AtliQ Hardwares



FILTERS region market division All All customer FY All 2019

P & L By Fiscal Months All values in USD

Note: Do not modify the Pivot Table

Quarters

	Q1					Q3			Q4	Grand Total				
Metrics	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 %		41%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

FILTERS

region market division Ali Ali Ali customer All 2020

P & L

By Fiscal Months
All values in USD

Quarters

	Q1	-													
		Q2				Q3				Q4	Grand Total				
Metrics	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 %		38%	37.8%	37	0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

FILTERS

region market All All division customer All 2021

P & L By Fiscal Months All values in USD

	Quarters														
	Q1					Q2			Q3			Q4			Grand Total
Metrics	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 %		37%	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

Companison													
21 vs 20	162	165%	159%	161%	161%	162%	1982%	461%	347%	179%	174%	160%	204.5%
20 vs 19	165	157%	6 167%	161%	163%	162%	-67%	23%	53%	141%	148%	162%	124.8%