

**FILTER**

customer All

market All

region All

division All

FY 2019**P &L by Fiscal Month and Quartile****All values in USD**

Metric	Quarters							
	Q 1			Q 2			Q 3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	6.5M	8.0M		10.7M	11.4M	6.5M	6.1M	6.4M
total_cogs	3.8M	4.7M		6.3M	6.7M	3.9M	3.5M	3.8M
GM	2.6M	3.4M		4.5M	4.7M	2.7M	2.6M	2.7M
GM%	40.87%	41.97%		41.49%	41.39%	40.87%	41.94%	41.45%

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FY 2020**P &L by Fiscal Month and Quartile****All values in USD**

Metric	Quarters							
	Q 1			Q 2			Q 3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	17.1M	20.6M		28.7M	29.9M	17.1M	15.9M	2.1M
total_cogs	10.6M	12.8M		18.1M	18.9M	10.7M	9.9M	1.3M
GM	6.5M	7.8M		10.6M	11.0M	6.5M	6.0M	0.8M
GM%	37.77%	37.78%		37.04%	36.81%	37.75%	37.74%	36.68%

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FY 2021**P &L by Fiscal Month and Quartile****All values in USD**

Metric	Quarters							
	Q 1			Q 2			Q 3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net Sales	44.8M	54.6M		74.3M	78.1M	44.8M	41.8M	44.0M
total_cogs	28.4M	34.7M		47.4M	49.8M	28.4M	26.5M	28.0M
GM	16.4M	19.9M		27.0M	28.3M	16.4M	15.3M	16.0M
GM%	36.65%	36.52%		36.29%	36.26%	36.68%	36.53%	36.37%

Net Sales Comparison



2021 vs20	262.1%	264.7%	259.1%	261.0%	261.4%	262.5%	2081.6%
2019 vs 20	264.6%	256.6%	267.3%	261.5%	262.8%	262.0%	32.9%

Actual Growth

2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%
2020 vs 2019	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%



Q 3	Q 4				Grand Total
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
41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q 3	Q 4				Grand Total
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
37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q 3	Q 4				Grand Total
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
36.33%	36.63%	36.45%	36.37%	36.26%	36.43%

AtliQ Hardwares



561.2%	447.0%	278.6%	273.9%	260.3%	304.5%
122.7%	153.1%	240.7%	248.0%	262.0%	224.8%

461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%