

## ATLIQ HARWARES

### filters

|          |      |
|----------|------|
| market   | All  |
| division | All  |
| region   | All  |
| customer | All  |
| fy year  | 2019 |

|              | quarters      |               |               |               |               |               |               |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|              | Q1            |               |               | Q2            |               |               | Q3            |
| Values       | 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          |
| GROSS MARGIN | 2.6M          | 3.4M          | 4.5M          | 4.7M          | 2.7M          | 2.6M          | 2.7M          |
| GM %         | <b>40.87%</b> | <b>41.97%</b> | <b>41.49%</b> | <b>41.39%</b> | <b>40.87%</b> | <b>41.94%</b> | <b>41.45%</b> |

|          |      |
|----------|------|
| market   | All  |
| division | All  |
| region   | All  |
| customer | All  |
| fy year  | 2020 |

|              | quarters      |               |               |               |               |               |               |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|              | Q1            |               |               | Q2            |               |               | Q3            |
| Values       | 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          |
| GROSS MARGIN | 6.5M          | 7.8M          | 10.6M         | 11.0M         | 6.5M          | 6.0M          | 0.8M          |
| GM %         | <b>37.77%</b> | <b>37.78%</b> | <b>37.04%</b> | <b>36.81%</b> | <b>37.75%</b> | <b>37.74%</b> | <b>36.68%</b> |

|          |      |
|----------|------|
| market   | All  |
| division | All  |
| region   | All  |
| customer | All  |
| fy year  | 2021 |

|              | quarters      |               |               |               |               |               |               |
|--------------|---------------|---------------|---------------|---------------|---------------|---------------|---------------|
|              | Q1            |               |               | Q2            |               |               | Q3            |
| Values       | 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         |
| GROSS MARGIN | 16.4M         | 19.9M         | 27.0M         | 28.3M         | 16.4M         | 15.3M         | 16.0M         |
| GM %         | <b>36.65%</b> | <b>36.52%</b> | <b>36.29%</b> | <b>36.26%</b> | <b>36.68%</b> | <b>36.53%</b> | <b>36.37%</b> |

ATLIQ HARWARES

|        |        |        |        |        |        |        |         |
|--------|--------|--------|--------|--------|--------|--------|---------|
| 21vs20 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% |
| 20vs19 | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1%  |

ATLIQ HARWARES

| Q3     |        | Q4     |        |        | 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%      |

| Q3     |        | Q4     |        |        | 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%      |

| Q3     |        | Q4     |        |        | 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 HARWARES

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