

# AtliQ hardwares Profit and Loss report



## P & L by fiscal years

**FILTERS**

region	All
market	All
customer	All
division	All

All values are in USD

Metrics	Fiscal year			21 vs 20
	2019	2020	2021	
Net Sales	87.5M	196.7M	598.9M	204.5%
COGS	51.2M	123.4M	380.7M	208.6%
Gross Margin	36.2M	73.3M	218.2M	197.6%
GM %	41.4%	37.3%	36.4%	-2.3%

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## P & L by quarters

### 2019

#### FILTERS

region	All
market	All
customer	All
division	All
FY	2019

All values are in USD

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

### 2020

#### FILTERS

region	All
market	All
customer	All
division	All
FY	2020

All values are in USD

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

### 2021

#### FILTERS

region	All
market	All
customer	All
division	All
FY	2021

All values are in USD

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Metrics	Quarters				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	161.6%	161.5%	566.0%	170.7%	204.5%
20 vs 19	163.2%	162.0%	3.0%	150.3%	124.8%

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## P & L for markets

### FILTERS

region All  
sub\_zone All  
FY 2021

All values are in USD

Country	Net Sales	COGS	Gross Margin	GM %
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%
Philippines	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%

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## GM % by quarters (subzone)

### FILTERS

FY 2019

GM % Subzone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
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

FY 2020

GM % Subzone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
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

FY 2021

GM % Subzone	Quarters				Grand Total
	Q1	Q2	Q3	Q4	
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%