



region, market

All



customer

All



segment, category, pr...

All



2019

2020

2021

2022  
EST

Q1

Q2

Q3

Q4

vs LY

vs Target



**\$3.74bn!**  
BM: 3.81bn (-1.86%)  
**Net Sales**

**38.08%!**  
BM: 38.34% (-0.66%)  
**GM%**

**-13.98%✓**  
BM: -14.19% (+1.47%)  
**Net Profit %**

**81.17%✓**  
LY: 80.21%  
(+1.2%)  
**Forecast Accuracy**

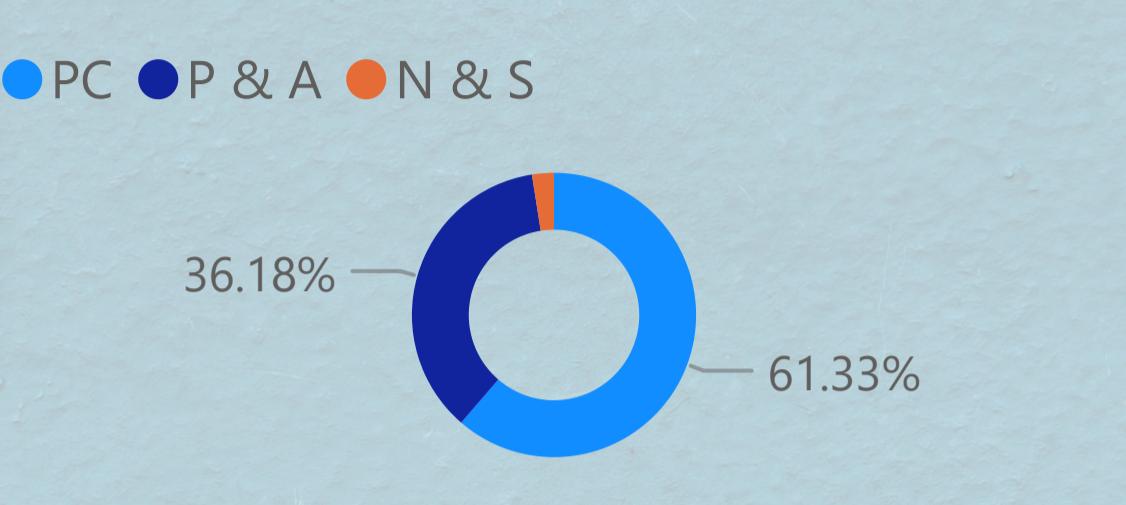


### Key Insights by Sub Zone

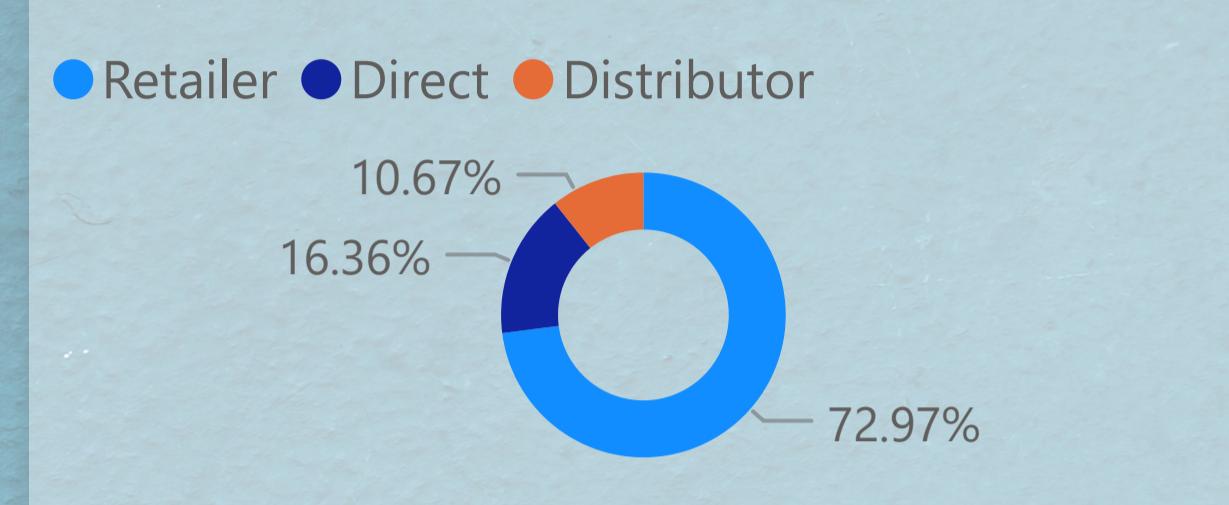
Sub_Zone	NS \$	RC %	GM %	Net_Profit %	AtliQ MS %	Net_Error %	Risk %
LATAM	\$14.8M	0.4%	35.0%	↓	-2.9%	0.3%	3.37% EI
SE	\$317.8M	8.5%	37.0%	↓	-4.0%	16.4%	-55.47% OO
ROA	\$788.7M	21.1%	34.2%	↓	-6.3%	8.3%	-4.56% OO
ANZ	\$189.8M	5.1%	43.5%	↓	-7.4%	1.4%	-37.61% OO
NA	\$1,022.1M	27.4%	45.0%	↓	-14.2%	4.9%	14.35% EI
NE	\$457.7M	12.3%	32.8%	↓	-18.1%	6.8%	-4.56% OO
India	\$945.3M	25.3%	35.8%		-23.0%	13.3%	-24.37% OO
<b>Total</b>	<b>\$3,736.2M</b>	<b>100.0%</b>	<b>38.1%</b>		<b>-14.0%</b>	<b>5.9%</b>	<b>-9.48% OO</b>



