

1	FinanceP&LReport	Description
2	P &L By FiscalYear	Analysis of P &L using COGS, Net sales, gross margin and gross margin% by fiscal year and customer.
3	P &L By quarter&Month	Analysis of P &L using COGS, Net sales, gross margin and gross margin% by month and quarter of different fiscal years and comparison between different year's matrices.
4	P &L for Markets	Analysis of P &L using COGS, Net sales, gross margin and gross margin% by different customers or markets.
5	GM% by Quarters (sub_zone)	Analysis of P &L using gross margin% of all quarters of fiscal year for various sub zones .

P &L By Fiscal Year Report

region All
customer All
division All

All Values in USD
Note:21 vs 20 is not
part of pivot table.

		Fiscal Year			
Customer		2019	2020	2021	21 vs 20
Australia					
Net sales		3.9M	10.7M	21.0M	196.2
COGS		2.2M	5.8M	14.1M	243.2
Gross margin		1.7M	4.9M	6.9M	140.8
Gross Margin %		42.6%	45.9%	32.9%	71.8
Austria					
Net sales			0.1M	2.8M	2401.3
COGS			0.1M	2.0M	2272.4
Gross margin			0.0M	0.9M	2765.4
Gross Margin %			26.1%	30.1%	115.2
Bangladesh					
Net sales		0.5M	2.3M	7.0M	307.7
COGS		0.3M	1.4M	4.5M	333.5
Gross margin		0.1M	0.9M	2.4M	268.4
Gross Margin %		28.7%	39.6%	34.5%	87.2
Canada					
Net sales		4.8M	12.2M	35.1M	288.1
COGS		2.8M	7.1M	21.7M	306.4
Gross margin		2.0M	5.1M	13.4M	262.6
Gross Margin %		41.7%	41.9%	38.2%	91.2
China					
Net sales		1.4M	5.4M	22.9M	422.0
COGS		0.8M	3.3M	13.5M	405.5
Gross margin		0.6M	2.1M	9.4M	448.1
Gross Margin %		44.9%	38.7%	41.1%	106.2
France					
Net sales		4.0M	7.5M	25.9M	347.2
COGS		2.3M	4.3M	14.7M	346.4
Gross margin		1.8M	3.2M	11.2M	348.3
Gross Margin %		44.1%	43.1%	43.2%	100.3
Germany					
Net sales		2.6M	4.7M	12.0M	256.2
COGS		1.6M	3.0M	8.9M	293.8
Gross margin		0.9M	1.7M	3.1M	188.3
Gross Margin %		37.0%	35.6%	26.2%	73.5
India					
Net sales		30.8M	49.8M	161.3M	324.0
COGS		17.8M	33.7M	109.7M	325.0
Gross margin		13.1M	16.0M	51.6M	322.0

AtliQ Hardwares

Gross Margin %	42.4%	32.2%	32.0%	99.4
Indonesia				
Net sales	2.5M	6.2M	18.4M	296.7
COGS	1.5M	3.5M	11.3M	320.1
Gross margin	1.1M	2.7M	7.1M	265.6
Gross Margin %	42.0%	42.9%	38.4%	89.5
Italy				
Net sales	2.9M	4.5M	11.7M	262.5
COGS	1.6M	3.1M	8.2M	264.6
Gross margin	1.3M	1.4M	3.5M	257.8
Gross Margin %	45.6%	30.7%	30.1%	98.2
Japan				
Net sales		1.9M	7.9M	421.1
COGS		1.2M	4.2M	357.3
Gross margin		0.7M	3.7M	530.0
Gross Margin %		37.0%	46.5%	125.9
Netherlands				
Net sales	0.2M	3.4M	8.0M	237.9
COGS	0.1M	1.8M	4.6M	264.2
Gross margin	0.1M	1.6M	3.4M	209.2
Gross Margin %	36.4%	47.8%	42.0%	87.9
Newzealand				
Net sales		2.0M	11.4M	574.3
COGS		1.5M	5.9M	403.8
Gross margin		0.5M	5.5M	1050.7
Gross Margin %		26.4%	48.2%	183.0
Norway				
Net sales		2.5M	13.7M	551.8
COGS		1.5M	9.6M	625.0
Gross margin		0.9M	4.0M	431.0
Gross Margin %		37.7%	29.5%	78.1
Pakistan				
Net sales	0.6M	4.7M	5.7M	120.5
COGS	0.4M	2.7M	3.6M	134.3
Gross margin	0.2M	2.0M	2.0M	102.0
Gross Margin %	39.7%	42.8%	36.2%	84.6
Philiphines				
Net sales	5.7M	13.4M	31.9M	238.4
COGS	3.4M	7.3M	19.4M	264.6
Gross margin	2.3M	6.0M	12.5M	206.5
Gross Margin %	39.9%	45.1%	39.1%	86.6
Poland				
Net sales	0.4M	2.8M	5.2M	185.8
COGS	0.3M	1.7M	3.0M	178.5
Gross margin	0.2M	1.1M	2.2M	196.7
Gross Margin %	37.4%	40.2%	42.6%	105.9
Portugal				
Net sales	0.7M	3.6M	11.8M	329.8
COGS	0.5M	2.3M	6.8M	298.9

