

AtliQ Hardwares



P & L by Fiscal Months

Filters

region All
market All
division All
customer All

*All Values are in USD

Fiscal year 2019

	Quarters													Grand Total		
Finance Metrics	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	87.5M			
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	51.2M			
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M			
% Gross Margin	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%			

region All
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Fiscal year 2020

	Quarters													Grand Total
Finance Metrics	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	196.7M	
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	123.4M	
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M	
% Gross Margin	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%	

region All
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customer All

Fiscal year 2021

	Quarters												Grand Total
Finance Metrics	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	598.9M
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	380.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
% Gross Margin	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

Net Sales

Comparison

2019 vs 2020	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%
2020 vs 2021	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%

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P & L by Fiscal years

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Finance Metrics	Fiscal Years			
	2019	2020	2021	2021 Vs 2020
Net_Sales	87.5M	196.7M	598.9M	304.5%
COGS	51.2M	123.4M	380.7M	308.6%
Gross Margin	36.2M	73.3M	218.2M	297.6%
% Gross Margin	41.4%	37.3%	36.4%	97.7%

AtliQ Hardwares



P & L for Markets

Filters

region All
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Market	Net Sales	COGS	Gross Margin	% Gross Margin
Newzealand	13.4M	7.4M	6.0M	44.98%
Japan	9.8M	5.4M	4.4M	44.68%
Netherlands	11.6M	6.5M	5.0M	43.59%
France	37.5M	21.2M	16.2M	43.31%
United Kingdom	44.2M	25.3M	18.9M	42.72%
Poland	8.4M	4.9M	3.5M	41.52%
China	29.7M	17.6M	12.1M	40.82%
Philippines	50.9M	30.2M	20.8M	40.77%
Portugal	16.2M	9.6M	6.6M	40.66%
Sweden	2.0M	1.2M	0.8M	40.59%
Indonesia	27.1M	16.3M	10.8M	39.77%
Canada	52.0M	31.5M	20.5M	39.39%
Pakistan	11.0M	6.7M	4.3M	39.19%
Australia	35.6M	22.1M	13.5M	37.87%
USA	131.2M	82.5M	48.7M	37.10%
South Korea	79.1M	50.2M	28.8M	36.47%
Bangladesh	9.7M	6.3M	3.4M	35.43%
Spain	14.4M	9.5M	4.8M	33.69%
India	241.9M	161.2M	80.7M	33.36%
Italy	19.1M	12.9M	6.2M	32.62%
Norway	16.2M	11.2M	5.0M	30.75%
Austria	3.0M	2.1M	0.9M	29.96%
Germany	19.3M	13.5M	5.8M	29.91%
Grand Total	883.0M	555.3M	327.7M	37.11%

AtliQ Hardwares



Gross Margin % by Quarters (Sub Zone)

Fiscal year 2019 *All Values are in USD

% Gross Margin	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.0%	42.2%	42.6%	42.5%	42.6%
India	42.5%	42.2%	42.0%	42.5%	42.4%
nan	35.1%	35.4%	35.4%	35.7%	35.4%
NE	36.6%	37.0%	36.5%	36.6%	36.7%
ROA	44.5%	44.3%	44.0%	44.5%	44.4%
SE	44.5%	44.1%	44.0%	44.2%	44.2%

Fiscal year 2020

% Gross Margin	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	43.3%	43.0%	42.8%	41.8%	42.8%
India	32.3%	32.1%	32.4%	32.0%	32.2%
nan	39.9%	40.1%	39.1%	39.7%	39.8%
NE	37.6%	37.8%	38.5%	37.7%	37.8%
ROA	38.4%	38.3%	38.8%	37.7%	38.2%
SE	38.5%	37.3%	38.2%	37.8%	37.9%

Fiscal year 2021

% Gross Margin	Quarters				
Sub Zone	Q1	Q2	Q3	Q4	Grand Total
ANZ	39.0%	37.8%	38.3%	38.0%	38.3%
India	32.3%	31.8%	31.9%	32.0%	32.0%
nan	37.1%	37.4%	37.5%	37.4%	37.3%
NE	37.9%	38.7%	38.2%	38.3%	38.3%
ROA	38.5%	38.4%	38.1%	38.1%	38.3%
SE	38.6%	38.3%	38.6%	38.5%	38.5%