

ATLIQ HARDWARE REPORT

division	All
market	All
region	All
FY	2019

	quarter year Q1			Q2			Q3
METRICS	Sep	Oct	Nov	Dec	Jan	Feb	Mar
totalcogs	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
2019	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
2020	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
2021	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
NETSALESTOTAL	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
gm%	40.87%	41.97%	41.49%	41.39%	40.87%	41.94%	41.45%

division	All
market	All
region	All
FY	2020

	quarter year Q1			Q2			Q3
METRICS	Sep	Oct	Nov	Dec	Jan	Feb	Mar
totalcogs	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
2019	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
2020	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
2021	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
NETSALESTOTAL	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
gm%	37.77%	37.78%	37.04%	36.81%	37.75%	37.74%	36.68%

division	All
market	All
region	All
FY	2021

	quarter year Q1			Q2			Q3
METRICS	Sep	Oct	Nov	Dec	Jan	Feb	Mar
totalcogs	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
2019	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
2020	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
2021	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M
NETSALESTOTAL	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M

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gm%	36.65%	36.52%	36.29%	36.26%	36.68%	36.53%	36.37%
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NET SALES COMPARSION							
21 VS 20	167%	170%	162%	163%	166%	168%	1992%
20 VS 19	178%	175%	188%	182%	177%	181%	-64%

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Q3 Apr	May	Q4 Jun	Jul	Aug
3.7M	3.8M	3.6M	3.8M	3.7M
2.6M	2.6M	2.6M	2.7M	2.6M
6.3M	6.5M	6.2M	6.5M	6.3M
7.8M	9.9M	14.9M	16.1M	16.5M
43.5M	44.4M	41.5M	44.0M	43.0M
6.3M	6.5M	6.2M	6.5M	6.3M
41.39%	40.79%	42.00%	41.48%	41.39%

Q3 Apr	May	Q4 Jun	Jul	Aug
4.8M	6.2M	9.3M	10.2M	10.5M
2.9M	3.7M	5.5M	5.9M	6.1M
6.3M	6.5M	6.2M	6.5M	6.3M
7.8M	9.9M	14.9M	16.1M	16.5M
43.5M	44.4M	41.5M	44.0M	43.0M
7.8M	9.9M	14.9M	16.1M	16.5M
37.73%	37.49%	37.27%	36.68%	36.79%

Q3 Apr	May	Q4 Jun	Jul	Aug
27.7M	28.1M	26.4M	28.0M	27.4M
15.8M	16.3M	15.1M	16.0M	15.6M
6.3M	6.5M	6.2M	6.5M	6.3M
7.8M	9.9M	14.9M	16.1M	16.5M
43.5M	44.4M	41.5M	44.0M	43.0M
43.5M	44.4M	41.5M	44.0M	43.0M

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36.33%	36.63%	36.45%	36.37%	36.26%
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474%	353%	182%	175%	163%
30%	62%	160%	168%	183%