AtliQ Hardwares

Gross margin	0.3M	1.3M	5.0M	384.5
Gross Margin %	39.3%	36.1%	42.1%	116.6
South Korea				
Net sales	12.8M	17.3M	49.0M	283.3
COGS	6.7M	12.1M	31.4M	258.7
Gross margin	6.1M	5.2M	17.6M	341.3
Gross Margin %	47.5%	29.8%	35.9%	120.5
Spain				
Net sales		1.8M	12.6M	711.4
COGS		1.1M	8.4M	763.2
Gross margin		0.7M	4.2M	625.7
Gross Margin %		37.7%	33.1%	87.9
Sweden				
Net sales	0.1M	0.2M	1.8M	781.9
COGS	0.0M	0.1M	1.1M	835.6
Gross margin	0.0M	0.1M	0.7M	713.8
Gross Margin %	38.3%	44.1%	40.2%	91.3
United Kingdom				
Net sales	2.0M	8.1M	34.2M	422.7
COGS	1.3M	5.3M	18.7M	352.1
Gross margin	0.7M	2.8M	15.4M	559.0
Gross Margin %	36.2%	34.1%	45.1%	132.2
USA				
Net sales	11.5M	31.9M	87.8M	275.0
COGS	7.7M	19.5M	55.3M	283.9
Gross margin	3.8M	12.4M	32.5M	261.0
Gross Margin %	32.8%	39.0%	37.0%	94.9

P &L By Fiscal Month Report

region	All
customer	All
division	All
FY	2019

All Values in USD
Note:21 vs 20 is not
part of pivot table.

Fiscal Year												
Matrics	Q1			Q2		Q3			Q4			
	September	October	November	December	January	February	March	April	May	June	July	August
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
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
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
Gross Margin %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%

region	All
customer	All
division	All
FY	2020

All Values in USD
Note:21 vs 20 is not
part of pivot table.

Fiscal Year												
Matrics	Q1			Q2		Q3			Q4			
	September	October	November	December	January	February	March	April	May	June	July	August
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
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
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
Gross Margin %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%

region	All
customer	All

AtliQ Hardwares

division	All
FY	2021

All Values in USD
Note:21 vs 20 is not
part of pivot table.

Fiscal Year												
Matrics	Q1			Q2		Q3			Q4			
	September	October	November	December	January	February	March	April	May	June	July	August
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
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
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
Gross Margin %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%

Net Sales comparision												
21 vs 20	162.06	164.68	159.1	161.05	161.4	162.49	1982	461.2	347	178.6	173.9	160.3
20 vs 19	164.63	156.58	167.27	161.45	162.75	162.02	-67.1	22.73	53.05	140.7	148	162

P &L for Markets

region All
sub_zone All
FY 2021

All Values in USD

Customer	Net sales	COGS	Gross margin	Gross Margin %
Australia	21.0M	14.1M	6.9M	32.9%
Austria	2.8M	2.0M	0.9M	30.1%
Bangladesh	7.0M	4.5M	2.4M	34.5%
Canada	35.1M	21.7M	13.4M	38.2%
China	22.9M	13.5M	9.4M	41.1%
France	25.9M	14.7M	11.2M	43.2%
Germany	12.0M	8.9M	3.1M	26.2%
India	161.3M	109.7M	51.6M	32.0%
Indonesia	18.4M	11.3M	7.1M	38.4%
Italy	11.7M	8.2M	3.5M	30.1%
Japan	7.9M	4.2M	3.7M	46.5%
Netherlands	8.0M	4.6M	3.4M	42.0%
Newzealand	11.4M	5.9M	5.5M	48.2%
Norway	13.7M	9.6M	4.0M	29.5%
Pakistan	5.7M	3.6M	2.0M	36.2%
Philiphines	31.9M	19.4M	12.5M	39.1%
Poland	5.2M	3.0M	2.2M	42.6%
Portugal	11.8M	6.8M	5.0M	42.1%
South Korea	49.0M	31.4M	17.6M	35.9%
Spain	12.6M	8.4M	4.2M	33.1%
Sweden	1.8M	1.1M	0.7M	40.2%
United Kingdom	34.2M	18.7M	15.4M	45.1%
USA	87.8M	55.3M	32.5M	37.0%

GM% by Quarters (sub_zone)

FY 2019

All Values in USD

Gross Margin %	Fiscal Year				
Customer	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
India	42.5%	42.2%	42.0%	42.5%	42.4%
NA	35.1%	35.4%	35.4%	35.7%	35.4%
NE	36.6%	37.0%	36.5%	36.6%	36.7%
ROA	44.5%	44.3%	44.0%	44.5%	44.4%
SE	44.5%	44.1%	44.0%	44.2%	44.2%

FY 2020

Gross Margin %	Fiscal Year				
Customer	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.3%	43.0%	42.8%	41.8%	42.8%
India	32.3%	32.1%	32.4%	32.0%	32.2%
NA	39.9%	40.1%	39.1%	39.7%	39.8%
NE	37.6%	37.8%	38.5%	37.7%	37.8%
ROA	38.4%	38.3%	38.8%	37.7%	38.2%
SE	38.5%	37.3%	38.2%	37.8%	37.9%

FY 2021

Gross Margin %	Fiscal Year				
Customer	Q1	Q2	Q3	Q4	Grand Total
ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
India	32.3%	31.8%	31.9%	32.0%	32.0%
NA	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%