

## AtliQ Hardwares



### FILTERS

region	All
market	All
division	All
customer	All
FY	

### P&L

#### By Fiscal Months

**2019**

All values in USD

Note: Do not modify the pivot table

Metrics	Quarters			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%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%		

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### P&L

#### By Fiscal Months

**2020**

All values in USD

Metrics	Quarter			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%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%		

## AtliQ Hardwares



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%

## AtliQ Hardwares



region All  
 market All  
 division All  
 customer All  
 FY 2021

**P&L**  
*By Fiscal Months*

All values in USD

Metrics	Quarter				Jan	Feb	Mar	Q3
	Sep	Oct	Nov	Dec				
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%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	

### *Net sales Comparison*

<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	<b>1981.6%</b>
<b>20 vs 19</b>	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	<b>-67.1%</b>

## AtliQ Hardwares



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
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%
461.2%		347.0%	178.6%	173.9%	160.3% 204%
22.7%		53.1%	140.7%	148.0%	162.0% 125%