

**FILTERS**

division All  
 market All  
 region All  
 customer All  
 FY 2019

**P & L****By Fiscal Year****All Values are in USD**

Note: Dor

Metrics	Quarter		Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb		
NetSales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M		
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M		
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M		
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%		

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Metrics	Quarter		Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb		
NetSales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M		
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M		
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M		
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%		

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**P & L****By Fiscal Year****All Values are in USD**

Metrics	Quarter		Q1		Q2			
	Sep	Oct	Nov	Dec	Jan	Feb		
NetSales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M		
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M		
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%		

**Net Sales**  
**Comparison**

# AtliQ Hardwares



21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%

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Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3			Q4			Grand Total
Mar	Apr	May	Jun	Jul	Aug	
44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

# AtliQ Hardwares



1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%