AtliQ Hardware



FILTERS

region All P&L
division All By Fiscal Years
customer All All values are in USD
21 vs 20 is not part of pivot table

Fiscal Years

Customers	2019	2020	2021	21 vs 20
Australia				
Net Sales	3.88M	10.70M	20.99M	96.2%
COGS	2.23M	5.79M	14.08M	143.2%
Gross margin	1.65M	4.91M	6.91M	40.8%
GM%	42.6%	45.9%	32.9%	-28.2%
Austria			:	
Net Sales		0.12M	2.84M	2301.3%
COGS		0.09M	1.98M	2172.4%
Gross margin		0.03M	0.86M	2665.4%
GM%		26.1%	30.1%	15.2%
Bangladesh			·	
Net Sales	0.48M	2.26M	6.95M	207.7%
COGS	0.34M	1.36M	4.55M	
Gross margin	0.14M	0.89M	2.40M	
GM%	28.7%	39.6%	34.5%	-12.8%
Canada				
Net Sales	4.76M	12.17M	35.06M	188.1%
COGS	2.78M	7.07M	21.66M	
Gross margin	1.99M	5.10M	13.39M	
GM%	41.7%	41.9%	38.2%	-8.8%
China				
Net Sales	1.43M	5.42M	22.89M	322.0%
COGS	0.78M	3.33M	13.49M	
Gross margin	0.64M	2.10M	9.40M	348.1%
GM%	44.9%	38.7%	41.1%	6.2%
France			j	
Net Sales	4.04M	7.47M	25.94M	247.2%
COGS	2.26M	4.25M	14.73M	
Gross margin	1.78M	3.22M	11.22M	248.3%
GM%	44.1%	43.1%	43.2%	0.3%
Germany			i	
Net Sales	2.56M	4.69M	12.01M	156.2%
COGS	1.62M	3.02M	8.86M	
Gross margin	0.95M	1.67M	3.14M	88.3%
GM%	37.0%	35.6%	26.2%	-26.5%
India			,	
Net Sales	30.82M	49.77M	161.26M	224.0%
COGS	17.77M	33.74M	109.65M	
Gross margin	13.05M	16.03M	51.61M	222.0%
GM%	42.4%	32.2%	32.0%	-0.6%
Indonesia				· ·

