AtliQ Hardware

FY	2019
market	All
division	All
customer	All

P & L Months

Note:-Don't make changes to the Pivot Table

Column Labels												
	Q1		Q2				Q3			Q4			Grand Total
Values	**Sep**	**Oct**	**Nov**	**Dec**	**Jan**	**Feb**	**Mar**	**Apr**	**May**	**Jun**	**Jul**	**Aug**	
NetSales	$6.5M	$8.0M	$10.7M	$11.4M	$6.5M	$6.1M	$6.4M	$6.3M	$6.5M	$6.2M	$6.5M	$6.3M	$87.5M
COGS	$3.8M	$4.7M	$6.3M	$6.7M	$3.9M	$3.5M	$3.8M	$3.7M	$3.8M	$3.6M	$3.8M	$3.7M	$51.2M
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	$36.2M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

FY	2020
market	All
division	All
customer	All

Column Labels												
	Q1		Q2				Q3			Q4			Grand Total
Values	**Sep**	**Oct**	**Nov**	**Dec**	**Jan**	**Feb**	**Mar**	**Apr**	**May**	**Jun**	**Jul**	**Aug**	
NetSales	$17.1M	$20.6M	$28.7M	$29.9M	$17.1M	$15.9M	$2.1M	$7.8M	$9.9M	$14.9M	$16.1M	$16.5M	$196.7M
COGS	$10.6M	$12.8M	$18.1M	$18.9M	$10.7M	$9.9M	$1.3M	$4.8M	$6.2M	$9.3M	$10.2M	$10.5M	$123.4M
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	$73.3M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

FY	2021

	market	All											
	division	All											
	customer	All											

Column Labels

Values	Q1			Q2			Q3			Q4			Grand Total
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
NetSales	$44.8M	$54.6M	$74.3M	$78.1M	$44.8M	$41.8M	$44.0M	$43.5M	$44.4M	$41.5M	$44.0M	$43.0M	$598.9M
COGS	$28.4M	$34.7M	$47.4M	$49.8M	$28.4M	$26.5M	$28.0M	$27.7M	$28.1M	$26.4M	$28.0M	$27.4M	$380.7M
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	$218.2M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales Comparison

	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	224.8%