



Atliq hardware

FILTERS

| | |
|--------|-----|
| market | All |
| region | All |

P & L by Fiscal Years Report

All values are in USD

| Fisacal Years | | | | |
|------------------|--------|---------|---------|-------------|
| Region | 2019 | 2020 | 2021 | 2021 vs2020 |
| N & S | | | | |
| NetSales | 30.0 M | 51.4 M | 94.7 M | 84.4% |
| COGS | 17.8 M | 32.5 M | 59.9 M | 84.7% |
| GrossMargin | 12.2 M | 18.9 M | 34.8 M | 83.8% |
| GM% | 40.73% | 36.83% | 36.72% | -0.3% |
| P & A | | | | |
| NetSales | 40.1 M | 105.2 M | 338.4 M | 221.5% |
| COGS | 23.3 M | 65.9 M | 215.2 M | 226.7% |
| GrossMargin | 16.8 M | 39.4 M | 123.2 M | 212.8% |
| GM% | 41.92% | 37.43% | 36.42% | -2.7% |
| PC | | | | |
| NetSales | 17.4 M | 40.1 M | 165.8 M | 313.7% |
| COGS | 10.2 M | 25.1 M | 105.6 M | 321.4% |
| GrossMargin | 7.2 M | 15.0 M | 60.2 M | 300.9% |
| GM% | 41.49% | 37.45% | 36.29% | -3.1% |



Atliq hardwares

FILTERS

| | |
|----------|------|
| FY | 2019 |
| division | All |
| market | All |
| region | All |

P & L Months By Fiscal Months report

All values are in USD

Note- Do not Modify the Pivot Table

| Quarters | | | | | | | | | | | | | |
|-------------|-------|-------|--------|--------|-------|-------|-------|-------|-------|-------|-------|-------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | Grand Total |
| Metrics | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| NetSales | 6.5 M | 8.0 M | 10.7 M | 11.4 M | 6.5 M | 6.1 M | 6.4 M | 6.3 M | 6.5 M | 6.2 M | 6.5 M | 6.3 M | 87.5 M |
| COGS | 3.8 M | 4.7 M | 6.3 M | 6.7 M | 3.9 M | 3.5 M | 3.8 M | 3.7 M | 3.8 M | 3.6 M | 3.8 M | 3.7 M | 51.2 M |
| GrossMargin | 2.6 M | 3.4 M | 4.5 M | 4.7 M | 2.7 M | 2.6 M | 2.7 M | 2.6 M | 2.6 M | 2.6 M | 2.7 M | 2.6 M | 36.2 M |
| GM% | 40.9% | 42.0% | 41.5% | 41.4% | 40.9% | 41.9% | 41.5% | 41.4% | 40.8% | 42.0% | 41.5% | 41.4% | 41.4% |

FILTERS

| | |
|----------|------|
| FY | 2020 |
| division | All |
| market | All |
| region | All |

P & L Months By Fiscal Months report

All values are in USD

Note- Do not Modify the Pivot Table

| Metrics | Quarters | | | | | | | | | | | | Grand Total |
|-------------|----------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|
| | Q1 | | | Q2 | | | Q3 | | | Q4 | | | |
| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| NetSales | 17.1 M | 20.6 M | 28.7 M | 29.9 M | 17.1 M | 15.9 M | 2.1 M | 7.8 M | 9.9 M | 14.9 M | 16.1 M | 16.5 M | 196.7 M |
| COGS | 10.6 M | 12.8 M | 18.1 M | 18.9 M | 10.7 M | 9.9 M | 1.3 M | 4.8 M | 6.2 M | 9.3 M | 10.2 M | 10.5 M | 123.4 M |
| GrossMargin | 6.5 M | 7.8 M | 10.6 M | 11.0 M | 6.5 M | 6.0 M | 0.8 M | 2.9 M | 3.7 M | 5.5 M | 5.9 M | 6.1 M | 73.3 M |
| GM% | 37.77% | 37.78% | 37.04% | 36.81% | 37.75% | 37.74% | 36.68% | 37.73% | 37.49% | 37.27% | 36.68% | 36.79% | 37.28% |

| | |
|----------|------|
| FY | 2021 |
| division | All |
| market | All |
| region | All |

P & L Months By Fiscal Months report

All values are in USD

Note- Do not Modify the Pivot Table

| Quarters | | | | | | | | | | | | | |
|-------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------------|
| | Q1 | | | Q2 | | Q3 | | | | Q4 | | | Grand Total |
| Metrics | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| NetSales | 44.8 M | 54.6 M | 74.3 M | 78.1 M | 44.8 M | 41.8 M | 44.0 M | 43.5 M | 44.4 M | 41.5 M | 44.0 M | 43.0 M | 598.9 M |
| COGS | 28.4 M | 34.7 M | 47.4 M | 49.8 M | 28.4 M | 26.5 M | 28.0 M | 27.7 M | 28.1 M | 26.4 M | 28.0 M | 27.4 M | 380.7 M |
| GrossMargin | 16.4 M | 19.9 M | 27.0 M | 28.3 M | 16.4 M | 15.3 M | 16.0 M | 15.8 M | 16.3 M | 15.1 M | 16.0 M | 15.6 M | 218.2 M |
| GM% | 36.65% | 36.52% | 36.29% | 36.26% | 36.68% | 36.53% | 36.37% | 36.33% | 36.63% | 36.45% | 36.37% | 36.26% | 36.43% |



