

# AtliQ Hardwares

customer	All						
market	All						
region	All		P & L				
division	All		By Fiscal Months				
FY	2019		All values are in INR				Note:Do not modify this

Metrics	FY							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	
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 %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	

customer	All						
market	All						
region	All		P & L				
division	All		By Fiscal Months				
FY	2020		All values are in INR				

Metrics	FY							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	
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 %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	

customer	All						
market	All						
region	All		P & L				
division	All		By Fiscal Months				
FY	2021		All values are in INR				

Metrics	FY							
	Q1			Q2			Q3	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	
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 %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	

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## Netsales Comparison

<b>21 vs 20</b>	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	<b>1981.6%</b>
<b>20 vs 19</b>	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%

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The Pivot Table

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
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

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
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

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
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

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