



FILTERS

region	All
market	All
division	All

Customer	2019	2020	2021	21 vs 20
Australia				
Amazon	0.6M	2.0M	3.0M	51.5%
Atliq e Store	0.5M	2.2M	3.0M	40.4%
AtliQ Exclusive	0.6M	1.4M	3.4M	134.2%
Digimarket	0.5M	1.3M	3.0M	125.4%
Electricalsociety	0.6M	1.2M	3.0M	151.7%
Forward Stores	0.5M	1.2M	2.9M	143.4%
Sound	0.6M	1.4M	2.6M	89.5%
Australia Total	3.9M	10.7M	21.0M	96.2%
Austria				
Amazon		0.0M	0.4M	1845.5%
Atlas Stores		0.0M	0.3M	2534.5%
Atliq e Store		0.0M	0.4M	1669.7%
Electricalsquipo Stores		0.0M	0.3M	2282.8%
Euronics		0.0M	0.4M	2970.5%
Fnac-Darty		0.0M	0.4M	2748.8%
Integration Stores		0.0M	0.3M	2433.4%
Nova		0.0M	0.4M	2564.9%
Austria Total		0.1M	2.8M	2301.3%
Bangladesh				
Amazon	0.1M	0.6M	1.2M	111.0%
Atliq e Store	0.1M	0.6M	1.5M	147.9%
AtliQ Exclusive	0.1M	0.4M	1.7M	332.2%
Control	0.1M	0.3M	1.2M	283.1%
Surface Stores	0.1M	0.4M	1.3M	249.6%
Bangladesh Total	0.5M	2.3M	7.0M	207.7%
Canada				
Amazon	1.1M	3.6M	7.8M	119.0%
Atliq e Store	0.4M	1.3M	3.0M	124.4%
AtliQ Exclusive	0.5M	1.1M	3.7M	231.8%
Costco	0.4M	0.9M	3.0M	232.5%
Nomad Stores	0.4M	0.9M	2.8M	228.7%
Premium Stores	0.4M	0.8M	2.8M	247.7%
Relief	0.4M	0.9M	2.8M	222.6%
Sage	0.4M	1.0M	3.2M	225.8%
Staples	0.4M	0.8M	2.8M	250.7%
walmart	0.4M	0.9M	3.1M	235.4%
Canada Total	4.8M	12.2M	35.1M	188.1%
China				
Neptune	1.0M	3.3M	15.5M	372.0%
Taobao	0.2M	1.3M	3.3M	148.7%
Zone	0.2M	0.8M	4.1M	401.9%
China Total	1.4M	5.4M	22.9M	322.0%
France				

Customer Net Sales Performance Report

Note: All units are in USD



Amazon	0.5M	1.2M	3.0M	153.0%
Atliq e Store	0.5M	1.2M	3.0M	147.8%
AtliQ Exclusive	0.5M	0.8M	3.3M	287.6%
Chip 7	0.4M	0.7M	2.7M	300.7%
Elite	0.4M	0.7M	2.8M	311.9%
Elkjøp	0.4M	0.8M	2.8M	267.1%
Epic Stores	0.4M	0.7M	2.7M	277.2%
Sorefoz	0.5M	0.7M	3.1M	341.0%
UniEuro	0.4M	0.7M	2.6M	267.7%
France Total	4.0M	7.5M	25.9M	247.2%
Germany				
Amazon	0.2M	0.7M	1.2M	76.6%
Atliq e Store	0.3M	0.7M	1.2M	80.7%
AtliQ Exclusive	0.3M	0.5M	1.4M	156.7%
Currys (Dixons Carphone)	0.2M	0.4M	1.2M	199.2%
Digimarket	0.3M	0.4M	1.1M	197.6%
Expert	0.3M	0.4M	1.1M	155.1%
Fnac-Darty	0.3M	0.4M	1.3M	212.2%
Notebillig	0.2M	0.4M	1.1M	187.4%
Otto	0.3M	0.4M	1.2M	198.6%
Saturn	0.2M	0.4M	1.2M	210.5%
Germany Total	2.6M	4.7M	12.0M	156.2%
India				
Amazon	4.6M	9.8M	23.0M	134.9%
Atliq e Store	1.6M	3.5M	8.7M	149.1%
AtliQ Exclusive	3.4M	4.7M	18.4M	292.6%
Croma	1.7M	2.5M	7.5M	205.1%
Ebay	1.7M	3.6M	8.5M	135.9%
Electricalslytical	1.6M	2.0M	8.4M	331.1%
Electricalsocity	1.8M	2.3M	9.4M	315.1%
Expression	1.5M	2.2M	8.8M	291.2%
Ezone	1.5M	2.0M	7.9M	291.6%
Flipkart	1.9M	4.3M	9.9M	131.8%
Girias	1.5M	2.1M	8.7M	319.3%
Lotus	1.5M	2.1M	8.1M	282.6%
Propel	1.6M	2.2M	9.1M	313.7%
Reliance Digital	1.6M	2.2M	8.5M	287.2%
Vijay Sales	1.7M	2.1M	8.5M	297.8%
Viveks	1.6M	2.2M	7.8M	248.1%
India Total	30.8M	49.8M	161.3M	224.0%
Indonesia				
Acclaimed Stores	0.6M	1.1M	4.4M	297.6%
Amazon	0.6M	1.9M	4.6M	147.7%
Atliq e Store	0.6M	1.9M	4.5M	137.5%
AtliQ Exclusive	0.7M	1.3M	4.9M	265.1%
Indonesia Total	2.5M	6.2M	18.4M	196.7%
Italy				
Amazon	0.3M	0.6M	1.3M	96.5%
Argos (Sainsbury's)	0.3M	0.4M	1.1M	212.8%
Atliq e Store	0.3M	0.6M	1.1M	72.7%

