ATLIQ HARDWARE



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FY

region All division All market All customer All

P&L BY FISCAL YEARS

REPORT

NOTE: DO NOT CHANGE THE PIVOT TABLE

QUATERS

	Q1			Q2			Q3			Q 4			Grand Total
METRICES	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
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
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

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region All division All market All customer All

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All **REPORT**

FY **2020**

QUATERS

	QUALEKS												
	Q1			Q2			G3			Q4			Grand Total
METRICES	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
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
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

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region All division All market All customer All

P&L BY FISCAL YEARS

REPORT

FY **2021**

QUATERS

	Q1			Q2			Q3			Q4			Grand Total
METRICES	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
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
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%
1	Net sales COGS Gross Margin	METRICES Sep Net sales 44.8M COGS 28.4M Gross Margin 16.4M	Q1 METRICES Sep Oct Net sales 44.8M 54.6M COGS 28.4M 34.7M Gross Margin 16.4M 19.9M	Q1 METRICES Sep Oct Nov Net sales 44.8M 54.6M 74.3M COGS 28.4M 34.7M 47.4M Gross Margin 16.4M 19.9M 27.0M	METRICES Sep Oct Nov Dec Net sales 44.8M 54.6M 74.3M 78.1M COGS 28.4M 34.7M 47.4M 49.8M Gross Margin 16.4M 19.9M 27.0M 28.3M	METRICES Sep Oct Nov Dec Jan Net sales 44.8M 54.6M 74.3M 78.1M 44.8M COGS 28.4M 34.7M 47.4M 49.8M 28.4M Gross Margin 16.4M 19.9M 27.0M 28.3M 16.4M	METRICES 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	METRICES Sep Oct Nov Dec Jan Feb Mar Net sales 44.8M 54.6M 74.3M 78.1M 44.8M 41.8M 44.0M COGS 28.4M 34.7M 47.4M 49.8M 28.4M 26.5M 28.0M Gross Margin 16.4M 19.9M 27.0M 28.3M 16.4M 15.3M 16.0M	METRICES Sep Oct Nov Dec Jan Feb Mar Apr Net sales 44.8M 54.6M 74.3M 78.1M 44.8M 41.8M 44.0M 43.5M COGS 28.4M 34.7M 47.4M 49.8M 28.4M 26.5M 28.0M 27.7M Gross Margin 16.4M 19.9M 27.0M 28.3M 16.4M 15.3M 16.0M 15.8M	METRICES Sep Oct Nov Dec Jan Feb Mar Apr May Net sales 44.8M 54.6M 74.3M 78.1M 44.8M 41.8M 44.0M 43.5M 44.4M COGS 28.4M 34.7M 47.4M 49.8M 28.4M 26.5M 28.0M 27.7M 28.1M Gross Margin 16.4M 19.9M 27.0M 28.3M 16.4M 15.3M 16.0M 15.8M 16.3M	METRICES Sep Oct Nov Dec Jan Feb Mar Apr May Jun Net sales 44.8M 54.6M 74.3M 78.1M 44.8M 41.8M 44.0M 43.5M 44.4M 41.5M COGS 28.4M 34.7M 47.4M 49.8M 28.4M 26.5M 28.0M 27.7M 28.1M 26.4M Gross Margin 16.4M 19.9M 27.0M 28.3M 16.4M 15.3M 16.0M 15.8M 16.3M 15.1M	METRICES Sep Oct Nov Dec Jan Feb Mar Apr May Jun Jul Net sales 44.8M 54.6M 74.3M 78.1M 44.8M 41.8M 44.0M 43.5M 44.4M 41.5M 44.0M COGS 28.4M 34.7M 47.4M 49.8M 28.4M 26.5M 28.0M 27.7M 28.1M 26.4M 28.0M Gross Margin 16.4M 19.9M 27.0M 28.3M 16.4M 15.3M 16.0M 15.8M 16.3M 15.1M 16.0M	Q1 Q2 Q3 Q4 METRICES 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 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 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

NET	SAL	ES	CO	MP.	ΔR	ISI	ON

2021 VS 2020	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.5%
2020 VS 2019	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%	-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.8%