

## AtliQ Hardwares

### Filters

|          |      |
|----------|------|
| region   | All  |
| market   | All  |
| division | All  |
| customer | All  |
| FY       | 2019 |

PnL

By Fiscal Months

All Values in USD

| Metrics        | Quarters |       |       |       |       |       |       |       |       |       |       |       |
|----------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                | Q1       |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       |
|                | 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  |
| 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  |
| 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  |
| Gross Margin % | 40.9%    | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% | 41.4% | 40.8% | 42.0% | 41.5% | 41.4% |

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|----------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                | Q1       |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       |
|                | 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 |
| 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 |
| 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  |
| Gross Margin % | 37.8%    | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% | 37.3% | 36.7% | 36.8% |

|          |      |
|----------|------|
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| division | All  |
| customer | All  |
| FY       | 2021 |

PnL

By Fiscal Months

All Values in USD

| Metrics        | Quarters |       |       |       |       |       |       |       |       |       |       |       |
|----------------|----------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
|                | Q1       |       |       | Q2    |       |       | Q3    |       |       | Q4    |       |       |
|                | 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 |
| 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 |
| 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 |
| Gross Margin % | 36.7%    | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% |

AtliQ Hardwares

Net Sales Comparision

|              |        |        |        |        |        |        |         |        |        |        |        |        |
|--------------|--------|--------|--------|--------|--------|--------|---------|--------|--------|--------|--------|--------|
| 2021 vs 2020 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% | 461.2% | 347.0% | 178.6% | 173.9% | 160.3% |
| 2020 vs 2019 | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1%  | 22.7%  | 53.1%  | 140.7% | 148.0% | 162.0% |



























































AtliQ Hardwares

Grand Total

87.5M  
51.2M  
36.2M  
41.4%

Grand Total

196.7M  
123.4M  
73.3M  
37.3%

Grand Total

598.9M  
380.7M  
218.2M  
36.4%

AtliQ Hardwares

204.5%  
124.8%