

AtilQ Hardware

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FY 2019

PNL BY FISCAL YEAR

ALL VALUES IN USD

Fiscal Year											
Metric	Q1			Q2			Q3			Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M
GM	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%

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FY 2020

PNL BY FISCAL YEAR

ALL VALUES IN USD

Fiscal Year											
Metric	Q1			Q2			Q3			Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M
GM	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%

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FY 2021

PNL BY FISCAL YEAR

ALL VALUES IN USD

Fiscal Year											
Metric	Q1			Q2			Q3			Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul

AtilQ Hardware

Metric	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul
Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M
GM	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%

Net Sales Comparison

21 vs	162%	165%	159%	161%	161%	162%	1982%	461%	347%	179%	174%
20 vs	165%	157%	167%	161%	163%	162%	-67%	23%	53%	141%	148%

AtilQ Hardware

AtilQ Hardware

Q4	Grand Total
Aug	
6.3M	87.5M
3.7M	51.2M
2.6M	36.2M
41.4%	41.4%

Q4	Grand Total
Aug	
16.5M	196.7M
10.5M	123.4M
6.1M	73.3M
36.8%	37.3%

Q4	Grand Total
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AtilQ Hardware

Aug	
43.0M	598.9M
27.4M	380.7M
15.6M	218.2M
36.3%	36.4%

160%	204.5%
162%	124.8%