## **AtliQ Hardwares**



## **FILTERS**

region All market All division All

customer All By Fiscal Year
FY 2019 All Values in USD

Note: 21vs20 not part of piv(Note: Do no

Quarters

		Q2	Q3				
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar
NetSales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
cogs	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%

P & L

region All market All division All

FΥ

division All P & L customer All By Fiscal Year

Note: 21vs20 not part of pivot table

All Values in USD

Quarters

2020

Q2 Q3 Q1 **Metrics** Sep Nov Dec Mar Oct Jan Feb NetSales 17.1M 20.6M 28.7M 29.9M 17.1M 15.9M 2.1M 10.6M 12.8M 18.1M 18.9M 10.7M 9.9M 1.3M cogs Gross margin 6.5M 7.8M 10.6M 6.5M 6.0M 0.8M 11.0M GM% 37.8% 37.8% 37.0% 37.8% 36.7% 36.8% 37.7%

region All market All division All

division All P & L customer All By Fiscal Year

FY 2021 All Values in USD

Note: 21vs20 not part of pivot table

Quarters

Q1				Q2	Q3		
Metrics	Sep	Oct	Nov	Dec	Jan	Feb	Mar
NetSales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
cogs	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%

## **Net Sales Comparison**

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

## **AtliQ Hardwares**



ot modify the pivot table.

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

Q3		<b>Grand Total</b>			
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%
	7.8M 4.8M 2.9M	Apr May 7.8M 9.9M 4.8M 6.2M 2.9M 3.7M	Apr       May       Jun         7.8M       9.9M       14.9M         4.8M       6.2M       9.3M         2.9M       3.7M       5.5M	Apr         May         Jun         Jul           7.8M         9.9M         14.9M         16.1M           4.8M         6.2M         9.3M         10.2M           2.9M         3.7M         5.5M         5.9M	

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

#####	#####	#####	#####	#####	204.5%
22.7%	53.1%	#####	#####	#####	124.8%