

AtilQ Hardwares

region	All
customer	All
market	All
FY	2019
division	All

P & L

By Fiscal year

All value in USD

note: 21 vs 20 is not part of pivot table



Values	Quarters										
	Q 1			Q 2			Q 3			Q 4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	
Net sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	

region	All
customer	All
market	All
FY	2020
division	All

P & L

By Fiscal year

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Values	Quarters											
	Q 1			Q 2				Q 3			Q 4	
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Net sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M		
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M		
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M		
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%		

region	All
customer	All

P & L



AtilQ Hardwares

market	All
FY	2021
division	All

By Fiscal year
All value in USD
note: 21 vs 20 is not part of pivot table

Values	Quarters											
	Q 1				Q 2				Q 3			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun		
Net sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M		
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M		
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M		
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%		

Net Sales
comparison

21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%

AtilQ Hardwares

Q 4		Grand Total
Jul	Aug	
6.5M	6.3M	87.5M
3.8M	3.7M	51.2M
2.7M	2.6M	36.2M
41.5%	41.4%	41.4%

Q 4		Grand Total
Jul	Aug	
16.1M	16.5M	196.7M
10.2M	10.5M	123.4M
5.9M	6.1M	73.3M
36.7%	36.8%	37.3%

AtilQ Hardwares

Q 4		Grand Total
Jul	Aug	
44.0M	43.0M	598.9M
28.0M	27.4M	380.7M
16.0M	15.6M	218.2M
36.4%	36.3%	36.4%

173.9%	160.3%	204.5%
148.0%	162.0%	124.8%