

## AtliQ Hardwares



### FLITER

region All  
market All  
division All  
customer All  
FY 2019

### P & L

#### BY MONTH REPORT

All values in USD

Note: Do not modify Pivot Table

Fiscal Year		Q1			Q2		Q3			Q4			Grand Total	
Matric	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug		
Net Sale	6.5M	8.0M	10.7M	6.5M	6.1M	11.4M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M	
COGS	3.8M	4.7M	6.3M	3.9M	3.5M	6.7M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M	
Margin	2.6M	3.4M	4.5M	2.7M	2.6M	4.7M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M	
GM %	40.9%	42.0%	41.5%	40.9%	41.9%	41.4%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%	

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region All  
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FY 2020

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Fiscal Year		Q1			Q2		Q3			Q4			Grand Total	
Matric	Sep	Oct	Nov	Jan	Feb	Dec	Mar	Apr	May	Jun	Jul	Aug		
Net Sale	17.1M	20.6M	28.7M	17.1M	15.9M	29.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M	
COGS	10.6M	12.8M	18.1M	10.7M	9.9M	18.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M	
Margin	6.5M	7.8M	10.6M	6.5M	6.0M	11.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
GM %	37.8%	37.8%	37.0%	37.8%	37.7%	36.8%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%	

**FLITER**

region All  
 market All  
 division All  
 customer All  
 FY 2021

**P & L****BY MONTH REPORT**

All values in USD

Note: Do not modify Pivot Table

Fiscal Year														
	Q1			Q2			Q3			Q4			Grand Total	
Matric	Sep	Oct	Nov	Jan	Feb		Dec	Mar	Apr	May	Jun	Jul	Aug	
Net Sale	44.8M	54.6M	74.3M	44.8M		41.8M	78.1M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M	47.4M	28.4M		26.5M	49.8M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Margin	16.4M	19.9M	27.0M	16.4M		15.3M	28.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM %	36.7%	36.5%	36.3%	36.7%		36.5%	36.3%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

**NET SALE  
 COMPARISION**

<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.4%		162.5%	161.0%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
<b>20 vs 19</b>	164.6%	156.6%	167.3%	162.8%		162.0%	161.5%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%