



Net Sales Comparison

2021 vs 2020	162.1%	164.7%	159.1%	161.0%	161.4%
2020 vs 2019	164.6%	156.6%	167.3%	161.5%	162.8%

FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P & L

By Fiscal Years

All values in USD

Note: Do not modify pivot table

Metrics	Quarters			Q2		
	Q1		Nov	Q2		Jan
	Sep	Oct		Dec	Jan	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	

region	All
market	All
division	All
customer	All
FY	2020

P & L

By Fiscal Years

All values in USD

Note: Do not modify pivot table

Metrics	Quarters			Q2		
	Q1		Nov	Q2		Jan
	Sep	Oct		Dec	Jan	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	

region	All
market	All
division	All
customer	All
FY	2021

P & L

By Fiscal Years

All values in USD

Note: Do not modify pivot table

Metrics	Quarters			Q2		
	Q1		Nov	Q2		Jan
	Sep	Oct		Dec	Jan	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	

AtliQ Hardwares



Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%



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%

Q2 Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	Grand Total
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 Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	Grand Total
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 Feb	Q3 Mar	Apr	May	Q4 Jun	Jul	Aug	Grand Total
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

AtliQ Hardwares



15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%