

**FILTER**

region All  
 market All  
 division All  
 customer All  
 FY 2019

**P & L****By Fiscal Months**

21 vs 20 is not a part of  
 pivot table

All values in USD  
 Note: Do not Modify

Metrics	Quarter Q1			Quarter Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Netsales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M	6.1 M
COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M	3.5 M
Gross Margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M	2.6 M
Gross margin %	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M

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Metrics	Quarter Q1			Quarter Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Netsales	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M	15.9 M
COGS	10.6 M	12.8 M	18.1 M	18.9 M	10.7 M	9.9 M
Gross Margin	6.5 M	7.8 M	10.6 M	11.0 M	6.5 M	6.0 M
Gross margin %	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M

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Metrics	Quarter Q1			Quarter Q2		
	Sep	Oct	Nov	Dec	Jan	Feb



Netsales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	41.8 M
COGS	28.4 M	34.7 M	47.4 M	49.8 M	28.4 M	26.5 M
Gross Margin	16.4 M	19.9 M	27.0 M	28.3 M	16.4 M	15.3 M
Gross margin %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%

Net Sales  
Comparison

21 vs 20	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%



the Pivot Table

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M	87.5 M
3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M	51.2 M
2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M	36.2 M
0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	41.4%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M	196.7 M
1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M	123.4 M
0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M	73.3 M
0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	0.0 M	37.3%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	

AtliQ Hardware



44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
28.0 M	27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	380.7 M
16.0 M	15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	218.2 M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%