

**FILTERS**

region All
 division All
 market All
 customer All
 FY **2019**

P & L**By Fiscal Year**

All values are in USD

NOTE= 21vs20 not part of pivot table

Metrics	QUARTERS					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Net_Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M
COGSS	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%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%

region All
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 FY **2020**

P & L**By Fiscal Year**

All values are in USD

NOTE= 21vs20 not part of pivot table

Metrics	QUARTERS					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Net_Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M
COGSS	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%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%

region All
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 FY **2021**

P & L**By Fiscal Year**

All values are in USD

NOTE= 21vs20 not part of pivot table

Metrics	QUARTERS					
	Q1			Q2		
	Sep	Oct	Nov	Dec	Jan	Feb
Net_Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M
COGSS	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%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%

NET SALES
COMPARISION

21vs20	162.06%	164.68%	159.10%	161.05%	161.40%	162.49%
20vs19	164.63%	156.58%	167.27%	161.45%	162.75%	162.02%





NOTE: Do not modify the pivot table

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
41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41%

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
36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37%

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

AtliQ Hardwares



16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.37%	36.33%	36.63%	36.45%	36.37%	36.26%	36%

1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%	204.5%
-67.07%	22.73%	53.05%	140.65%	148.00%	162.03%	124.8%



