



AtliQ Hardwares

FILTERS

| | |
|----------|------|
| region | All |
| market | All |
| division | All |
| FY | 2019 |

P & L

by Fiscal Months Report

All values are in USD.

NOTE: Do not modify the Pivot table.

| Metrics | Quarters | | | | | | | | | | | | Grand Total |
|-------------|----------|----------|-----------|-----------|----------|----------|----------|----------|----------|----------|----------|----------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| NetSales | \$ 6.5 M | \$ 8.0 M | \$ 10.7 M | \$ 11.4 M | \$ 6.5 M | \$ 6.1 M | \$ 6.4 M | \$ 6.3 M | \$ 6.5 M | \$ 6.2 M | \$ 6.5 M | \$ 6.3 M | \$ 87.5 M |
| COGS | \$ 3.8 M | \$ 4.7 M | \$ 6.3 M | \$ 6.7 M | \$ 3.9 M | \$ 3.5 M | \$ 3.8 M | \$ 3.7 M | \$ 3.8 M | \$ 3.6 M | \$ 3.8 M | \$ 3.7 M | \$ 51.2 M |
| GrossMargin | \$ 2.6 M | \$ 3.4 M | \$ 4.5 M | \$ 4.7 M | \$ 2.7 M | \$ 2.6 M | \$ 2.7 M | \$ 2.6 M | \$ 2.6 M | \$ 2.6 M | \$ 2.7 M | \$ 2.6 M | \$ 36.2 M |
| GM% | 40.9% | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% | 41.4% | 40.8% | 42.0% | 41.5% | 41.4% | 41.4% |

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|-------------|-----------|-----------|-----------|-----------|-----------|-----------|----------|----------|----------|-----------|-----------|-----------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| NetSales | \$ 17.1 M | \$ 20.6 M | \$ 28.7 M | \$ 29.9 M | \$ 17.1 M | \$ 15.9 M | \$ 2.1 M | \$ 7.8 M | \$ 9.9 M | \$ 14.9 M | \$ 16.1 M | \$ 16.5 M | \$ 196.7 M |
| COGS | \$ 10.6 M | \$ 12.8 M | \$ 18.1 M | \$ 18.9 M | \$ 10.7 M | \$ 9.9 M | \$ 1.3 M | \$ 4.8 M | \$ 6.2 M | \$ 9.3 M | \$ 10.2 M | \$ 10.5 M | \$ 123.4 M |
| GrossMargin | \$ 6.5 M | \$ 7.8 M | \$ 10.6 M | \$ 11.0 M | \$ 6.5 M | \$ 6.0 M | \$ 0.8 M | \$ 2.9 M | \$ 3.7 M | \$ 5.5 M | \$ 5.9 M | \$ 6.1 M | \$ 73.3 M |



AtliQ Hardwares

| | | | | | | | | | | | | | |
|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| GM% | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% | 37.3% | 36.7% | 36.8% | 37.3% |
|-----|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|

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| FY | 2021 |

P & L

by Fiscal Months Report

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NOTE: Do not modify the Pivot table.

| Metrics | Quarters | | | | | | | | | | | | Grand Total |
|-------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| NetSales | \$ 44.8 M | \$ 54.6 M | \$ 74.3 M | \$ 78.1 M | \$ 44.8 M | \$ 41.8 M | \$ 44.0 M | \$ 43.5 M | \$ 44.4 M | \$ 41.5 M | \$ 44.0 M | \$ 43.0 M | \$ 598.9 M |
| COGS | \$ 28.4 M | \$ 34.7 M | \$ 47.4 M | \$ 49.8 M | \$ 28.4 M | \$ 26.5 M | \$ 28.0 M | \$ 27.7 M | \$ 28.1 M | \$ 26.4 M | \$ 28.0 M | \$ 27.4 M | \$ 380.7 M |
| GrossMargin | \$ 16.4 M | \$ 19.9 M | \$ 27.0 M | \$ 28.3 M | \$ 16.4 M | \$ 15.3 M | \$ 16.0 M | \$ 15.8 M | \$ 16.3 M | \$ 15.1 M | \$ 16.0 M | \$ 15.6 M | \$ 218.2 M |
| GM% | 36.7% | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% | 36.4% |

Net Sales

| Comparision | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Overall |
|--------------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|---------|
| 2021 vs 2020 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% | 461.2% | 347.0% | 178.6% | 173.9% | 160.3% | 204.5% |
| 2020 vs 2019 | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1% | 22.7% | 53.1% | 140.7% | 148.0% | 162.0% | 124.8% |
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |