

# AtliQ Hardwares



region All  
market All  
customer All  
division All  
**FY 2019**

All values are in USD  
P&L  
By Fiscal Month

| Quarters     |       |       |       |       |       |       |       |       |       |
|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Q1           |       |       | Q2    |       |       | Q3    |       |       |       |
| Metrics      | Sep   | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   |
| Net Sales    | 6.5M  | 8.0M  | 10.7M | 11.4M | 6.5M  | 6.1M  | 6.4M  | 6.3M  | 6.5M  |
| cogs         | 3.8M  | 4.7M  | 6.3M  | 6.7M  | 3.9M  | 3.5M  | 3.8M  | 3.7M  | 3.8M  |
| gross margin | 2.6M  | 3.4M  | 4.5M  | 4.7M  | 2.7M  | 2.6M  | 2.7M  | 2.6M  | 2.6M  |
| GM%          | 40.9% | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% | 41.4% | 40.8% |

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| Q1           |       |       | Q2    |       |       | Q3    |       |       |       |
| Metrics      | Sep   | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   |
| Net Sales    | 17.1M | 20.6M | 28.7M | 29.9M | 17.1M | 15.9M | 2.1M  | 7.8M  | 9.9M  |
| cogs         | 10.6M | 12.8M | 18.1M | 18.9M | 10.7M | 9.9M  | 1.3M  | 4.8M  | 6.2M  |
| gross margin | 6.5M  | 7.8M  | 10.6M | 11.0M | 6.5M  | 6.0M  | 0.8M  | 2.9M  | 3.7M  |
| GM%          | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% |

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**FY 2021**

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|--------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| Q1           |       |       | Q2    |       |       | Q3    |       |       |       |
| Metrics      | Sep   | Oct   | Nov   | Dec   | Jan   | Feb   | Mar   | Apr   | May   |
| Net Sales    | 44.8M | 54.6M | 74.3M | 78.1M | 44.8M | 41.8M | 44.0M | 43.5M | 44.4M |
| cogs         | 28.4M | 34.7M | 47.4M | 49.8M | 28.4M | 26.5M | 28.0M | 27.7M | 28.1M |
| gross margin | 16.4M | 19.9M | 27.0M | 28.3M | 16.4M | 15.3M | 16.0M | 15.8M | 16.3M |
| GM%          | 36.7% | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% |

## Net Sales Comparison

|                 |        |        |        |        |        |        |         |        |        |
|-----------------|--------|--------|--------|--------|--------|--------|---------|--------|--------|
| <b>21 VS 20</b> | 262.1% | 264.7% | 259.1% | 261.0% | 261.4% | 262.5% | 2081.6% | 561.2% | 447.0% |
| <b>20 vs 19</b> | 264.6% | 256.6% | 267.3% | 261.5% | 262.8% | 262.0% | 32.9%   | 122.7% | 153.1% |



| Q4    |       |       |
|-------|-------|-------|
| Jun   | Jul   | Aug   |
| 6.2M  | 6.5M  | 6.3M  |
| 3.6M  | 3.8M  | 3.7M  |
| 2.6M  | 2.7M  | 2.6M  |
| 42.0% | 41.5% | 41.4% |

| Q4    |       |       |
|-------|-------|-------|
| Jun   | Jul   | Aug   |
| 14.9M | 16.1M | 16.5M |
| 9.3M  | 10.2M | 10.5M |
| 5.5M  | 5.9M  | 6.1M  |
| 37.3% | 36.7% | 36.8% |

| Q4    |       |       |
|-------|-------|-------|
| Jun   | Jul   | Aug   |
| 41.5M | 44.0M | 43.0M |
| 26.4M | 28.0M | 27.4M |
| 15.1M | 16.0M | 15.6M |
| 36.4% | 36.4% | 36.3% |

278.6%