



region	All
market	All
Division	All
customer	All
FY	2019

## P&L BY Fiscal Year

All Values are in USD

Metrics	Fiscal Year			
	Q1		Q2	
Sep	Oct	Nov	Dec	
Net Sales	6.5M	8.0M	10.7M	11.4M
COGS	3.8M	4.7M	6.3M	6.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M
GM%	40.87%	41.97%	41.49%	41.39%

region	All
market	All
Division	All
customer	All
FY	2020

## P&L BY Fiscal Year

All Values are in USD

Metrics	Fiscal Year			
	Q1		Q2	
Sep	Oct	Nov	Dec	
Net Sales	17.1M	20.6M	28.7M	29.9M
COGS	10.6M	12.8M	18.1M	18.9M
Gross Margin	6.5M	7.8M	10.6M	11.0M
GM%	37.77%	37.78%	37.04%	36.81%

region	All
market	All
Division	All
customer	All
FY	2021

## P&L BY Fiscal Year

All Values are in USD

Metrics	Fiscal Year			
	Q1		Q2	
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
GM%	36.65%	36.52%	36.29%	36.26%

## Net Sales Comparison

21 vs 20

162.1% 164.7% 159.1% 161.0%

# AtliQ Hardware



**20 vs 19**



**AtliQ Hardware**



# AtliQ Hardware



Note:Do not modify the pivot table

Q2		Q3				Q4			Grand Total
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	##	87.5M	
3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	##	51.2M	
2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	##	36.2M	
40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	##	41.43%	

Q2		Q3				Q4			Grand Total
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	##	196.7M	
10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	##	123.4M	
6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	##	73.3M	
37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	##	37.28%	

Q2		Q3				Q4			Grand Total
Jan	Feb	Mar	Apr	May	Jun	Jul	Aug		
44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	##	598.9M	
28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	##	380.7M	
16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	##	218.2M	
36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	##	36.43%	

161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	###	204.5%
--------	--------	---------	--------	--------	--------	--------	-----	--------

# AtliQ Hardware



162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	###	124.8%
--------	--------	--------	-------	-------	--------	--------	-----	--------