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Net Sales COGS 1.46M 3.54M 11.34M 200.11 GM% 42.08 42.98 38.48 10.58 Italy Net Sales COGS 1.58M 3.09M 8.19M 164.68 Gross margin GM% 45.68 30.78 30.18 157.88 GM% 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.78 30.18 157.88 30.18 30.78 30.18 157.88 30.18 30.					
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GM% 42.0% 42.9% 38.4% -10.5% Italy Net Sales 2.90M 4.46M 11.72M 162.5% COGS 1.58M 3.09M 8.19M 164.6% Gross margin 1.33M 1.37M 3.53M 157.8% GM% 45.6% 30.7% 30.1% -1.8% Japan Net Sales 1.88M 7.92M 321.1% COGS 1.19M 4.24M 257.3% Gross margin 0.70M 3.69M 430.0% GM% 37.0% 46.5% 25.9% Netherlands Net Sales 0.23M 3.36M 7.98M 137.9% COGS 0.14M 1.75M 4.63M 164.2% Gross margin 0.08M 1.60M 3.36M 109.2% Gross margin 0.08M 1.60M 5.90M 109.2% COGS 1.46M 5.90M 303.8% 20.6 12.1% New Sales 1.99M 11.40M 474.3% 4	COGS	1.46M	3.54M	11.34M	220.1%
Italy	Gross margin	1.06M	2.66M	7.07M	165.6%
Net Sales	GM%	42.0%	42.9%	38.4%	-10.5%
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Net Sales	-	45.6%	30.7%	30.1%	-1.8%
Net Sales	Japan			:	
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GM% 39.7% 42.8% 36.2% -15.4% Philiphines					
Philiphines 5.69M 13.37M 31.86M 138.4% COGS 3.42M 7.33M 19.40M 164.6% Gross margin 2.27M 6.03M 12.45M 106.5% GM% 39.9% 45.1% 39.1% -13.4% Poland 70.41M 2.79M 5.19M 85.8% COGS 0.26M 1.67M 2.98M 78.5% Gross margin 0.15M 1.12M 2.21M 96.7% GM% 37.4% 40.2% 42.6% 5.9% Portugal Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%	_				
Net Sales 5.69M 13.37M 31.86M 138.4% COGS 3.42M 7.33M 19.40M 164.6% Gross margin 2.27M 6.03M 12.45M 106.5% GM% 39.9% 45.1% 39.1% -13.4% Poland Net Sales 0.41M 2.79M 5.19M 85.8% COGS 0.26M 1.67M 2.98M 78.5% Gross margin 0.15M 1.12M 2.21M 96.7% GM% 37.4% 40.2% 42.6% 5.9% Portugal Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%		39.7%	42.8%	36.2%	-15.4%
COGS 3.42M 7.33M 19.40M 164.6% Gross margin 2.27M 6.03M 12.45M 106.5% GM% 39.9% 45.1% 39.1% -13.4% Poland Net Sales 0.41M 2.79M 5.19M 85.8% COGS 0.26M 1.67M 2.98M 78.5% Gross margin 0.15M 1.12M 2.21M 96.7% GM% 37.4% 40.2% 42.6% 5.9% Portugal Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%	•	- /			
Gross margin 2.27M 6.03M 12.45M 106.5% GM% 39.9% 45.1% 39.1% -13.4% Poland					
GM% 39.9% 45.1% 39.1% -13.4% Poland					
Poland Net Sales 0.41M 2.79M 5.19M 85.8% COGS 0.26M 1.67M 2.98M 78.5% Gross margin 0.15M 1.12M 2.21M 96.7% GM% 37.4% 40.2% 42.6% 5.9% Portugal Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%	•				
Net Sales 0.41M 2.79M 5.19M 85.8% COGS 0.26M 1.67M 2.98M 78.5% Gross margin 0.15M 1.12M 2.21M 96.7% GM% 37.4% 40.2% 42.6% 5.9% Portugal Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%		39.9%	45.1%	39.1%	-13.4%
COGS 0.26M 1.67M 2.98M 78.5% Gross margin 0.15M 1.12M 2.21M 96.7% GM% 37.4% 40.2% 42.6% 5.9% Portugal Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%					
Gross margin 0.15M 1.12M 2.21M 96.7% GM% 37.4% 40.2% 42.6% 5.9% Portugal Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%					
GM%37.4%40.2%42.6%5.9%PortugalNet Sales0.75M3.59M11.83M229.8%COGS0.45M2.29M6.85M198.9%Gross margin0.29M1.30M4.98M284.5%GM%39.3%36.1%42.1%16.6%	COGS				
Portugal Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%	Gross margin	0.15M	1.12M	2.21M	96.7%
Net Sales 0.75M 3.59M 11.83M 229.8% COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%	GM%	37.4%	40.2%	42.6%	5.9%
COGS 0.45M 2.29M 6.85M 198.9% Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%	Portugal				
Gross margin 0.29M 1.30M 4.98M 284.5% GM% 39.3% 36.1% 42.1% 16.6%	Net Sales	0.75M	3.59M	11.83M	229.8%
GM% 39.3% 36.1% 42.1% 16.6%	COGS	0.45M	2.29M	6.85M	198.9%
	Gross margin	0.29M	1.30M	4.98M	284.5%
South Korea	GM%	39.3%	36.1%	42.1%	16.6%
	South Korea				

