

AtliQ Hardware



FILTERS

region	All
market	All
division	All
customer	All
FY	2019

P&L

By Fiscal Year

All Values in USD

Note: 21 vs 20 is not part of pivot table Note: Do not modify the Pivot Table

Metrics	Quarters											
	Q1	Q2			Q3			Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Net Sales	6.5M	8.0M	10.7M	11.4M		6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	
COGS	3.8M	4.7M	6.3M	6.7M		3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	
Gross Margin	2.6M	3.4M	4.5M	4.7M		2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	
GM %	40.9%	42.0%	41.5%	41.4%		40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	

region	All
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FY	2020

P&L

By Fiscal Year

All Values in USD

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Metrics	Quarters											
	Q1	Q2			Q3			Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Net Sales	17.1M	20.6M	28.7M	29.9M		17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	
COGS	10.6M	12.8M	18.1M	18.9M		10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	
Gross Margin	6.5M	7.8M	10.6M	11.0M		6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	
GM %	37.8%	37.8%	37.0%	36.8%		37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	

region	All
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AtliQ Hardware



market	All
division	All
customer	All
FY	2021

P&L

By Fiscal Year

All Values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Quarters									
	Q1		Q2				Q3		Q4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%

Net Sales

Comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%



Q4		Grand Total
Jul	Aug	
6.5M	6.3M	87.5M
3.8M	3.7M	51.2M
2.7M	2.6M	36.2M
41.5%	41.4%	41.4%

Q4		Grand Total
Jul	Aug	
16.1M	16.5M	196.7M
10.2M	10.5M	123.4M
5.9M	6.1M	73.3M
36.7%	36.8%	37.3%



Q4		Grand Total
Jul	Aug	
44.0M	43.0M	598.9M
28.0M	27.4M	380.7M
16.0M	15.6M	218.2M
36.4%	36.3%	36.4%

173.9%	160.3%	204.5%
148.0%	162.0%	124.8%