

# AtliQ Hardwares



region All  
market All  
division All  
customer All  
FY 2019

## P & L

### By Fiscal Years

All Values are in USD

| Metric         | Quarters |       |     |       |       |       |       |       |
|----------------|----------|-------|-----|-------|-------|-------|-------|-------|
|                | Q1       |       |     | Q2    |       |       | Q3    |       |
|                | Sep      | Oct   | Nov | Dec   | Jan   | Feb   | Mar   |       |
| Net Sales      | 6.5M     | 8.0M  |     | 10.7M | 11.4M | 6.5M  | 6.1M  | 6.4M  |
| COGS           | 3.8M     | 4.7M  |     | 6.3M  | 6.7M  | 3.9M  | 3.5M  | 3.8M  |
| Gross Margin   | 2.6M     | 3.4M  |     | 4.5M  | 4.7M  | 2.7M  | 2.6M  | 2.7M  |
| Gross Margin % | 40.9%    | 42.0% |     | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% |

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|                | Q1       |       |     | Q2    |       |       | Q3    |       |
|                | Sep      | Oct   | Nov | Dec   | Jan   | Feb   | Mar   |       |
| Net Sales      | 17.1M    | 20.6M |     | 28.7M | 29.9M | 17.1M | 15.9M | 2.1M  |
| COGS           | 10.6M    | 12.8M |     | 18.1M | 18.9M | 10.7M | 9.9M  | 1.3M  |
| Gross Margin   | 6.5M     | 7.8M  |     | 10.6M | 11.0M | 6.5M  | 6.0M  | 0.8M  |
| Gross Margin % | 37.8%    | 37.8% |     | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% |

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|----------------|----------|-------|-----|-------|-------|-------|-------|-------|
|                | Q1       |       |     | Q2    |       |       | Q3    |       |
|                | 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 |
| Gross Margin % | 36.7%    | 36.5% |     | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% |



Net sales  
Comparison

|          |        |        |        |        |        |        |         |
|----------|--------|--------|--------|--------|--------|--------|---------|
| 21 vs 20 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% |
| 20 vs 19 | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1%  |



Note: Do not Modify the pivot table

| Q3  |  | Q4    |       |       |       | Grand Total |       |
|-----|--|-------|-------|-------|-------|-------------|-------|
| Apr |  | May   | Jun   | Jul   | Aug   |             |       |
|     |  | 6.3M  | 6.5M  | 6.2M  | 6.5M  | 6.3M        | 87.5M |
|     |  | 3.7M  | 3.8M  | 3.6M  | 3.8M  | 3.7M        | 51.2M |
|     |  | 2.6M  | 2.6M  | 2.6M  | 2.7M  | 2.6M        | 36.2M |
|     |  | 41.4% | 40.8% | 42.0% | 41.5% | 41.4%       | 41.4% |

| Q3  |  | Q4    |       |       |       | Grand Total |        |
|-----|--|-------|-------|-------|-------|-------------|--------|
| Apr |  | May   | Jun   | Jul   | Aug   |             |        |
|     |  | 7.8M  | 9.9M  | 14.9M | 16.1M | 16.5M       | 196.7M |
|     |  | 4.8M  | 6.2M  | 9.3M  | 10.2M | 10.5M       | 123.4M |
|     |  | 2.9M  | 3.7M  | 5.5M  | 5.9M  | 6.1M        | 73.3M  |
|     |  | 37.7% | 37.5% | 37.3% | 36.7% | 36.8%       | 37.3%  |

| Q3  |       |       | Q4    |       |       | Grand Total |
|-----|-------|-------|-------|-------|-------|-------------|
| Apr |       | May   | Jun   | Jul   | Aug   |             |
|     | 43.5M | 44.4M | 41.5M | 44.0M | 43.0M | 598.9M      |
|     | 27.7M | 28.1M | 26.4M | 28.0M | 27.4M | 380.7M      |
|     | 15.8M | 16.3M | 15.1M | 16.0M | 15.6M | 218.2M      |
|     | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% | 36.4%       |



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