

Atliq Hardwares



region All  
market All  
fy\_year 2019

P & L  
By Fiscal year

FY YEAR														
Metrics	Qtr1			Qtr2			Qtr3			Qtr4			Grand Total	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.48M	
COGoods	3.82M	4.66M	6.28M	6.70M	3.86M	3.53M	3.75M	3.71M	3.84M	3.59M	3.79M	3.70M	51.24M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.24M	
GM%	41%	42%	41%	41%	41%	42%	41%	41%	41%	41%	42%	41%	41%	41.4%

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Metrics	Qtr1			Qtr2			Qtr3			Qtr4			Grand Total	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.69M	
COGoods	10.64M	12.83M	18.07M	18.89M	10.67M	9.92M	1.34M	4.83M	6.21M	9.34M	10.18M	10.45M	123.37M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.32M	
GM%	38%	38%	37%	37%	38%	38%	37%	38%	37%	37%	37%	37%	37%	37.3%

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FY YEAR														
Metrics	Qtr1			Qtr2			Qtr3			Qtr4			Grand Total	
	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec		
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.88M	
COGoods	28.39M	34.65M	47.36M	49.76M	28.36M	26.54M	27.97M	27.72M	28.13M	26.35M	28.03M	27.44M	380.71M	
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.16M	
GM%	37%	37%	36%	36%	37%	37%	36%	36%	37%	36%	36%	36%	36%	36.4%



Net sales  
Comparison

21 vs 20	262%	265%	259%	261%	261%	262%	2082%	561%	447%	279%	274%	260%	304.5%
20 vs 19	265%	257%	267%	261%	263%	262%	33%	123%	153%	241%	248%	262%	224.8%

Gross  
Margin  
Comparison

21 vs 20	254%	256%	254%	257%	254%	254%	2064%	540%	437%	272%	272%	257%	297.6%
20 vs 19	245%	231%	239%	233%	243%	236%	29%	112%	141%	214%	219%	233%	202.3%

GM%  
Comparison

21 vs 20	154%	156%	154%	157%	154%	154%	1964%	440%	337%	172%	172%	157%	197.6%
20 vs 19	145%	131%	139%	133%	143%	136%	-71%	12%	41%	114%	119%	133%	102.3%









