Atliq Hardwares

P & L for Market Reports

All values are in USD

| | |
|----------|------|
| FY | 2021 |
| sub_zone | All |
| region | All |

| Markets | NetSales | COGS | GrossMargin | GM% |
|----------------|----------|---------|-------------|-------|
| Australia | 21.0 M | 14.1 M | 6.9 M | 32.9% |
| Austria | 2.8 M | 2.0 M | 0.9 M | 30.1% |
| Bangladesh | 7.0 M | 4.5 M | 2.4 M | 34.5% |
| Canada | 35.1 M | 21.7 M | 13.4 M | 38.2% |
| China | 22.9 M | 13.5 M | 9.4 M | 41.1% |
| France | 25.9 M | 14.7 M | 11.2 M | 43.2% |
| Germany | 12.0 M | 8.9 M | 3.1 M | 26.2% |
| India | 161.3 M | 109.7 M | 51.6 M | 32.0% |
| Indonesia | 18.4 M | 11.3 M | 7.1 M | 38.4% |
| Italy | 11.7 M | 8.2 M | 3.5 M | 30.1% |
| Japan | 7.9 M | 4.2 M | 3.7 M | 46.5% |
| Netherlands | 8.0 M | 4.6 M | 3.4 M | 42.0% |
| Newzealand | 11.4 M | 5.9 M | 5.5 M | 48.2% |
| Norway | 13.7 M | 9.6 M | 4.0 M | 29.5% |
| Pakistan | 5.7 M | 3.6 M | 2.0 M | 36.2% |
| Philippines | 31.9 M | 19.4 M | 12.5 M | 39.1% |
| Poland | 5.2 M | 3.0 M | 2.2 M | 42.6% |
| Portugal | 11.8 M | 6.8 M | 5.0 M | 42.1% |
| South Korea | 49.0 M | 31.4 M | 17.6 M | 35.9% |
| Spain | 12.6 M | 8.4 M | 4.2 M | 33.1% |
| Sweden | 1.8 M | 1.1 M | 0.7 M | 40.2% |
| United Kingdom | 34.2 M | 18.7 M | 15.4 M | 45.1% |
| USA | 87.8 M | 55.3 M | 32.5 M | 37.0% |



Atliq Hardwares

GM% by Quarters (sub_zone)

All values are in USD

FILTERS

| | |
|----|------|
| FY | 2019 |
|----|------|

| GM% Subzone | Quarters | | | | Grand Total |
|-------------|----------|-------|-------|-------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| ANZ | 43.0% | 42.2% | 42.6% | 42.5% | 42.6% |
| India | 42.5% | 42.2% | 42.0% | 42.5% | 42.4% |
| NA | 35.1% | 35.4% | 35.4% | 35.7% | 35.4% |
| NE | 36.6% | 37.0% | 36.5% | 36.6% | 36.7% |
| ROA | 44.5% | 44.3% | 44.0% | 44.5% | 44.4% |
| SE | 44.5% | 44.1% | 44.0% | 44.2% | 44.2% |

GM% by Quarters (sub_zone)

All values are in USD

FILTERS

| | |
|----|------|
| FY | 2020 |
|----|------|

| GM% subzone | Quarters | | | | Grand Total |
|-------------|----------|-------|-------|-------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| ANZ | 43.3% | 43.0% | 42.8% | 41.8% | 42.82% |
| India | 32.3% | 32.1% | 32.4% | 32.0% | 32.21% |
| NA | 39.9% | 40.1% | 39.1% | 39.7% | 39.78% |
| NE | 37.6% | 37.8% | 38.5% | 37.7% | 37.81% |
| ROA | 38.4% | 38.3% | 38.8% | 37.7% | 38.23% |
| SE | 38.5% | 37.3% | 38.2% | 37.8% | 37.90% |

GM% by Quarters (sub_zone)

All values are in USD

FILTERS

| | |
|----|------|
| FY | 2021 |
|----|------|

| GM% subzone | Quarters | | | | Grand Total |
|-------------|----------|-------|-------|-------|-------------|
| | Q1 | Q2 | Q3 | Q4 | |
| ANZ | 39.0% | 37.8% | 38.3% | 38.0% | 38.31% |
| India | 32.3% | 31.8% | 31.9% | 32.0% | 32.00% |
| NA | 37.1% | 37.4% | 37.5% | 37.4% | 37.34% |
| NE | 37.9% | 38.7% | 38.2% | 38.3% | 38.29% |
| ROA | 38.5% | 38.4% | 38.1% | 38.1% | 38.31% |
| SE | 38.6% | 38.3% | 38.6% | 38.5% | 38.50% |