## AtliQ Hardwares



market	All	
division	All	
region	All	
customer	All	
EV	ΔII	

## 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	AII
FY	2019

Column Labels												
Q1			Q2			Q3			Q4			Grand Total
Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
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
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
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
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%
	Q1 Sep 6.5M 3.8M 2.6M	Q1 Sep Oct 6.5M 8.0M 3.8M 4.7M 2.6M 3.4M	Q1 Sep Oct Nov 6.5M 8.0M 10.7M 3.8M 4.7M 6.3M 2.6M 3.4M 4.5M	Q1         Oct         Nov         Dec           Sep         0.5         8.0         10.7         11.4           3.8         4.7         6.3         6.7           2.6         3.4         4.5         4.7	Q1         Oct         Nov         Dec         Jan           Sep         0ct         Nov         Dec         Jan           6.5M         8.0M         10.7M         11.4M         6.5M           3.8M         4.7M         6.3M         6.7M         3.9M           2.6M         3.4M         4.5M         4.7M         2.7M	Q1         Q2           Sep         Oct         Nov         Dec         Jan         Feb           6.5M         8.0M         10.7M         11.4M         6.5M         6.1M           3.8M         4.7M         6.3M         6.7M         3.9M         3.5M           2.6M         3.4M         4.5M         4.7M         2.7M         2.6M	Q1         Q2         Q3           Sep         Oct         Nov         Dec         Jan         Feb         Mar           6.5M         8.0M         10.7M         11.4M         6.5M         6.1M         6.4M           3.8M         4.7M         6.3M         6.7M         3.9M         3.5M         3.8M           2.6M         3.4M         4.5M         4.7M         2.7M         2.6M         2.7M	Q1         Q2         Q3           Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr           6.5M         8.0M         10.7M         11.4M         6.5M         6.1M         6.4M         6.4M           3.8M         4.7M         6.3M         3.9M         3.5M         3.8M         3.7M           2.6M         3.4M         4.5M         4.7M         2.7M         2.6M         2.7M         2.6M	Q1         Vot         Nov         Dec         Jan         Feb Mar         Mar         Apr         May           6.5M         8.0M         10.7M         11.4M         6.5M         6.1M         6.4M         6.3M         6.5M           3.8M         4.7M         6.3M         6.7M         3.9M         3.5M         3.8M         3.7M         3.8M           2.6M         3.4M         4.5M         4.7M         2.7M         2.6M         2.7M         2.6M         2.6M	Q1         Q2         Q3         Q4           Sep         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun           6.5M         8.0M         10.7M         11.4M         6.5M         6.1M         6.4M         6.3M         6.5M         6.2M           3.8M         4.7M         6.3M         6.7M         3.9M         3.5M         3.8M         3.7M         3.8M         3.6M           2.6M         3.4M         4.5M         4.7M         2.7M         2.6M         2.7M         2.6M         2.6M         2.6M         2.6M	Q1         Oct         Nov         Dec         Jan         Feb         Mar         Apr         May         Jun         Jun         Jun         6.5M           6.5M         8.0M         10.7M         11.4M         6.5M         6.1M         6.4M         6.3M         6.5M         6.5M         6.5M           3.8M         4.7M         6.3M         6.7M         3.9M         3.5M         3.8M         3.7M         3.8M         3.6M         3.8M           2.6M         3.4M         4.5M         4.7M         2.6M         2.6M         2.6M         2.6M         2.7M	Q1         Vot         Nov         Dec         Jan         Feb Mar         Mar         Apr         May         Jun         Jul         Aug           6.5M         8.0M         10.7M         11.4M         6.5M         6.1M         6.4M         6.3M         6.5M         6.5M         6.3M         6.5M         6.3M         6.3M         6.3M         3.9M         3.5M         3.7M         3.8M         3.6M         3.8M         3.5M         3.8M         3.6M         2.6M         2.6M

market	All
division	All
region	All
customer	AII
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

IIIai ket	All
division	All
region	All
customer	AII
FY	2021

Values
Net sales
Sum COGS
Gross Margin
Gross margin %

	Column Labels												
	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
	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
	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
	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
,	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													
2021 vs 2020	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%	304%
2020-2019	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%	225%