

# AtliQ Hardware



region All  
market All  
division All  
customer All  
FY 2019

## P&L

### By Fiscal Year

All values in GBP

Note : Do not modify the pivot table

Metrics	quarters									
	Q1		Q2			Q3				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
Net_Sales	£6.5 M	£8.0 M	£10.7 M	£11.4 M	£6.5 M	£6.1 M	£6.4 M	£6.3 M	£6.5 M	
COGS	£3.8 M	£4.7 M	£6.3 M	£6.7 M	£3.9 M	£3.5 M	£3.8 M	£3.7 M	£3.8 M	
Gross Margin	£2.6 M	£3.4 M	£4.5 M	£4.7 M	£2.7 M	£2.6 M	£2.7 M	£2.6 M	£2.6 M	
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	

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Metrics	quarters									
	Q1		Q2			Q3				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
Net_Sales	£17.1 M	£20.6 M	£28.7 M	£29.9 M	£17.1 M	£15.9 M	£2.1 M	£7.8 M	£9.9 M	
COGS	£10.6 M	£12.8 M	£18.1 M	£18.9 M	£10.7 M	£9.9 M	£1.3 M	£4.8 M	£6.2 M	
Gross Margin	£6.5 M	£7.8 M	£10.6 M	£11.0 M	£6.5 M	£6.0 M	£0.8 M	£2.9 M	£3.7 M	
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	

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**P&L**  
**By Fiscal Year**  
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Metrics	quarters									
	Q1		Q2		Q3					
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	
Net_Sales	£44.8 M	£54.6 M	£74.3 M	£78.1 M	£44.8 M	£41.8 M	£44.0 M	£43.5 M	£44.4 M	
COGS	£28.4 M	£34.7 M	£47.4 M	£49.8 M	£28.4 M	£26.5 M	£28.0 M	£27.7 M	£28.1 M	
Gross Margin	£16.4 M	£19.9 M	£27.0 M	£28.3 M	£16.4 M	£15.3 M	£16.0 M	£15.8 M	£16.3 M	
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	

## Net Sales Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%

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Q4			Grand Total
Jun	Jul	Aug	
£6.2 M	£6.5 M	£6.3 M	£87.5 M
£3.6 M	£3.8 M	£3.7 M	£51.2 M
£2.6 M	£2.7 M	£2.6 M	£36.2 M
42.0%	41.5%	41.4%	41.4%

Q4			Grand Total
Jun	Jul	Aug	
£14.9 M	£16.1 M	£16.5 M	£196.7 M
£9.3 M	£10.2 M	£10.5 M	£123.4 M
£5.5 M	£5.9 M	£6.1 M	£73.3 M
37.3%	36.7%	36.8%	37.3%

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Q4			Grand Total
Jun	Jul	Aug	
£41.5 M	£44.0 M	£43.0 M	£598.9 M
£26.4 M	£28.0 M	£27.4 M	£380.7 M
£15.1 M	£16.0 M	£15.6 M	£218.2 M
36.4%	36.4%	36.3%	36.4%

178.6%	173.9%	160.3%	204.5%
140.7%	148.0%	162.0%	124.8%