

AtliQ Hardwares

market All
region All
division All
customer All
FY 2019

P & L
by Fiscal Months
Note: 21 vs 20 is not part of pivot



Metrics	Quarters					
	Q 1		Q 2			
	Sep	Oct	Nov	Dec	Jan	Feb
NET SALES	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M
GROSS MARGIN	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M
GM %	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%

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Metrics	Quarters					
	Q 1		Q 2			
	Sep	Oct	Nov	Dec	Jan	Feb
NET SALES	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M
GROSS MARGIN	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M
GM %	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%

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Metrics	Quarters					
	Q 1		Q 2			
	Sep	Oct	Nov	Dec	Jan	Feb
NET SALES	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M
GROSS MARGIN	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M
GM %	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%

Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%

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Q 3			Q 4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q 3			Q 4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q 3			Q 4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

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