



AtliQ Hardwares

Filters

region	All
Market	All
Division	All
Customer	All
FY	2019

Note: Do not modify the pivot table

P& L

By Fiscal Months

All values in USD

Metrics	Quarter	MMM		Q2			
	Q1						
	Sep	Oct	Nov	Dec	Jan		
Net_Sales	6.5 M	8.0 M	10.7 M	11.4 M	6.5 M		
Total COGS	3.8 M	4.7 M	6.3 M	6.7 M	3.9 M		
Gross Margin	2.6 M	3.4 M	4.5 M	4.7 M	2.7 M		
GM%	41%	42%	41%	41%	41%		

Filters

region	All
Market	All
Division	All
Customer	All
FY	2020

P& L

By Fiscal Months

All values in USD

Metrics	Quarter	MMM		Q2			
	Q1						
	Sep	Oct	Nov	Dec	Jan		
Net_Sales	17.1 M	20.6 M	28.7 M	29.9 M	17.1 M		
Total COGS	10.6 M	12.8 M	18.1 M	18.9 M	10.7 M		
Gross Margin	6.5 M	7.8 M	10.6 M	11.0 M	6.5 M		
GM%	38%	38%	37%	37%	38%		

Filters

region	All
Market	All
Division	All
Customer	All
FY	2021

P& L

By Fiscal Months

All values in USD

Quarter MMM

Metrics	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	
Net_Sales	44.8 M	54.6 M	74.3 M	78.1 M	44.8 M	
Total COGS	28.4 M	34.7 M	47.4 M	49.8 M	28.4 M	
Gross Margin	16.4 M	19.9 M	27.0 M	28.3 M	16.4 M	
GM%	37%	37%	36%	36%	37%	

Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

Q2	Q3			Q4				Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug		
6.1 M	6.4 M	6.3 M	6.5 M	6.2 M	6.5 M	6.3 M		87.5 M
3.5 M	3.8 M	3.7 M	3.8 M	3.6 M	3.8 M	3.7 M		51.2 M
2.6 M	2.7 M	2.6 M	2.6 M	2.6 M	2.7 M	2.6 M		36.2 M
42%	41%	41%	41%	42%	41%	41%		41%

Q2	Q3			Q4				Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug		
15.9 M	2.1 M	7.8 M	9.9 M	14.9 M	16.1 M	16.5 M		196.7 M
9.9 M	1.3 M	4.8 M	6.2 M	9.3 M	10.2 M	10.5 M		123.4 M
6.0 M	0.8 M	2.9 M	3.7 M	5.5 M	5.9 M	6.1 M		73.3 M
38%	37%	38%	37%	37%	37%	37%		37%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8 M	44.0 M	43.5 M	44.4 M	41.5 M	44.0 M	43.0 M	598.9 M
26.5 M	28.0 M	27.7 M	28.1 M	26.4 M	28.0 M	27.4 M	380.7 M
15.3 M	16.0 M	15.8 M	16.3 M	15.1 M	16.0 M	15.6 M	218.2 M
37%	36%	36%	37%	36%	36%	36%	36%

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%