$3.74bn !	37.80% !	-14.26% !	82.17%✓
BM: 3.81bn	BM: 38.34%	BM: -14.19%	BM: 80.56%
(-1.86%)	(-1.4%)	(-0.52%)	(+2%)
Net Sales	**GM%**	**Net Profit%**	**FA%**

2018 | 2019 | 2020 | 2021 | 2022EST

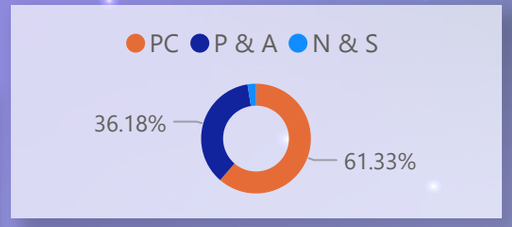
Q1 | Q2 | Q3 | Q4 | YTD | YTG | vs LY | vs Target

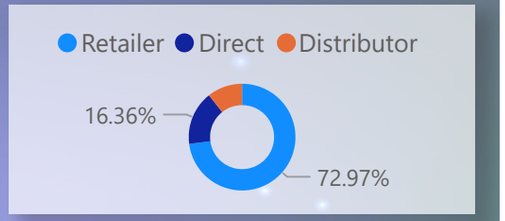
region, market: All | customer: All | segment, category, product: All

Key Insights per Subzone

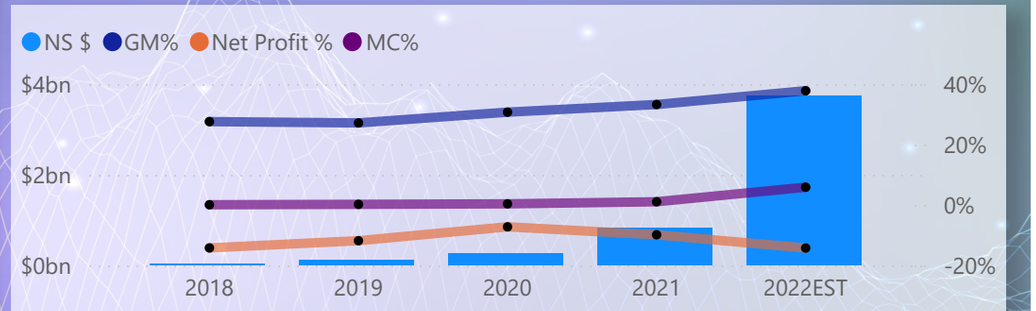
Subzone	NS $	RC%	GM%	MC%	Net Error%	Risk
LATAM	$14.8M	0.4%	34.8%	0.3%	3.37%	EI
NA	$1,022.1M	27.4%	44.9%	4.9%	14.35%	EI
ANZ	$189.8M	5.1%	43.0%	1.4%	-37.61%	OOS
India	$945.3M	25.3%	35.5%	13.3%	-24.37%	OOS
NE	$457.7M	12.3%	32.6%	6.8%	-4.56%	OOS
ROA	$788.7M	21.1%	33.8%	8.3%	-4.56%	OOS
SE	$317.8M	8.5%	36.4%	16.4%	-55.47%	OOS
Total	**$3,736.2M**	**100.0%**	**37.8%**	**5.9%**	**-9.48%**	**OOS**

Revenue by Chanel and Division

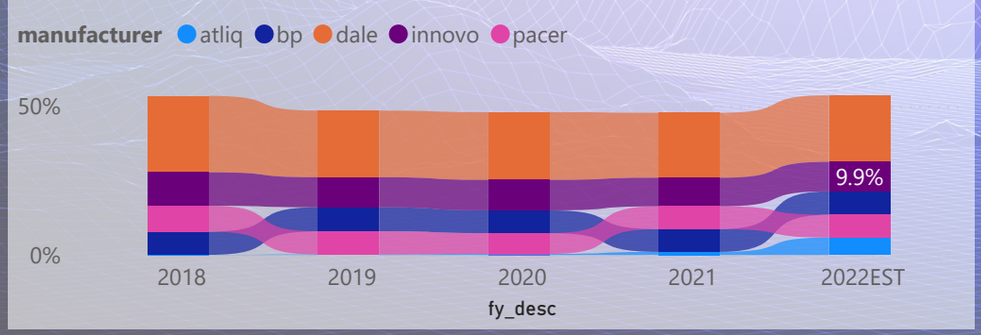




Yearly Trend by Revenue, GM%, Net Profit%, PC Market Share



PC Market Share Trend



Top/Bottom Products & Customers by Revenue

customer	RC%	GM%
AtliQ Exclusive	9.7%	45.7%
Flipkart	3.7%	41.9%
Atliq e Store	8.1%	36.6%
Amazon	13.3%	36.5%
Sage	3.4%	30.8%
Total	**38.2%**	**38.9%**

product	RC%	GM%
AQ Home Allin1	4.1%	38.4%
AQ BZ Allin1 Gen 2	5.4%	38.2%
AQ HOME Allin1 Gen 2	5.7%	37.8%
AQ Smash 1	3.8%	37.1%
AQ Smash 2	4.1%	37.1%
Total	**23.2%**	**37.8%**

LY: Last Year. BM : Benchmark EI: Excess Inventory OOS: Out of Stock FA: Forecast Accuracy