Customer Net Sales Performance Report

Note: All units are in USD



AtliQ Exclusive	0.3M	0.5M	1.3M	185.3%
Boulanger	0.2M	0.4M	1.2M	200.4%
Coolblue	0.3M	0.4M	1.2M	175.0%
Euronics	0.3M	0.4M	1.1M	191.6%
Expert	0.3M	0.4M	1.2M	223.8%
Fnac-Darty	0.3M	0.4M	1.2M	207.8%
Radio Popular	0.3M	0.4M	1.0M	159.1%
Italy Total	2.9M	4.5M	11.7M	162.5%
Japan				
All-Out	0.2M	0.8M		395.7%
Amazon	0.6M	2.0M		245.8%
Atliq e Store	0.2M	0.7M		197.6%
AtliQ Exclusive	0.2M	0.9M		386.1%
Electricalsbea Stores	0.1M	0.7M		404.6%
Flawless Stores	0.1M	0.7M		386.2%
Info Stores	0.1M	0.7M		377.6%
Neptune	0.1M	0.7M		358.9%
Surface Stores	0.1M	0.8M		425.2%
Japan Total	1.9M	7.9M	321.1%	
Netherlands				
Amazon	0.0M	0.6M	1.0M	67.5%
Atliq e Store	0.0M	0.6M	1.1M	71.3%
AtliQ Exclusive	0.0M	0.5M	1.3M	175.8%
Electricalslance Stores	0.0M	0.4M	1.1M	148.8%
Elkj�p	0.0M	0.4M	1.1M	166.1%
Radio Popular	0.0M	0.4M	1.1M	177.7%
Reliance Digital	0.0M	0.4M	1.3M	225.1%
Netherlands Total	0.2M	3.4M	8.0M	137.9%
Newzealand				
Amazon	0.4M	1.6M		344.7%
Atliq e Store	0.4M	1.5M		267.6%
AtliQ Exclusive	0.3M	1.8M		575.6%
Epic Stores	0.2M	1.5M		571.6%
Leader	0.2M	1.6M		601.8%
Logic Stores	0.2M	1.7M		581.0%
Propel	0.3M	1.7M		566.9%
Newzealand Total	2.0M	11.4M	474.3%	
Norway				
Amazon	0.4M	1.6M		284.1%
Atliq e Store	0.5M	1.7M		283.6%
AtliQ Exclusive	0.3M	2.1M		572.9%
Boulanger	0.3M	1.6M		486.3%
Chiptec	0.3M	1.8M		596.2%
Sound	0.3M	1.7M		514.7%
Synthetic	0.2M	1.5M		539.4%
UniEuro	0.2M	1.5M		559.4%
Norway Total	2.5M	13.7M	451.8%	
Pakistan				
Amazon	0.1M	1.3M	1.2M	-8.6%
Atliq e Store	0.1M	1.2M	1.1M	-1.6%

