

## Atliq Hardwares

region	All	P & L by Qtr, Month All values in USD
market	All	
division	All	
FY	2019	

Metrics	Quarters												
	Q1	Q2				Q3				Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
net sales	6.5M	8.0M		10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M
cogs	3.8M	4.7M		6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M
GM	2.6M	3.4M		4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M
GM%	40.87%	41.97%		41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%

region	All	P & L by Qtr, Month All values in USD
market	All	
division	All	
FY	2020	

Metrics	Quarters												
	Q1	Q2				Q3				Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
net sales	17.1M	20.6M		28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M
cogs	10.6M	12.8M		18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M
GM	6.5M	7.8M		10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M
GM%	37.77%	37.78%		37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%

region	All	P & L by Qtr, Month All values in USD
market	All	
division	All	
FY	2021	

Metrics	Quarters												
	Q1	Q2				Q3				Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
net sales	44.8M	54.6M		74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M
cogs	28.4M	34.7M		47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M
GM	16.4M	19.9M		27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M
GM%	36.65%	36.52%		36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%

### Net Sales Comparison

21 vs 20	162.06%	164.68%		159.10%	161.05%	161.40%	162.49%	1981.59%	461.21%	347.02%	178.64%	173.93%	160.31%
20 vs 19	166.75%	170.02%		162.17%	163.34%	165.89%	167.57%	1991.88%	473.80%	353.10%	182.29%	175.28%	162.52%

Atliq Hardwares

Grand Total
87.5M
51.2M
36.2M
41.43%

Grand Total
196.7M
123.4M
73.3M
37.28%

Grand Total
598.9M
380.7M
218.2M
36.43%

204.48%
208.59%