



FILTER

region	All	P & L
market	All	By Fiscal year
division	All	All values in INR
customer	All	
fy	2019	Note: Do not modify Pivot Table

Metrics	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	
GM%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%	

FILTER

region	All	P & L
market	All	By Fiscal year
division	All	All values in INR
customer	All	
fy	2020	

Metrics	Quarters							
	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	
GM%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%	

FILTER

region	All	P & L
market	All	By Fiscal year
division	All	All values in INR
customer	All	
fy	2021	



Metrics	Quarters			Q2			Q3	
	Q1			Dec	Jan	Feb	Mar	
	Sep	Oct	Nov					
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	
GM%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%	

Net Sales

Comparison	Sep	Oct	Nov	Dec	Jan	Feb	Mar
21 vs 20	262.06%	264.68%	259.10%	261.05%	261.40%	262.49%	2081.59%
20 vs 19	264.63%	256.58%	267.27%	261.45%	262.75%	262.02%	32.93%



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
41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

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
37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

AtliQ Hardware



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
36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

Apr	May	Jun	Jul	Aug	Grand Total
561.21%	447.02%	278.64%	273.93%	260.31%	304%
122.73%	153.05%	240.65%	248.00%	262.03%	225%