# **AtliQ Hardwares**

## **Filters**

region All sub\_zone All FY 2021

P & L For Markets All values in USD

Note: Please do not modify

Markets	net sales	cogs	<b>Gross Margin</b>	GM %
Australia	20.99M	14.1M	6.9M	32.9%
Austria	02.84M	2.0M	0.9M	30.1%
Bangladesh	06.95M	4.5M	2.4M	34.5%
Canada	35.06M	21.7M	13.4M	38.2%
China	22.89M	13.5M	9.4M	41.1%
France	25.94M	14.7M	11.2M	43.2%
Germany	12.01M	8.9M	3.1M	26.2%
India	161.26M	109.7M	51.6M	32.0%
Indonesia	18.41M	11.3M	7.1M	38.4%
Italy	11.72M	8.2M	3.5M	30.1%
Japan	07.92M	4.2M	3.7M	46.5%
Netherlands	07.98M	4.6M	3.4M	42.0%
Newzealand	11.40M	5.9M	5.5M	48.2%
Norway	13.68M	9.6M	4.0M	29.5%
Pakistan	05.66M	3.6M	2.0M	36.2%
Philiphines	31.86M	19.4M	12.5M	39.1%
Poland	05.19M	3.0M	2.2M	42.6%
Portugal	11.83M	6.8M	5.0M	42.1%
South Korea	48.97M	31.4M	17.6M	35.9%
Spain	12.62M	8.4M	4.2M	33.1%
Sweden	01.77M	1.1M	0.7M	40.2%
<b>United Kingdom</b>	34.15M	18.7M	15.4M	45.1%
USA	87.78M	55.3M	32.5M	37.0%

## **AtliQ Hardwares**

### **Filters**

## **GM%** by Quarters (sub\_zone)

Note : Please do not modify the pivot table

GM %	Quarters				
Sub Zone	Q1	<b>Q2</b>	Q3	<b>Q4</b>	<b>Grand Total</b>
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%

#### **Filters**

## **GM%** by Quarters (sub\_zone)

FY 2020 Note: Please do not modify the pivot table

GM %	Quarters				
Sub Zone	<b>Q</b> 1	<b>Q2</b>	Q3	<b>Q4</b>	<b>Grand Total</b>
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%

### **Filters**

## **GM%** by Quarters (sub\_zone)

FY 2021 Note: Please do not modify the pivot table

<b>GM</b> %	Quarters				
Sub Zone	<b>Q1</b>	Q2	Q3	<b>Q</b> 4	<b>Grand Total</b>
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%