AtliQ Hardware



COGS 6.72M 12.13M 31.38M 158.7% Gross margin 6.09M 5.15M 17.59M 241.3% GM% 47.5% 29.8% 35.9% 20.5% Spain 1.77M 12.62M 611.4% COGS 1.11M 8.44M 663.2% Gross margin 0.67M 4.18M 525.7% GM% 37.7% 33.1% -12.1% Sweden -12.1% -12.1% Net Sales 0.05M 0.23M 1.77M 681.9% COGS 0.03M 0.13M 1.06M 735.6% Gross margin 0.02M 0.10M 0.71M 613.8% GM% 38.3% 44.1% 40.2% -8.7% United Kingdom Net Sales 2.00M 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1	Net Sales	12.80M	17.28M	48.97M	183.3%
GM% 47.5% 29.8% 35.9% 20.5% Spain Net Sales 1.77M 12.62M 611.4% COGS 1.11M 8.44M 663.2% Gross margin 0.67M 4.18M 525.7% GM% 37.7% 33.1% -12.1% Sweden 681.9% COGS 0.03M 0.13M 1.06M 735.6% 681.9% 681.9% 681.9% 681.9% 681.9% 681.9% 681.9% 681.9% .	COGS	6.72M	12.13M	31.38M	158.7%
Spain Net Sales 1.77M 12.62M 611.4% COGS 1.11M 8.44M 663.2% Gross margin 0.67M 4.18M 525.7% GM% 37.7% 33.1% -12.1% Sweden	Gross margin	6.09M	5.15M	17.59M	241.3%
Net Sales 1.77M 12.62M 611.4% COGS 1.11M 8.44M 663.2% Gross margin 0.67M 4.18M 525.7% GM% 37.7% 33.1% -12.1% Sweden	GM%	47.5%	29.8%	35.9%	20.5%
COGS 1.11M 8.44M 663.2% Gross margin 0.67M 4.18M 525.7% GM% 37.7% 33.1% -12.1% Sweden -12.1% -12.1% Net Sales 0.05M 0.23M 1.77M 681.9% COGS 0.03M 0.13M 1.06M 735.6% Gross margin 0.02M 0.10M 0.71M 613.8% GM% 38.3% 44.1% 40.2% -8.7% United Kingdom Net Sales 2.00M 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales	Spain				
Gross margin 0.67M 4.18M 525.7% GM% 37.7% 33.1% -12.1% Sweden	Net Sales		1.77M	12.62M	611.4%
GM% 37.7% 33.1% -12.1% Sweden Net Sales 0.05M 0.23M 1.77M 681.9% COGS 0.03M 0.13M 1.06M 735.6% Gross margin 0.02M 0.10M 0.71M 613.8% GM% 38.3% 44.1% 40.2% -8.7% United Kingdom Net Sales 2.00M 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total Gross margin <t< td=""><td>COGS</td><td></td><td>1.11M</td><td>8.44M</td><td>663.2%</td></t<>	COGS		1.11M	8.44M	663.2%
Sweden Net Sales 0.05M 0.23M 1.77M 681.9% COGS 0.03M 0.13M 1.06M 735.6% Gross margin 0.02M 0.10M 0.71M 613.8% GM% 38.3% 44.1% 40.2% -8.7% United Kingdom 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total Gross margin 36.24M 73.32M 218.16M 197.6%	Gross margin		0.67M	4.18M	525.7%
Net Sales 0.05M 0.23M 1.77M 681.9% COGS 0.03M 0.13M 1.06M 735.6% Gross margin 0.02M 0.10M 0.71M 613.8% GM% 38.3% 44.1% 40.2% -8.7% United Kingdom Net Sales 2.00M 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6% <td>GM%</td> <td></td> <td>37.7%</td> <td>33.1%</td> <td>-12.1%</td>	GM%		37.7%	33.1%	-12.1%
COGS 0.03M 0.13M 1.06M 735.6% Gross margin 0.02M 0.10M 0.71M 613.8% GM% 38.3% 44.1% 40.2% -8.7% United Kingdom 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	Sweden				
Gross margin 0.02M 0.10M 0.71M 613.8% GM% 38.3% 44.1% 40.2% -8.7% United Kingdom 2.00M 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	Net Sales	0.05M	0.23M	1.77M	681.9%
GM% 38.3% 44.1% 40.2% -8.7% United Kingdom 2.00M 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	COGS	0.03M	0.13M	1.06M	735.6%
United Kingdom Net Sales 2.00M 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	Gross margin	0.02M	0.10M	0.71M	613.8%
Net Sales 2.00M 8.08M 34.15M 322.7% COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	GM%	38.3%	44.1%	40.2%	-8.7%
COGS 1.27M 5.32M 18.74M 252.1% Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	United Kingdom			•	
Gross margin 0.72M 2.76M 15.41M 459.0% GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	Net Sales	2.00M	8.08M	34.15M	322.7%
GM% 36.2% 34.1% 45.1% 32.2% USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	COGS	1.27M	5.32M	18.74M	252.1%
USA Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	Gross margin	0.72M	2.76M	15.41M	459.0%
Net Sales 11.53M 31.92M 87.78M 175.0% COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	GM%	36.2%	34.1%	45.1%	32.2%
COGS 7.75M 19.48M 55.31M 183.9% Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	USA				
Gross margin 3.78M 12.44M 32.47M 161.0% GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	Net Sales	11.53M	31.92M	87.78M	175.0%
GM% 32.8% 39.0% 37.0% -5.1% Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	COGS	7.75M	19.48M	55.31M	183.9%
Total Net Sales 87.48M 196.69M 598.88M 204.5% Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	Gross margin	3.78M	12.44M	32.47M	161.0%
Total COGS 51.24M 123.37M 380.71M 208.6% Total Gross margin 36.24M 73.32M 218.16M 197.6%	GM%	32.8%	39.0%	37.0%	-5.1%
Total Gross margin 36.24M 73.32M 218.16M 197.6%	Total Net Sales	87.48M	196.69M	598.88M	204.5%
	Total COGS	51.24M	123.37M	î	208.6%
Total GM% 41.4% 37.3% 36.4% -2.3%	_	36.24M	73.32M	218.16M	_
	Total GM%	41.4%	37.3%	36.4%	-2.3%