AtliQ Hardwares



FY	2019							
market	All							
division	All		P&L					
Region	All	by Fiscal Year						
customer	All		All values in USD					
		-	Note: 21 vs 20 is not part of pivot Table					
	Quarter							
	Q1	Q2	Q3	Q4	Grand Total			
Metrics								
Net Sales	25.2M	24.0M	19.2M	19.0M	87.5M			
COGS	14.8M	14.1M	11.3M	11.1M	51.2M			
Gross Margin	10.5M	9.9M	7.9M	7.9M	36.2M			
GM %	41.5%	41.4%	41.2%	41.6%	41.4%			
FY _	2020	_						
market	All							
division	All		P&L					
Region	All	by Fiscal Year						
customer	All		All values in USD					
	•	Note: 21 vs 20 is not part of pivot Table						
	Quarter	0.0	0.0	0.4	0 17.1			
Matrica	Q1	Q2	Q3	Q4	Grand Total			
Metrics	// //	/2.014	10.014	/7 EM	10 / 714			
Net Sales	66.4M	63.0M	19.8M	47.5M	196.7M			
COGS	41.5M 24.9M	39.5M 23.5M	12.4M 7.4M	30.0M 17.5M	123.4M 73.3M			
Gross Margin GM %	24.9M 37.5%	23.5M 37.3%	7.4M 37.5%	17.5M 36.9%	73.3M 37.3%			
GIVI /6	37.3%	37.3/0	37.3%	30.7/0	37.3%			
FY	2021							
market	All							
division	All		P&L					
Region	All		by Fiscal Ye	ar				
customer	All	All values in USD						
	7 111	_	Note: 21 vs 20 is not part of pivot Table					
	Quarter							
	Q1	Q2	Q3	Q4	Grand Total			
Metrics								
Net Sales	173.8M	164.7M	131.9M	128.6M	598.9M			
COGS	110.4M	104.7M	83.8M	81.8M	380.7M			
Gross Margin	63.3M	60.0M	48.1M	46.7M	218.2M			
GM %	36.5%	36.4%	36.4%	36.4%	36.4%			
	30.37	30.4/	30.47	30.47	30.47			

AtliQ Hardwares



Net Sales Comparison

21 vs 20	161.6%	161.5%	566.0%	170.7%	204.5%
20 vs 19	163.2%	162.0%	3.0%	150.3%	124.8%