

# Sales Report



## Atliq Hardware Sales

### P & L by Fiscal Months

region	All
market	All
customer	All
division	All
Fiscal Year	2019

Note: Do not modify the pivot table  
All values are in USD

Values	Fiscal Quarters								
	Q1			Q2			Q3		
	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%

region	All
market	All
customer	All
division	All
Fiscal Year	2020

All values are in USD

Values	Fiscal Quarters								
	Q1			Q2			Q3		
	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%

region	All
market	All
customer	All
division	All
Fiscal Year	2021

All values are in USD

Values	Fiscal Quarters								
	Q1			Q2			Q3		
	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

# Sales Report



21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%

# Sales Report



Q4			Grand Total
Jun	Jul	Aug	
6.2M	6.5M	6.3M	87.5M
3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	36.2M
42.0%	41.5%	41.4%	41.4%

Q4			Grand Total
Jun	Jul	Aug	
14.9M	16.1M	16.5M	196.7M
9.3M	10.2M	10.5M	123.4M
5.5M	5.9M	6.1M	73.3M
37.3%	36.7%	36.8%	37.3%

Q4			Grand Total
Jun	Jul	Aug	
41.5M	44.0M	43.0M	598.9M
26.4M	28.0M	27.4M	380.7M
15.1M	16.0M	15.6M	218.2M
36.4%	36.4%	36.3%	36.4%

# Sales Report



178.6%	173.9%	160.3%
140.7%	148.0%	162.0%

204%  
124.8%