

AtliQ Hardwares

region All  
market All  
customer All  
division All  
FY 2019

P & L  
By Fiscal Year

All values in USD      Note:Do not modify the pivot table

Values	Quarters														Grand Total
	Q1		Q2		Q3		Q4								
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
Netsales	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	
GM%	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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FY 2020

P & L  
By Fiscal Year

Note:21 vs 20 is not part of pivot table

Values	Quarters														Grand Total
	Q1		Q2		Q3		Q4								
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
Netsales	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	
GM%	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%	

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FY 2021

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Values	Quarters														Grand Total
	Q1		Q2		Q3		Q4								
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug			
Netsales	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	
GM%	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

AtliQ Hardwares

Comparison

21 vs 20	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%
20 vs 19	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%