Customer Net Sales Performance Report

Note: All units are in USD



Expression	0.1M	0.7M	1.0M	38.4%
Nomad Stores	0.1M	0.8M	1.2M	54.5%
Zone	0.1M	0.7M	1.1M	52.6%
Pakistan Total	0.6M	4.7M	5.7M	20.5%
Philippines				
Amazon	0.5M	1.7M	2.8M	66.8%
Atliq e Store	0.5M	1.6M	2.6M	66.1%
AtliQ Exclusive	0.5M	1.2M	3.1M	167.7%
Insight	0.4M	1.0M	2.8M	171.8%
Novus	1.9M	3.7M	9.9M	164.2%
Synthetic	1.9M	4.2M	10.7M	155.6%
Philippines Total	5.7M	13.4M	31.9M	138.4%
Poland				
Amazon	0.1M	0.5M	0.8M	53.0%
Argos (Sainsbury's)	0.1M	0.3M	0.8M	127.8%
Atliq e Store	0.1M	0.5M	0.7M	36.9%
AtliQ Exclusive	0.1M	0.4M	0.8M	110.4%
Currys (Dixons Carphone)	0.1M	0.4M	0.7M	91.4%
Electricalsara Stores	0.1M	0.3M	0.7M	110.2%
Expert	0.1M	0.3M	0.7M	110.5%
Poland Total	0.4M	2.8M	5.2M	85.8%
Portugal				
Amazon	0.1M	0.5M	1.2M	130.2%
Atliq e Store	0.1M	0.5M	1.3M	144.8%
Electricalsara Stores	0.1M	0.3M	1.2M	265.4%
Electricalslance Stores	0.1M	0.3M	1.3M	300.3%
Euronics	0.1M	0.3M	1.2M	270.9%
Flawless Stores	0.1M	0.3M	1.1M	255.8%
Forward Stores	0.1M	0.3M	1.1M	289.4%
Info Stores	0.1M	0.3M	1.2M	244.4%
Premium Stores	0.1M	0.3M	1.1M	268.0%
Sorefoz	0.1M	0.3M	1.2M	256.3%
Portugal Total	0.7M	3.6M	11.8M	229.8%
South Korea				
Amazon	1.1M	2.2M	4.5M	103.1%
Atliq e Store	1.2M	2.2M	4.6M	107.7%
AtliQ Exclusive	1.4M	1.7M	5.2M	211.8%
Leader	4.7M	5.7M	17.2M	199.1%
Sage	4.4M	5.5M	17.5M	220.8%
South Korea Total	12.8M	17.3M	49.0M	183.3%
Spain				
Amazon		0.2M	1.2M	432.3%
Atliq e Store		0.2M	1.3M	506.4%
Boulanger		0.2M	1.3M	715.7%
Chiptec		0.2M	1.2M	665.6%
Elite		0.1M	1.3M	780.1%
Elkj�p		0.2M	1.3M	755.6%
Euronics		0.2M	1.2M	682.4%
Flipkart		0.3M	1.5M	440.6%
Integration Stores		0.1M	1.1M	641.0%

