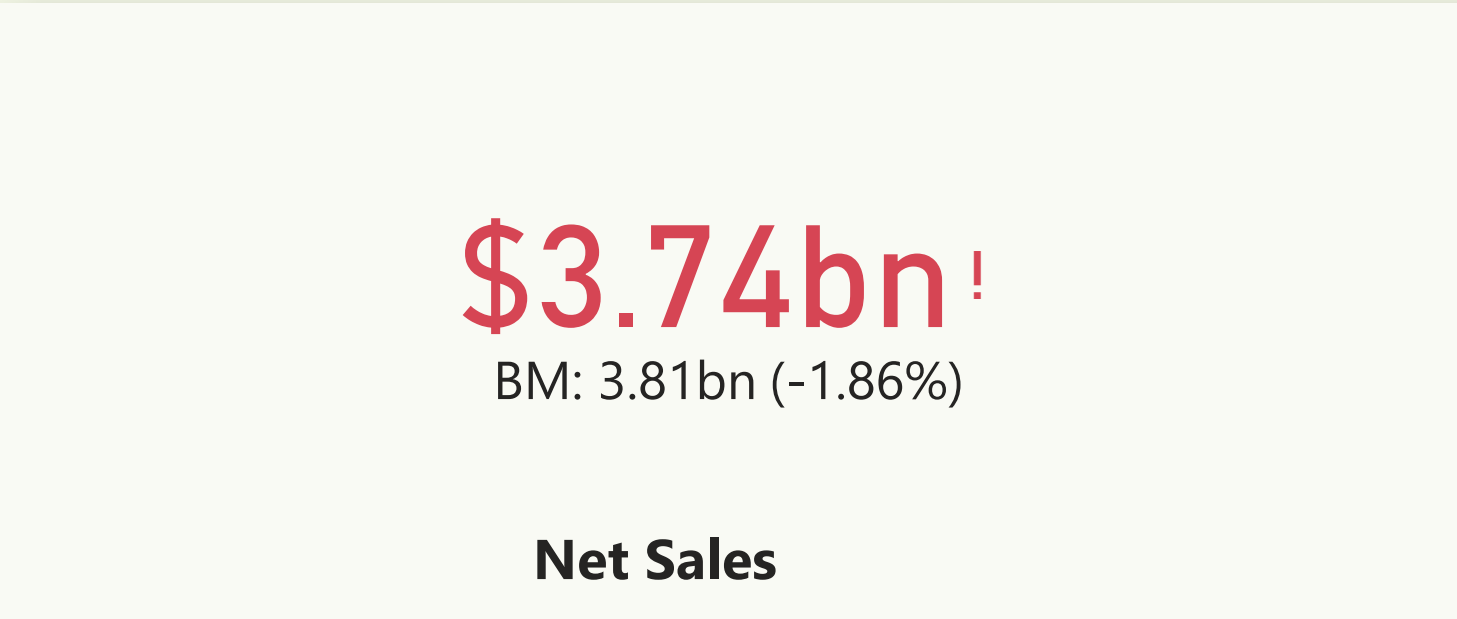
Customer  
All

Segment, Category  
All

Fiscal Year  
2018  
2019  
2020  
2021  
2022 Est

Quarters  
Q1  
Q2  
Q3  
Q4

YTD YTG  
YTD  
YTG



Profit and Loss Statement

| Line Item                    | 2022 Est  | BM       | Chg    | Chg % |
|------------------------------|-----------|----------|--------|-------|
| Gross Sales                  | 7,370.14  |          |        |       |
| Pre Invoice Deduction        | 1,727.01  |          |        |       |
| Net Invoice Sales            | 5,643.13  |          |        |       |
| - Post Discounts             | 1,243.54  |          |        |       |
| - Post Deductions            | 663.42    |          |        |       |
| Total Post Invoice Deduction | 1,906.95  |          |        |       |
| Net Sales                    | 3,736.17  | 3,807.09 | -70.92 | -1.86 |
| - Manufacturing Cost         | 2,197.28  |          |        |       |
| - Freight Cost               | 100.49    |          |        |       |
| - Other Cost                 | 15.52     |          |        |       |
| Total COGS                   | 2,313.29  |          |        |       |
| Gross Margin                 | 1,422.88  | 1,459.51 | -36.63 | -2.5  |
| Gross Margin %               | 38.08     | 38.34    | -0.25  | -0.66 |
| GM / Unit                    | 15.76     |          |        |       |
| Operational Expenses         | -1,945.30 |          |        |       |
| Net Profit                   | -522.42   | -540.27  | 17.84  | -3.3  |
| Net Profit %                 | -13.98    | -14.19   | 0.21   | -1.47 |

Customers By Net Sales

| Region | P & L values | P & L Chg % |
|--------|--------------|-------------|
| APAC   | 1,923.77     | -2.48       |
| EU     | 775.48       | -1.13       |
| LATAM  | 14.82        | -1.60       |
| NA     | 1,022.09     | -1.24       |
| Total  | 3,736.17     | -1.86       |

Top/Bottom Products by Net Sales

| Segment     | P & L values | P & L Chg % |
|-------------|--------------|-------------|
| Accessories | 454.10       |             |
| Desktop     | 711.08       |             |
| Networking  | 38.43        |             |
| Notebook    | 1,580.43     |             |
| Peripherals | 897.54       |             |
| Storage     | 54.59        |             |
| Total       | 3,736.17     | -1.86       |

