



## AtliQ Hardwares

region All  
market All  
division All  
customer All  
FY **2019**

### P & L

#### By Fiscal Months

All values are in USD

Note: Do not modify pivot table

Metrics	Quarter Q1			Q2			Q3			Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Net_sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	

region All  
market All  
division All  
customer All  
FY **2020**

### P & L

#### By Fiscal Months

All values are in USD

Metrics	Quarter Q1			Q2			Q3			Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Net_sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	



GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%
-----	-------	-------	-------	-------	-------	-------	-------	-------	-------	-------

region All

market All

division All

customer All

FY 2021

### P & L

### By Fiscal Months

All values are in USD

Metrics	Quarter Q1				Q2				Q3				Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun				
Net_sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M				
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M				
Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M				
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%				

### Net Sales

comparison	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%



Q4		Grand Total
Jul	Aug	
6.5M	6.3M	87.5M
3.8M	3.7M	51.2M
2.7M	2.6M	36.2M
41.5%	41.4%	41.4%

Q4		Grand Total
Jul	Aug	
16.1M	16.5M	196.7M
10.2M	10.5M	123.4M
5.9M	6.1M	73.3M



36.7%	36.8%	37.3%
-------	-------	-------

Q4		Grand Total
Jul	Aug	
44.0M	43.0M	598.9M
28.0M	27.4M	380.7M
16.0M	15.6M	218.2M
36.4%	36.3%	36.4%

Jul	Aug	
173.9%	160.3%	204.5%
148.0%	162.0%	124.8%