

**FILTERS**

region All
 market All
 division All
 customer All
 FY 2019

P & L**By Fiscal Months**

All values in USD

Metrics	Quarters							
	Q1		Q2			Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%

region All
 market All
 division All
 customer All
 FY 2020

P & L**By Fiscal Months**

All values in USD

Metrics	Quarters							
	Q1		Q2			Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%

region All
 market All
 division All
 customer All
 FY 2021

P & L**By Fiscal Months**

All values in USD Note: Do not modify the pivot table

Metrics	Quarters							
	Q1		Q2			Q3		
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M

AtliQ Hardwares



Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%

Net sales comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%

Q3	Q4				Grand Total
May	Jun	Jul	Aug		
6.5M	6.2M	6.5M	6.3M		87.5M
3.8M	3.6M	3.8M	3.7M		51.2M
2.6M	2.6M	2.7M	2.6M		36.2M
40.8%	42.0%	41.5%	41.4%		41.4%

Q3	Q4				Grand Total
May	Jun	Jul	Aug		
9.9M	14.9M	16.1M	16.5M		196.7M
6.2M	9.3M	10.2M	10.5M		123.4M
3.7M	5.5M	5.9M	6.1M		73.3M
37.5%	37.3%	36.7%	36.8%		37.3%

Q3	Q4				Grand Total
May	Jun	Jul	Aug		
44.4M	41.5M	44.0M	43.0M		598.9M
28.1M	26.4M	28.0M	27.4M		380.7M

AtliQ Hardwares



16.3M	15.1M	16.0M	15.6M	218.2M
36.6%	36.4%	36.4%	36.3%	36.4%

347.0%	178.6%	173.9%	160.3%
53.1%	140.7%	148.0%	162.0%