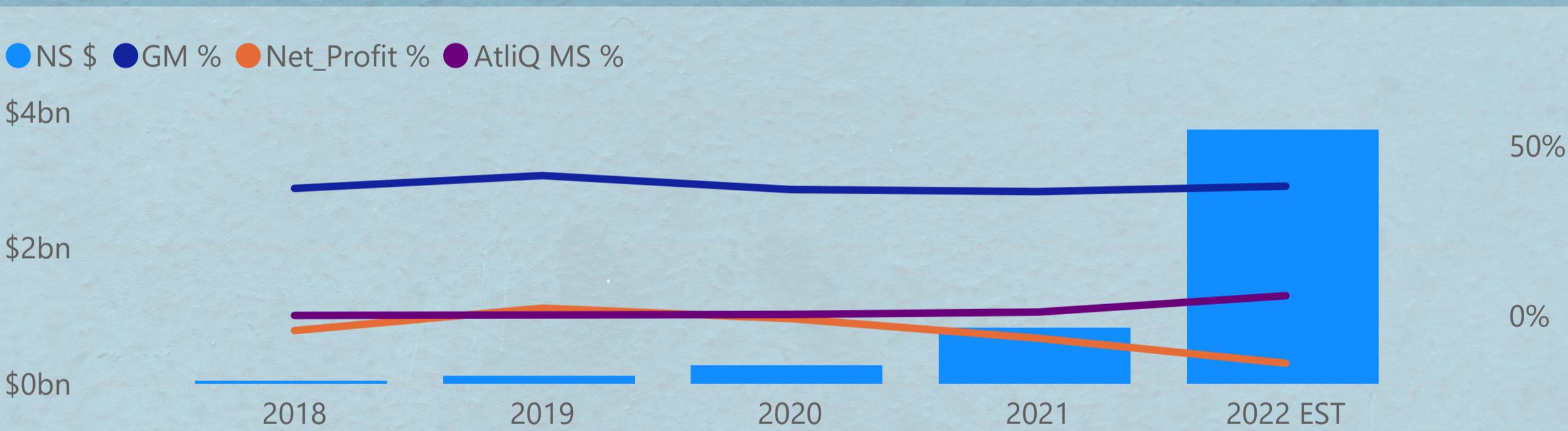
### Revenue by Division



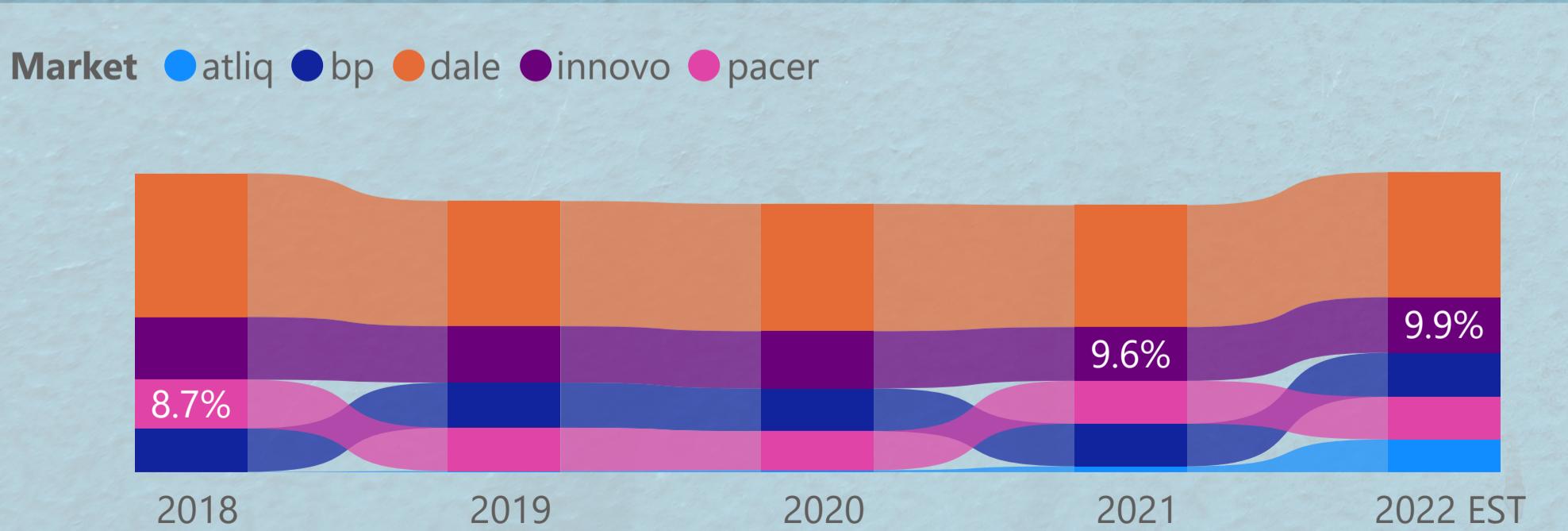
### Revenue by Channel



### Yearly Trend by Revenue, GM%, PC Market Share %



### PC Market Share Trend - AtliQ & Competitor



### Top/Bottom Products & Customer by Net Sales

customer	RC %	GM %
Sage	3.4%	31.53% ↓
Flipkart	3.7%	42.14%
Atliq Exclusive	9.7%	46.01%
Atliq e Store	8.1%	36.88% ↓
Amazon	13.3%	36.78% ↓
<b>Total</b>	<b>38.2%</b>	<b>39.19%</b>

product	RC %	GM %
AQ BZ Allin1 Gen 2	5.4%	38.51%
AQ Home Allin1	4.1%	38.71%
AQ HOME Allin1 Gen 2	5.7%	38.08% ↓
AQ Smash 1	3.8%	37.43% ↓
AQ Smash 2	4.1%	37.40% ↓
<b>Total</b>	<b>23.2%</b>	<b>38.06%</b>

BM = Benchmark, LY = Last Year, EI = Excess Inventory, OOS = Out Of Stock