AtliQ Hardwares

region	All	
market	All	
division	All	
customer	All	P&L
FY	**2019**	By Fiscal Years

	Column Labels			
	Q1			Q2
Metrics	Sep	Oct	Nov	Dec
NetSales	6.5M	8.0M	10.7M	11.4M
COGS	3.8M	4.7M	6.3M	6.7M
GrossMargin	2.6M	3.4M	4.5M	4.7M
GM%	40.9%	42.0%	41.5%	41.4%

region	All	
market	All	
division	All	
customer	All	P&L
FY	**2020**	By Fiscal Years

	Column Labels			
	Q1			Q2
Metrics	Sep	Oct	Nov	Dec
NetSales	17.1M	20.6M	28.7M	29.9M
COGS	10.6M	12.8M	18.1M	18.9M
GrossMargin	6.5M	7.8M	10.6M	11.0M
GM%	37.8%	37.8%	37.0%	36.8%

region	All	
market	All	
division	All	
customer	All	P&L
FY	**2021**	By Fiscal Years

	Column Labels			
	Q1			Q2
Metrics	Sep	Oct	Nov	Dec
NetSales	44.8M	54.6M	74.3M	78.1M
COGS	28.4M	34.7M	47.4M	49.8M
GrossMargin	16.4M	19.9M	27.0M	28.3M

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GM%	36.7%	36.5%	36.3%	36.3%

Net Sales Comparison

21 Vs 20	162.1%	164.7%	159.1%	161.0%
20 Vs 19	164.6%	156.6%	167.3%	161.5%

AtliQ Hardwares

Note: Do not modify the pivot table

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M

AtliQ Hardwares

36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%