

## AtliQ Hardwares



market	All
division	All
region	All
customer	All
FY	All

### P & L REPORT

ALL VALUES IN USD

	Column Labels												
	Q1			Q2			Q3			Q4			Grand Total
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	68.4M	83.3M	113.8M	119.4M	68.4M	63.8M	52.5M	57.6M	60.8M	62.5M	66.6M	65.9M	883.0M
Sum COGS	42.9M	52.2M	71.7M	75.4M	42.9M	40.0M	33.1M	36.3M	38.2M	39.3M	42.0M	41.6M	555.3M
Gross Margin	25.5M	31.1M	42.1M	44.0M	25.6M	23.8M	19.4M	21.4M	22.6M	23.3M	24.6M	24.3M	327.7M
Gross margin %	37.3%	37.4%	37.0%	36.9%	37.3%	37.3%	37.0%	37.1%	37.2%	37.2%	36.9%	36.9%	37.1%

market	All
division	All
region	All
customer	All
FY	2019

	Column Labels												
	Q1			Q2			Q3			Q4			Grand Total
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
Sum COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
Gross margin %	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%

market	All
division	All
region	All
customer	All
FY	2020

	Column Labels												
	Q1			Q2			Q3			Q4			Grand Total
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
Sum COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
Gross margin %	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%

### P & L REPORT

ALL VALUES IN USD

market	All
division	All
region	All
customer	All
FY	2021

	Column Labels												
	Q1			Q2			Q3			Q4			Grand Total
Values	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
Sum COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
Gross margin %	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%

<b>NET SALES</b>													
<b>2021 vs 2020</b>	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%	<b>304%</b>
<b>2020-2019</b>	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%	<b>225%</b>

