AtliQ Hardwares

region	All
market	All
division	All
customer	All
FY	2019

P & L
by Fiscal Months
All values are in USD
Note: Do not modify the pivot table

	Quarters				
	⊙ Q1			⊙ Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM %	40.3%	42.0%	41.5%	41.4%	40.3%

	⊙ Q3		⊙ Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug		
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.3%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

region	All
market	All
division	All
customer	All
FY	2020

P & L
By Fiscal Months
All values are in USD

	Quarters				
	⊙ Q1			⊙ Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	17.1M	20.6M	28.7M	29.3M	17.1M
COGS	10.6M	12.8M	18.1M	18.3M	10.7M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%

	⊙ Q3		⊙ Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug		
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	136.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

region	All
market	All
division	All
customer	All
FY	2021

P & L
By Fiscal Months
All values are in USD

	Quarters				
	⊙ Q1			⊙ Q2	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M

	⊙ Q3		⊙ Q4					Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug		
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	538.3M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M

AtliQ Hardwares

GM %	36.7%	36.5%	36.3%	36.3%	36.7%

Net Sales Comparis

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%

AtliQ Hardwares

GM %	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

162.5%	1381.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%