Customer Net Sales Performance Report

Note: All units are in USD



Relief		0.1M	1.3M	769.9%
Spain Total		1.8M	12.6M	611.4%
Sweden				
Amazon	0.0M	0.1M	0.4M	649.2%
Argos (Sainsbury's)	0.0M	0.0M	0.4M	832.7%
Atliq e Store	0.0M	0.1M	0.4M	474.2%
Expert	0.0M	0.0M	0.3M	751.5%
Sorefoz	0.0M	0.0M	0.4M	842.5%
Sweden Total	0.1M	0.2M	1.8M	681.9%
United Kingdom				
Amazon	0.2M	1.1M	3.0M	178.6%
Atlas Stores	0.2M	0.7M	2.8M	327.6%
Atliq e Store	0.2M	1.0M	3.0M	199.1%
Chip 7	0.2M	0.7M	2.8M	332.0%
Coolblue	0.2M	0.7M	3.0M	310.5%
Electricalslytical	0.2M	0.7M	3.5M	436.8%
Electricalsquipo Stores	0.2M	0.7M	3.3M	398.5%
Expert	0.2M	0.6M	3.1M	418.3%
Logic Stores	0.2M	0.7M	3.1M	355.6%
Radio Popular	0.2M	0.7M	3.1M	378.7%
UniEuro	0.2M	0.7M	3.2M	379.4%
United Kingdom Total	2.0M	8.1M	34.2M	322.7%
USA				
Acclaimed Stores	0.8M	1.8M	6.5M	266.0%
Amazon	2.1M	7.7M	15.3M	99.6%
Atliq e Store	0.8M	2.6M	6.5M	148.0%
AtliQ Exclusive	1.0M	2.4M	7.8M	228.1%
BestBuy	0.9M	1.8M	6.3M	256.1%
Control	0.8M	1.9M	6.4M	243.4%
Costco	0.8M	1.8M	6.3M	239.8%
Ebay	0.9M	2.7M	6.7M	150.7%
Flipkart	1.0M	3.8M	7.9M	107.8%
Radio Shack	0.8M	1.7M	5.4M	211.5%
Staples	0.9M	2.0M	5.9M	189.7%
walmart	0.8M	1.7M	6.7M	289.2%
USA Total	11.5M	31.9M	87.8M	175.0%
Grand Total	87.5M	196.7M	598.9M	204.5%

Customer Net Sales Performance Report

Note: All units are in USD



FILTERS

region	All
division	All

Country	2019	2020	2021	21 - target	%
Australia	3.9M	10.7M	21.0M	-2.2M	-9.5%
Austria		0.1M	2.8M	-0.3M	-10.5%
Bangladesh	0.5M	2.3M	7.0M	-0.7M	-9.3%
Canada	4.8M	12.2M	35.1M	-5.1M	-12.6%
China	1.4M	5.4M	22.9M	-2.1M	-8.3%
France	4.0M	7.5M	25.9M	-2.2M	-7.8%
Germany	2.6M	4.7M	12.0M	-1.5M	-11.3%
India	30.8M	49.8M	161.3M	-9.6M	-5.6%
Indonesia	2.5M	6.2M	18.4M	-2.4M	-11.5%
Italy	2.9M	4.5M	11.7M	-1.0M	-8.2%
Japan		1.9M	7.9M	-0.3M	-4.0%
Netherlands	0.2M	3.4M	8.0M	-0.7M	-7.6%
Newzealand		2.0M	11.4M	-1.4M	-11.0%
Norway		2.5M	13.7M	-1.4M	-9.5%
Pakistan	0.6M	4.7M	5.7M	-0.5M	-8.5%
Philippines	5.7M	13.4M	31.9M	-2.5M	-7.3%
Poland	0.4M	2.8M	5.2M	-0.9M	-15.3%
Portugal	0.7M	3.6M	11.8M	-0.5M	-4.1%
South Korea	12.8M	17.3M	49.0M	-4.4M	-8.2%
Spain		1.8M	12.6M	-1.8M	-12.4%
Sweden	0.1M	0.2M	1.8M	-0.2M	-10.0%
United Kingdom	2.0M	8.1M	34.2M	-3.0M	-8.0%
USA	11.5M	31.9M	87.8M	-10.2M	-10.4%
Grand Total	87.5M	196.7M	598.9M	-54.9M	-8.4%

