



FILTERS

division	All
market	All
region	All
customer	All

P&L  
By Fiscal Years

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

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





## FILTERS

division All  
market All  
region All  
customer All  
FY 2019

## P&amp;L

## By Fiscal Years

All values in USD

Note: Do r

Metrics	Quarters							
	Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	
COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M	3.8 M	
Gross margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M	2.7 M	
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

division All  
market All  
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FY 2020

## P&amp;L

## By Fiscal Years

All values in USD

Note : 21 vs 20 is not part of pivot table

Metrics	Quarters							
	Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	
COGS	10.6 M	12.8 M	18.1 M	18.9 M	10.7 M	9.9 M	1.3 M	
Gross margin	6.5 M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M	0.8 M	
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	

division All  
market All  
region All  
customer All  
FY 2021

## P&amp;L

## By Fiscal Years

All values in USD

Note : 21 vs 20 is not part of pivot table

Metrics	Quarters							
	Q1		Q2		Q3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M	
COGS	28.4 M	34.7 M	47.4 M	49.8 M	28.4 M	26.5 M	28.0 M	
Gross margin	16.4 M	19.9 M	27.0 M	28.3 M	16.4 M	15.3 M	16.0 M	
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	



Net sales  
Comparision

21 vs 20	262%	265%	259%	261%	261%	262%	2082%
20 vs 19	265%	257%	267%	261%	263%	262%	33%





not modify pivot table

Q3		Q4			Grand Total	
Apr	May	Jun	Jul	Aug		
6.3 M	6.5 M		6.2 M	6.5 M	6.3 M	87.5 M
3.7 M	3.8 M		3.6 M	3.8 M	3.7 M	51.2 M
2.6 M	2.6 M		2.6 M	2.7 M	2.6 M	36.2 M
41.4%	40.8%		42.0%	41.5%	41.4%	41.4%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	196.7 M
4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	123.4 M
2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	73.3 M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3		Q4			Grand Total
Apr	May	Jun	Jul	Aug	
43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	380.7 M
15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	218.2 M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



561%	447%	279%	274%	260%	304%
123%	153%	241%	248%	262%	225%



# AtliQ hardwares

## FILTERS

region All  
sub\_zone All  
FY 2021

## P&L

### for Market

All values are in USD

Market	Net Sales	COGS	Gross margin	GM%
Australia	21.0M	14.1M	6.9M	32.92%
Austria	2.8M	2.0M	0.9M	30.11%
Bangladesh	7.0M	4.5M	2.4M	34.54%
Canada	35.1M	21.7M	13.4M	38.21%
China	22.9M	13.5M	9.4M	41.07%
France	25.9M	14.7M	11.2M	43.24%
Germany	12.0M	8.9M	3.1M	26.18%
India	161.3M	109.7M	51.6M	32.00%
Indonesia	18.4M	11.3M	7.1M	38.41%
Italy	11.7M	8.2M	3.5M	30.13%
Japan	7.9M	4.2M	3.7M	46.52%
Netherlands	8.0M	4.6M	3.4M	42.03%
Newzealand	11.4M	5.9M	5.5M	48.23%
Norway	13.7M	9.6M	4.0M	29.48%
Pakistan	5.7M	3.6M	2.0M	36.18%
Philiphines	31.9M	19.4M	12.5M	39.09%
Poland	5.2M	3.0M	2.2M	42.56%
Portugal	11.8M	6.8M	5.0M	42.13%
South Korea	49.0M	31.4M	17.6M	35.92%
Spain	12.6M	8.4M	4.2M	33.13%
Sweden	1.8M	1.1M	0.7M	40.22%
United Kingdom	34.2M	18.7M	15.4M	45.13%
USA	87.8M	55.3M	32.5M	36.99%

# AtliQ Hardwares

FY 2019

GM%	Quarter				
Sub Zone	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

GM%	Quarter				
Sub Zone	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

GM%	Quarter				
Sub Zone	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%