

# AtliQ Hardware



region All  
market India  
division All  
customer All  
FY 2019

P & L

By Fiscal Year

All Values In USD

NOTE: 21vs20 is not the part of pivot table

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
netsales	2.2M	3.1M	3.7M	3.8M	2.3M	2.3M	2.2M	2.1M	2.3M	2.4M	2.2M	2.1M	30.8M
COGS	1.3M	1.8M	2.1M	2.2M	1.3M	1.3M	1.3M	1.2M	1.3M	1.4M	1.3M	1.2M	17.8M
GM	0.9M	1.4M	1.5M	1.6M	1.0M	1.0M	0.9M	0.9M	0.9M	1.0M	0.9M	0.9M	13.1M
GM%	41.5%	43.4%	42.4%	42.0%	41.8%	43.2%	42.3%	42.2%	41.6%	43.1%	42.3%	42.1%	42.4%

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Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
netsales	4.1M	5.7M	6.8M	7.1M	4.2M	4.4M	0.5M	2.1M	2.2M	4.6M	4.1M	4.0M	49.8M
COGS	2.8M	3.9M	4.6M	4.8M	2.8M	3.0M	0.4M	1.4M	1.5M	3.1M	2.8M	2.7M	33.7M
GM	1.3M	1.9M	2.2M	2.3M	1.3M	1.4M	0.2M	0.7M	0.7M	1.5M	1.3M	1.3M	16.0M
GM%	32.1%	32.7%	32.2%	31.9%	32.1%	32.5%	31.9%	33.5%	31.5%	32.2%	31.9%	31.9%	32.2%

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Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
netsales	11.8M	16.3M	19.5M	20.2M	11.7M	12.4M	11.5M	11.2M	11.6M	12.2M	11.7M	11.0M	161.3M
COGS	8.0M	11.0M	13.2M	13.9M	8.0M	8.4M	7.8M	7.7M	7.9M	8.3M	7.9M	7.6M	109.7M
GM	3.8M	5.3M	6.3M	6.3M	3.7M	4.0M	3.7M	3.5M	3.7M	4.0M	3.8M	3.5M	51.6M
GM%	32.1%	32.5%	32.2%	31.3%	32.0%	32.4%	32.4%	31.4%	32.0%	32.4%	32.2%	31.3%	32.0%

## Sales Comparison

21 vs 20	185.7%	184.5%	188.2%	184.6%	180.9%	179.4%	2042.2%	429.4%	436.6%	167.2%	188.2%	178.5%	224.0%
20 vs 19	87.2%	83.5%	85.1%	85.0%	82.4%	89.3%	-76.0%	-1.7%	-3.9%	89.8%	85.1%	88.0%	61.5%