Market Performance Vs Target

Note: All units are in USD



FILTERS

region	All
market	All
division	All
customer	All

P & L by Fiscal Year

All units are in USD

Note: 21 vs 20 is not part of pivot table

		Fiscal Years			
Country		2019	2020	2021	21 vs 20
Wi fi extender					
Net Sales		16.7M	25.1M	43.0M	71.6%
cogs		10.0M	15.6M	27.2M	74.0%
Gross Margin		6.7M	9.4M	15.8M	67.7%
GM %		40.3%	37.6%	36.7%	-2.3%
Internal HDD					
Net Sales		2.4M	5.2M	10.9M	111.5%
cogs		1.4M	3.2M	6.9M	115.0%
Gross Margin		1.0M	1.9M	4.0M	105.9%
GM %		41.9%	37.7%	36.7%	-2.7%
External Solid State Drives					
Net Sales		13.3M	24.7M	46.5M	88.0%
cogs		7.8M	15.8M	29.3M	86.0%
Gross Margin		5.5M	8.9M	17.1M	91.6%
GM %		41.3%	36.2%	36.9%	1.9%
Processors					
Net Sales		10.8M	35.6M	96.3M	170.5%
cogs		6.2M	22.1M	61.3M	176.8%
Gross Margin		4.6M	13.5M	35.0M	160.3%
GM %		42.6%	37.8%	36.4%	-3.8%
Gaming Laptop					
Net Sales		7.2M	12.3M	64.0M	420.0%
cogs		4.2M	7.7M	40.6M	425.5%
Gross Margin		3.0M	4.6M	23.4M	410.9%
GM %		41.6%	37.3%	36.6%	-1.8%
Graphic Card					
Net Sales		4.0M	11.0M	26.3M	139.2%
cogs		2.3M	6.9M	16.8M	142.8%
Gross Margin		1.7M	4.1M	9.6M	133.2%
GM %		42.0%	37.2%	36.3%	-2.5%
MotherBoard					
Net Sales		0.3M	1.4M	11.3M	718.4%
cogs		0.2M	0.9M	7.1M	727.9%
Gross Margin		0.1M	0.5M	4.2M	702.4%
GM %		41.2%	37.6%	36.9%	-1.9%
Keyboard					
Net Sales		14.4M	32.4M	105.8M	226.9%
cogs		8.4M	20.3M	67.4M	231.6%
Gross Margin		6.0M	12.1M	38.4M	219.0%
GM %		41.7%	37.2%	36.3%	-2.4%
Mouse					
Net Sales		8.3M	19.5M	83.3M	326.4%

P L By Fiscal Year

AtliQ Hardware



cogs	4.9M	12.3M	52.8M		330.5%
Gross Margin	3.4M	7.3M	30.4M		319.5%
GM %	41.3%	37.1%	36.5%		-1.6%
Personal Desktop					
Net Sales		0.7M	8.7M		1192.0%
cogs		0.4M	5.5M		1197.5%
Gross Margin		0.2M	3.2M		1182.6%
GM %		37.1%	36.8%		-0.7%
Personal Laptop					
Net Sales	10.1M	27.1M	93.1M		243.6%
cogs	5.9M	16.9M	59.6M		252.0%
Gross Margin	4.2M	10.2M	33.5M		229.7%
GM %	41.4%	37.5%	36.0%		-4.1%
Batteries					
Net Sales		0.2M	4.4M		2173.2%
cogs		0.1M	2.8M		2160.1%
Gross Margin		0.1M	1.6M		2196.5%
GM %		36.1%	36.5%		1.0%
USB Flash Drives					
Net Sales		1.6M	5.3M		226.7%
cogs		1.0M	3.4M		225.9%
Gross Margin		0.6M	1.9M		228.3%
GM %		35.3%	35.4%		0.5%
Total Net Sales	87.5M	196.7M	598.9M		204.5%
Total cogs	51.2M	123.4M	380.7M		208.6%
Total Gross Margin	36.2M	73.3M	218.2M		197.6%
Total GM %	41.4%	37.3%	36.4%		-2.3%

P L By Fiscal Year



FILTERS

region	All
market	All
division	All
customer	All

P&L by Fiscal Year

All units are in USD

Note: 21 vs 20 is not part of pivot table

Country	Fiscal Years			21 vs 20
	2019	2020	2021	
Australia				
Net Sales	3.9M	10.7M	21.0M	96.2%
cogs	2.2M	5.8M	14.1M	143.2%
Gross Margin	1.7M	4.9M	6.9M	40.8%
GM %	42.6%	45.9%	32.9%	-28.2%
Austria				
Net Sales		0.1M	2.8M	2301.3%
cogs		0.1M	2.0M	2172.4%
Gross Margin		0.0M	0.9M	2665.4%
GM %		26.1%	30.1%	15.2%
Bangladesh				
Net Sales	0.5M	2.3M	7.0M	207.7%
cogs	0.3M	1.4M	4.5M	233.5%
Gross Margin	0.1M	0.9M	2.4M	168.4%
GM %	28.7%	39.6%	34.5%	-12.8%
Canada				
Net Sales	4.8M	12.2M	35.1M	188.1%
cogs	2.8M	7.1M	21.7M	206.4%
Gross Margin	2.0M	5.1M	13.4M	162.6%
GM %	41.7%	41.9%	38.2%	-8.8%
China				
Net Sales	1.4M	5.4M	22.9M	322.0%
cogs	0.8M	3.3M	13.5M	305.5%
Gross Margin	0.6M	2.1M	9.4M	348.1%
GM %	44.9%	38.7%	41.1%	6.2%
France				
Net Sales	4.0M	7.5M	25.9M	247.2%
cogs	2.3M	4.3M	14.7M	246.4%
Gross Margin	1.8M	3.2M	11.2M	248.3%
GM %	44.1%	43.1%	43.2%	0.3%
Germany				
Net Sales	2.6M	4.7M	12.0M	156.2%
cogs	1.6M	3.0M	8.9M	193.8%
Gross Margin	0.9M	1.7M	3.1M	88.3%
GM %	37.0%	35.6%	26.2%	-26.5%
India				
Net Sales	30.8M	49.8M	161.3M	224.0%
cogs	17.8M	33.7M	109.7M	225.0%
Gross Margin	13.1M	16.0M	51.6M	222.0%
GM %	42.4%	32.2%	32.0%	-0.6%
Indonesia				
Net Sales	2.5M	6.2M	18.4M	196.7%

