



## FILTERS

region All  
sub\_zone All  
FY 2021

## P & L for Markets

All values are in USD

| Market         | Net Sales | COGS   | Gross Margin | GM %  |
|----------------|-----------|--------|--------------|-------|
| Australia      | 20.99M    | 14.1M  | 6.9M         | 32.9% |
| Austria        | 2.84M     | 2.0M   | 0.9M         | 30.1% |
| Bangladesh     | 6.95M     | 4.5M   | 2.4M         | 34.5% |
| Canada         | 35.06M    | 21.7M  | 13.4M        | 38.2% |
| China          | 22.89M    | 13.5M  | 9.4M         | 41.1% |
| France         | 25.94M    | 14.7M  | 11.2M        | 43.2% |
| Germany        | 12.01M    | 8.9M   | 3.1M         | 26.2% |
| India          | 161.26M   | 109.7M | 51.6M        | 32.0% |
| Indonesia      | 18.41M    | 11.3M  | 7.1M         | 38.4% |
| Italy          | 11.72M    | 8.2M   | 3.5M         | 30.1% |
| Japan          | 7.92M     | 4.2M   | 3.7M         | 46.5% |
| Netherlands    | 7.98M     | 4.6M   | 3.4M         | 42.0% |
| Newzealand     | 11.40M    | 5.9M   | 5.5M         | 48.2% |
| Norway         | 13.68M    | 9.6M   | 4.0M         | 29.5% |
| Pakistan       | 5.66M     | 3.6M   | 2.0M         | 36.2% |
| Philippines    | 31.86M    | 19.4M  | 12.5M        | 39.1% |
| Poland         | 5.19M     | 3.0M   | 2.2M         | 42.6% |
| Portugal       | 11.83M    | 6.8M   | 5.0M         | 42.1% |
| South Korea    | 48.97M    | 31.4M  | 17.6M        | 35.9% |
| Spain          | 12.62M    | 8.4M   | 4.2M         | 33.1% |
| Sweden         | 1.77M     | 1.1M   | 0.7M         | 40.2% |
| United Kingdom | 34.15M    | 18.7M  | 15.4M        | 45.1% |
| USA            | 87.78M    | 55.3M  | 32.5M        | 37.0% |

| FILTERS  |      |   |
|----------|------|---|
| region   | All  | ▼ |
| market   | All  | ▼ |
| division | All  | ▼ |
| customer | All  | ▼ |
| FY       | 2019 | ⌵ |

P & L  
By Fiscal Months  
All values in USD

|              | Quarters <div></div> |       |       |       |       |       |       |       |       |       |       |       |             |  |  |
|--------------|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|--|--|
|              | Q1                   |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       | Grand Total |  |  |
| Metrics      | Sep                  | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |             |  |  |
| 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  | 87.5M       |  |  |
| 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%       |  |  |

|          |      |   |
|----------|------|---|
| region   | All  | ▼ |
| market   | All  | ▼ |
| division | All  | ▼ |
| customer | All  | ▼ |
| FY       | 2020 | ⌵ |

P & L  
By Fiscal Months  
All values in USD

|              | Quarters <div></div> |       |       |       |       |       |       |       |       |       |       |       |             |  |  |
|--------------|----------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|--|--|
|              | Q1                   |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       | Grand Total |  |  |
| Metrics      | Sep                  | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |             |  |  |
| 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 | 196.7M      |  |  |
| 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%       |  |  |

|          |      |   |
|----------|------|---|
| region   | All  | ▼ |
| market   | All  | ▼ |
| division | All  | ▼ |
| customer | All  | ▼ |
| FY       | 2021 | ⌵ |

P & L  
By Fiscal Months  
All values in USD

|              | Quarters |       |       |       |       |       |       |       |       |       |       |       |        |             |
|--------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|-------------|
|              | Q1       |       |       |       | Q2    |       | Q3    |       |       |       | Q4    |       |        | Grand Total |
| Metrics      | Sep      | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   | Jun   | Jul   | Aug   |        |             |
| 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 | 598.9M |             |
| 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%  |             |

