

# AtliQ Hardwares

## FILTERS

region All  
market All  
division All  
customer All  
Fy 2019

## customer

## net sales performance

All value in USD

NOT: 21VS20 is not part of pivot table

metrics	Quarters					
	Q1			Q2		
	Jun	Jul	Aug	Sep	Oct	
Net sales	6.2M	6.5M		6.3M	6.5M	8.0M
cogs	3.6M	3.8M		3.7M	3.8M	4.7M
Gross margin	2.6M	2.7M		2.6M	2.6M	3.4M
GM%	42.00%	41.48%		41.39%	40.87%	41.97%

region All  
market All  
division All  
customer All  
Fy 2020

## net sales performance

All value in USD

NOT: 21VS20 is not part of pivot table

metrics	Quarters					
	Q1			Q2		
	Jun	Jul	Aug	Sep	Oct	
Net sales	14.9M	16.1M		16.5M	17.1M	20.6M
cogs	9.3M	10.2M		10.5M	10.6M	12.8M
Gross margin	5.5M	5.9M		6.1M	6.5M	7.8M
GM%	37.27%	36.68%		36.79%	37.77%	37.78%

region All  
market All  
division All  
customer All  
Fy 2021

## net sales performance

All value in USD

NOT: 21VS20 is not part of pivot table

metrics	Quarters					
	Q1			Q2		
	Jun	Jul	Aug	Sep	Oct	
Net sales	41.5M	44.0M		43.0M	44.8M	54.6M
cogs	26.4M	28.0M		27.4M	28.4M	34.7M
Gross margin	15.1M	16.0M		15.6M	16.4M	19.9M
GM%	36.45%	36.37%		36.26%	36.65%	36.52%

## Net sales

## Comparison

# AtliQ Hardwares

20 vs 21	178.6%	173.9%	160.3%	162.1%	164.7%
20 vs 19	140.7%	148.0%	162.0%	164.6%	156.6%

# AtliQ Hardwares

NOT = Do not modify the pivot table

Q2	Q3	Q4					Grand Total
Nov	Dec	Jan	Feb	Mar	Apr	May	
10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	87.5M
6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	51.2M
4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	36.2M
41.49%	41.39%	40.87%	41.94%	41.45%	41.39%	40.79%	41.43%

Q2	Q3	Q4					Grand Total
Nov	Dec	Jan	Feb	Mar	Apr	May	
28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	196.7M
18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	123.4M
10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	73.3M
37.04%	36.81%	37.75%	37.74%	36.68%	37.73%	37.49%	37.28%

Q2	Q3	Q4					Grand Total
Nov	Dec	Jan	Feb	Mar	Apr	May	
74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	598.9M
47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	380.7M
27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	218.2M
36.29%	36.26%	36.68%	36.53%	36.37%	36.33%	36.63%	36.43%

# AtliQ Hardwares

159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	204.5%
167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	124.8%