AtliQ Hardware



cogs	1.5M	3.5M	11.3M	<div></div>	220.1%
Gross Margin	1.1M	2.7M	7.1M	<div></div>	165.6%
GM %	42.0%	42.9%	38.4%	<div></div>	-10.5%
Italy					
Net Sales	2.9M	4.5M	11.7M	<div></div>	162.5%
cogs	1.6M	3.1M	8.2M	<div></div>	164.6%
Gross Margin	1.3M	1.4M	3.5M	<div></div>	157.8%
GM %	45.6%	30.7%	30.1%	<div></div>	-1.8%
Japan					
Net Sales		1.9M	7.9M	<div></div>	321.1%
cogs		1.2M	4.2M	<div></div>	257.3%
Gross Margin		0.7M	3.7M	<div></div>	430.0%
GM %		37.0%	46.5%	<div></div>	25.9%
Netherlands					
Net Sales	0.2M	3.4M	8.0M	<div></div>	137.9%
cogs	0.1M	1.8M	4.6M	<div></div>	164.2%
Gross Margin	0.1M	1.6M	3.4M	<div></div>	109.2%
GM %	36.4%	47.8%	42.0%	<div></div>	-12.1%
Newzealand					
Net Sales		2.0M	11.4M	<div></div>	474.3%
cogs		1.5M	5.9M	<div></div>	303.8%
Gross Margin		0.5M	5.5M	<div></div>	950.7%
GM %		26.4%	48.2%	<div></div>	83.0%
Norway					
Net Sales		2.5M	13.7M	<div></div>	451.8%
cogs		1.5M	9.6M	<div></div>	525.0%
Gross Margin		0.9M	4.0M	<div></div>	331.0%
GM %		37.7%	29.5%	<div></div>	-21.9%
Pakistan					
Net Sales	0.6M	4.7M	5.7M	<div></div>	20.5%
cogs	0.4M	2.7M	3.6M	<div></div>	34.3%
Gross Margin	0.2M	2.0M	2.0M	<div></div>	2.0%
GM %	39.7%	42.8%	36.2%	<div></div>	-15.4%
Philiphines					
Net Sales	5.7M	13.4M	31.9M	<div></div>	138.4%
cogs	3.4M	7.3M	19.4M	<div></div>	164.6%
Gross Margin	2.3M	6.0M	12.5M	<div></div>	106.5%
GM %	39.9%	45.1%	39.1%	<div></div>	-13.4%
Poland					
Net Sales	0.4M	2.8M	5.2M	<div></div>	85.8%
cogs	0.3M	1.7M	3.0M	<div></div>	78.5%
Gross Margin	0.2M	1.1M	2.2M	<div></div>	96.7%
GM %	37.4%	40.2%	42.6%	<div></div>	5.9%
Portugal					
Net Sales	0.7M	3.6M	11.8M	<div></div>	229.8%
cogs	0.5M	2.3M	6.8M	<div></div>	198.9%
Gross Margin	0.3M	1.3M	5.0M	<div></div>	284.5%
GM %	39.3%	36.1%	42.1%	<div></div>	16.6%
South Korea					
Net Sales	12.8M	17.3M	49.0M	<div></div>	183.3%

