

AtliQ HardWares Analysis

P & L
BY Fiscal Moths
All Values In USD



Filters

region All
 market All
 division All
 customer All
 FY 2019

Note: Don't change values in pivot table

Metrics	Quarters							
	Q1			Q2			Q3	
	September	October	November	December	January	February	March	
NetSales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M	6.4 M	
Total 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%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	

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Metrics	Quarters							
	Q1			Q2			Q3	
	September	October	November	December	January	February	March	
NetSales	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M	2.1 M	
Total 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%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	

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 FY 2021

Quarters

AtliQ HardWares Analysis

Metrics	Q1			Q2			Q3
	September	October	November	December	January	February	March
NetSales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M	44.0 M
Total 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%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%

Net Sales Performance(Growth)

2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
2020 vs 2019	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%

AtliQ HardWares Analysis

Q3		Q4		Grand Total	
April	May	June	July	August	
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
41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q3		Q4		Grand Total	
April	May	June	July	August	
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
37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

AtliQ HardWares Analysis

Q3		Q4			Grand Total
April	May	June	July	August	
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
36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%