AtliQ Hardwares

region	All
division	All
market	All
customer	All
FY	2019

P&L
by Fiscal Year
Note:-   21 Vs 20 is not part of

Fiscal yr

	Q1			**Q2**	
metrics	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
division	All
market	All
customer	All
FY	2020

P&L
by Fiscal Year
Note:-   21 Vs 20 is not part of

Fiscal yr

	Q1			**Q2**	
metrics	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
division	All
market	All
customer	All
FY	2021

P&L
by Fiscal Year
Note:-   21 Vs 20 is not part of

Fiscal yr

	Q1			**Q2**	
metrics	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

AtliQ Hardwares

GM %		36.7%	36.5%		36.3%	36.3%	36.7%

Net Sales
Comparison

21 vs 20		162%	165%		159%	161%	161%
20 vs 19		165%	157%		167%	161%	163%

AtliQ Hardwares

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%

Pivot table

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%

Pivot table

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

AtliQ Hardwares

| 36.5% | 36.4% | | 36.3% | 36.6% | | 36.4% | 36.4% | | 36.3% | 36.4% |

| 162% | 1982% | | 461% | 347% | | 179% | 174% | | 160% | 204% |
| 162% | -67% | | 23% | 53% | | 141% | 148% | | 162% | 125% |