AtliQ Hardware



cogs	6.7M	12.1M	31.4M	<div><div></div></div>	158.7%
Gross Margin	6.1M	5.2M	17.6M	<div><div></div></div>	241.3%
GM %	47.5%	29.8%	35.9%	<div><div></div></div>	20.5%
Spain					
Net Sales		1.8M	12.6M	<div><div></div></div>	611.4%
cogs		1.1M	8.4M	<div><div></div></div>	663.2%
Gross Margin		0.7M	4.2M	<div><div></div></div>	525.7%
GM %		37.7%	33.1%	<div><div></div></div>	-12.1%
Sweden					
Net Sales	0.1M	0.2M	1.8M	<div><div></div></div>	681.9%
cogs	0.0M	0.1M	1.1M	<div><div></div></div>	735.6%
Gross Margin	0.0M	0.1M	0.7M	<div><div></div></div>	613.8%
GM %	38.3%	44.1%	40.2%	<div><div></div></div>	-8.7%
United Kingdom					
Net Sales	2.0M	8.1M	34.2M	<div><div></div></div>	322.7%
cogs	1.3M	5.3M	18.7M	<div><div></div></div>	252.1%
Gross Margin	0.7M	2.8M	15.4M	<div><div></div></div>	459.0%
GM %	36.2%	34.1%	45.1%	<div><div></div></div>	32.2%
USA					
Net Sales	11.5M	31.9M	87.8M	<div><div></div></div>	175.0%
cogs	7.7M	19.5M	55.3M	<div><div></div></div>	183.9%
Gross Margin	3.8M	12.4M	32.5M	<div><div></div></div>	161.0%
GM %	32.8%	39.0%	37.0%	<div><div></div></div>	-5.1%
Total Net Sales	87.5M	196.7M	598.9M	<div><div></div></div>	204.5%
Total cogs	51.2M	123.4M	380.7M	<div><div></div></div>	208.6%
Total Gross Margin	36.2M	73.3M	218.2M	<div><div></div></div>	197.6%
Total GM %	41.4%	37.3%	36.4%	<div><div></div></div>	-2.3%



FILTERS

region All
market All
division All
customer All
FY Year 2019

**P&L BY
QUARTERS**
All units are in USD

Metrics	Quarter				Grand Total
	Q1	Q2	Q3	Q4	
Net Sales	25.2M	24.0M	19.2M	19.0M	87.5M
cogs	14.8M	14.1M	11.3M	11.1M	51.2M
Gross Margin	10.5M	9.9M	7.9M	7.9M	36.2M
GM %	41.5%	41.4%	41.2%	41.6%	41.4%

region All
market All
division All
customer All
FY Year 2020

All units are in USD

Metrics	Quarter				Grand Total
	Q1	Q2	Q3	Q4	
Net Sales	66.4M	63.0M	19.8M	47.5M	196.7M
cogs	41.5M	39.5M	12.4M	30.0M	123.4M
Gross Margin	24.9M	23.5M	7.4M	17.5M	73.3M
GM %	37.5%	37.3%	37.5%	36.9%	37.3%

region All
market All
division All
customer All
FY Year 2021

All units are in USD

Metrics	Quarter				Grand Total
	Q1	Q2	Q3	Q4	
Net Sales	173.8M	164.7M	131.9M	128.6M	598.9M
cogs	110.4M	104.7M	83.8M	81.8M	380.7M
Gross Margin	63.3M	60.0M	48.1M	46.7M	218.2M
GM %	36.5%	36.4%	36.4%	36.4%	36.4%

Net Sales Comparison

21 vs 20	165.8%	165.1%	577.2%	173.0%	208.6%
20 vs 19	181.3%	180.2%	9.5%	170.5%	140.8%

Do not modify pivot table

FILTERS

region All
market All
division All
customer All
FY Year 2019

**P&L BY MONTH
AND QUARTERS**
All units are in USD

	Quarter Q1			Q2			Q3			Q4			Grand Total	
Metrics	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%	

region All
market All
division All
customer All
FY Year 2020

All units are in USD

	Quarter Q1			Q2			Q3			Q4			Grand Total	
Metrics	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%	

region All
market All
division All
customer All
FY Year 2021

All units are in USD

	Quarter Q1			Q2			Q3			Q4			Grand Total	
Metrics	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
Comparison**

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%