NetSales  
Comparision

|          |         |         |         |         |         |         |          |         |         |         |         |         |         |
|----------|---------|---------|---------|---------|---------|---------|----------|---------|---------|---------|---------|---------|---------|
| 21 vs 20 | 262.06% | 264.68% | 259.10% | 261.05% | 261.40% | 262.49% | 2081.59% | 561.21% | 447.02% | 278.64% | 273.93% | 260.31% | 304.48% |
| 20 vs 19 | 264.63% | 256.58% | 267.27% | 261.45% | 262.75% | 262.02% | 32.93%   | 122.73% | 153.05% | 240.65% | 248.00% | 262.03% | 224.85% |

# AtliQ Hardwares



## FILTERS

|          |     |   |
|----------|-----|---|
| region   | All | ▼ |
| market   | All | ▼ |
| customer | All | ▼ |
| division | All | ▼ |

## P & L

### By Fiscal Years

All values in USD

Fiscal Years ▼

| Metrics      | 2019  | 2020   | 2021   | 21 vs 20 |
|--------------|-------|--------|--------|----------|
| Net Sales    | 87.5M | 196.7M | 598.9M | 204.5%   |
| COGS         | 51.2M | 123.4M | 380.7M | 208.6%   |
| Gross Margin | 36.2M | 73.3M  | 218.2M | 197.6%   |
| GM %         | 41.4% | 37.3%  | 36.4%  | -2.3%    |

## GM% by Quarters (sub\_zone)

## FILTERS

FY 2019

| GM%<br>Sub Zone | Quarters |       |       |       | Grand Total |
|-----------------|----------|-------|-------|-------|-------------|
|                 | Q1       | Q2    | Q3    | Q4    |             |
| ANZ             | 43.0%    | 42.2% | 42.6% | 42.5% | 42.6%       |
| India           | 42.5%    | 42.2% | 42.0% | 42.5% | 42.4%       |
| NA              | 35.1%    | 35.4% | 35.4% | 35.7% | 35.4%       |
| NE              | 36.6%    | 37.0% | 36.5% | 36.6% | 36.7%       |
| ROA             | 44.5%    | 44.3% | 44.0% | 44.5% | 44.4%       |
| SE              | 44.5%    | 44.1% | 44.0% | 44.2% | 44.2%       |

FY 2020

| GM%<br>Sub Zone | Quarters |       |       |       | Grand Total |
|-----------------|----------|-------|-------|-------|-------------|
|                 | Q1       | Q2    | Q3    | Q4    |             |
| ANZ             | 43.3%    | 43.0% | 42.8% | 41.8% | 42.8%       |
| India           | 32.3%    | 32.1% | 32.4% | 32.0% | 32.2%       |
| NA              | 39.9%    | 40.1% | 39.1% | 39.7% | 39.8%       |
| NE              | 37.6%    | 37.8% | 38.5% | 37.7% | 37.8%       |
| ROA             | 38.4%    | 38.3% | 38.8% | 37.7% | 38.2%       |
| SE              | 38.5%    | 37.3% | 38.2% | 37.8% | 37.9%       |

FY 2021

| GM%<br>Sub Zone | Quarters |       |       |       | Grand Total |
|-----------------|----------|-------|-------|-------|-------------|
|                 | Q1       | Q2    | Q3    | Q4    |             |
| ANZ             | 39.0%    | 37.8% | 38.3% | 38.0% | 38.3%       |
| India           | 32.3%    | 31.8% | 31.9% | 32.0% | 32.0%       |
| NA              | 37.1%    | 37.4% | 37.5% | 37.4% | 37.3%       |
| NE              | 37.9%    | 38.7% | 38.2% | 38.3% | 38.3%       |

Atliq Hardwares



|     |       |       |       |       |       |
|-----|-------|-------|-------|-------|-------|
| ROA | 38.5% | 38.4% | 38.1% | 38.1% | 38.3% |
| SE  | 38.6% | 38.3% | 38.6% | 38.5% | 38.5% |









