



## AtliQ hardware

### FILTERS

market All  
division All  
customer All  
FY 2019

### P&L

### By fiscal year

All values in USD

note: 21 vs 20 is not part of pivot table

		Quarters					
		Q1			Q2		
Values	Sep	Oct	Nov	Dec	Jan		
Net_sales	6.5M	8.0M	10.7M	11.4M	6.5M		
COGS	3.8M	4.7M	6.3M	6.7M	3.9M		
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M		
GM%	40.9%	42.0%	41.5%	41.4%	40.9%		

region All  
market All  
division All  
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FY 2020

### P&L

### By fiscal year

All values in USD

note: 21 vs 20 is not part of pivot table

		Quarters					
		Q1			Q2		
Values	Sep	Oct	Nov	Dec	Jan		
Net_sales	17.1M	20.6M	28.7M	29.9M	17.1M		
COGS	10.6M	12.8M	18.1M	18.9M	10.7M		
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M		
GM%	37.8%	37.8%	37.0%	36.8%	37.8%		

region All  
market All  
division All  
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FY 2021

### P&L

### By fiscal year

All values in USD

note: 21 vs 20 is not part of pivot table

		Quarters					
		Q1			Q2		
Values	Sep	Oct	Nov	Dec	Jan		
Net_sales	44.8M	54.6M	74.3M	78.1M	44.8M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M		
Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M		
GM%	36.7%	36.5%	36.3%	36.3%	36.7%		



Net sales  
comparison  
**21vs 20**  
**20 vs 19**

162.1%	164.7%	159.1%	161.0%	161.4%
164.6%	156.6%	167.3%	161.5%	162.8%



Note: Do not modify the pivot table

Q2	Q3	Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q2	Q3	Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q2	Q3	Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%



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