# AtliQ Hardware

**P&L**

**By Fiscal Months**

All values are in USD

| | Qurters | | | | | |
|---|---|---|---|---|---|---|
| | **Qtr1** | | | **Qtr2** | | |
| **Metrics** | **Sep** | **Oct** | **Nov** | **Dec** | **Jan** | **Feb** |
| Net_sales | 6.5M | 8.0M | 10.7M | 11.4M | 6.5M | 6.1M |
| COGS | 3.8M | 4.7M | 6.3M | 6.7M | 3.9M | 3.5M |
| Gross_Margin | 2.6M | 3.4M | 4.5M | 4.7M | 2.7M | 2.6M |
| GM % | 40.9% | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% |

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| | Qurters | | | | | |
|---|---|---|---|---|---|---|
| | **Qtr1** | | | **Qtr2** | | |
| **Metrics** | **Sep** | **Oct** | **Nov** | **Dec** | **Jan** | **Feb** |
| Net_sales | 17.1M | 20.6M | 28.7M | 29.9M | 17.1M | 15.9M |
| COGS | 10.6M | 12.8M | 18.1M | 18.9M | 10.7M | 9.9M |
| Gross_Margin | 6.5M | 7.8M | 10.6M | 11.0M | 6.5M | 6.0M |
| GM % | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% |

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|---|---|---|---|---|---|---|
| | **Qtr1** | | | **Qtr2** | | |
| **Metrics** | **Sep** | **Oct** | **Nov** | **Dec** | **Jan** | **Feb** |
| Net_sales | 44.8M | 54.6M | 74.3M | 78.1M | 44.8M | 41.8M |
| COGS | 28.4M | 34.7M | 47.4M | 49.8M | 28.4M | 26.5M |
| Gross_Margin | 16.4M | 19.9M | 27.0M | 28.3M | 16.4M | 15.3M |
| GM % | 36.7% | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% |

# AtliQ Hardware

| | | | | | | |
|---|---|---|---|---|---|---|
| **20 vs 21** | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% |
| **20 vs 19** | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% |

# AtliQ Hardware

Note: Do not modify the pivot table

## Year-2019

| Qtr3 | | | Qtr4 | | | Grand Total |
|---|---|---|---|---|---|---|
| **Mar** | **Apr** | **May** | **Jun** | **Jul** | **Aug** | |
| 6.4M | 6.3M | 6.5M | 6.2M | 6.5M | 6.3M | **87.5M** |
| 3.8M | 3.7M | 3.8M | 3.6M | 3.8M | 3.7M | **51.2M** |
| 2.7M | 2.6M | 2.6M | 2.6M | 2.7M | 2.6M | **36.2M** |
| 41.5% | 41.4% | 40.8% | 42.0% | 41.5% | 41.4% | **41.4%** |

## Year-2020

| Qtr3 | | | Qtr4 | | | Grand Total |
|---|---|---|---|---|---|---|
| **Mar** | **Apr** | **May** | **Jun** | **Jul** | **Aug** | |
| 2.1M | 7.8M | 9.9M | 14.9M | 16.1M | 16.5M | **196.7M** |
| 1.3M | 4.8M | 6.2M | 9.3M | 10.2M | 10.5M | **123.4M** |
| 0.8M | 2.9M | 3.7M | 5.5M | 5.9M | 6.1M | **73.3M** |
| 36.7% | 37.7% | 37.5% | 37.3% | 36.7% | 36.8% | **37.3%** |

## Year-2021

| Qtr3 | | | Qtr4 | | | Grand Total |
|---|---|---|---|---|---|---|
| **Mar** | **Apr** | **May** | **Jun** | **Jul** | **Aug** | |
| 44.0M | 43.5M | 44.4M | 41.5M | 44.0M | 43.0M | **598.9M** |
| 28.0M | 27.7M | 28.1M | 26.4M | 28.0M | 27.4M | **380.7M** |
| 16.0M | 15.8M | 16.3M | 15.1M | 16.0M | 15.6M | **218.2M** |
| 36.4% | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% | **36.4%** |

# AtliQ Hardware

| 1981.6% | 461.2% | 347.0% | 178.6% | 173.9% | 160.3% | 204.5% | 20 vs 21 |
| -67.1% | 22.7% | 53.1% | 140.7% | 148.0% | 162.0% | 124.8% | 20 vs 19 |