

ATLIQ HARDWARE

FY	2019
sub_zone	All
region	All
market	All

Particular	Quarters												Grand Total
	Qtr1			Qtr2			Qtr3			Qtr4			
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Total_Net_Sales	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	6.5M	8.0M	10.7M	11.4M	87.5M
Cost_of_Good_Sold	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	3.8M	4.7M	6.3M	6.7M	51.2M
Gross_Margin	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	2.6M	3.4M	4.5M	4.7M	36.2M
GM_%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	40.9%	42.0%	41.5%	41.4%	41.4%

FY	2020
sub_zone	All
region	All
market	All

Particular	Quarters												Grand Total
	Qtr1			Qtr2			Qtr3			Qtr4			
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Total_Net_Sales	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	17.1M	20.6M	28.7M	29.9M	196.7M
Cost_of_Good_Sold	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	10.6M	12.8M	18.1M	18.9M	123.4M
Gross_Margin	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	6.5M	7.8M	10.6M	11.0M	73.3M
GM_%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.8%	37.8%	37.0%	36.8%	37.3%

ATLIQ HARDWARE

FY	2021
sub_zone	All
region	All
market	All

Particular	Quarters												Grand Total
	Qtr1			Qtr2			Qtr3			Qtr4			
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	
Total_Net_Sales	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	44.8M	54.6M	74.3M	78.1M	598.9M
Cost_of_Good_Sold	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	28.4M	34.7M	47.4M	49.8M	380.7M
Gross_Margin	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	16.4M	19.9M	27.0M	28.3M	218.2M
GM_%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.7%	36.5%	36.3%	36.3%	36.4%

Comparison by Year													
Particular	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Grand Total
2019-2020	142.7%	135.8%	-70.9%	11.9%	40.7%	113.6%	119.3%	132.9%	144.6%	130.9%	138.6%	132.5%	102.3%
2020-2021	154%	154%	1964%	440%	337%	172%	172%	157%	154%	156%	154%	157%	198%