



region	All
market	All
division	All
customer	All
FY	2019

P & L by Fiscal ` months

All values in USD

Note : 21 vs 20 is not part of the pivot table

metrics	Fiscal Years						Q3	
	Q1		Q2					
	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 %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

region	All
market	All
division	All
customer	All
FY	2020

P & L by Fiscal Years

All values in USD

Note : 21 vs 20 is not part of the pivot table

metrics	Fiscal Years						Q3	
	Q1		Q2					
	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 %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	

region	All
market	All
division	All
customer	All
FY	2021

P & L by Fiscal Years

All values in USD

Note : Do not modify the pivot table

metrics	Fiscal Years						Q3	
	Q1		Q2					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	

AtliQ Hardwares



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 %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%

Net Sales
Comaparison

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%



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



AtliQ Hardwares

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%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%