# AtliQ Hardwares

## Filters

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

**P & L**
**By Fiscal Years**

Note: 2021 vs 2020 is not part of Pivot table        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 | |
| Net Sales | 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 |
| Gross Margin | 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% |

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

**P & L**
**By Fiscal Years**

Note: 2021 vs 2020 is not part of Pivot table

| Quarters | Q1 | | Q2 | | Q3 | | | Q4 | | | | | Grand Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Metrics | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| Net Sales | 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 |
| Gross Margin | 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 % | 37.8% | 37.8% | 37.0% | 36.8% | 37.8% | 37.7% | 36.7% | 37.7% | 37.5% | 37.3% | 36.7% | 36.8% | 37.3% |

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

**P & L**
**By Fiscal Years**

Note: 2021 vs 2020 is not part of Pivot table

| Quarters | Q1 | | Q2 | | Q3 | | | Q4 | | | | | Grand Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| Metrics | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | |
| Net Sales | 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 |
| Gross Margin | 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 % | 36.7% | 36.5% | 36.3% | 36.3% | 36.7% | 36.5% | 36.4% | 36.3% | 36.6% | 36.4% | 36.4% | 36.3% | 36.4% |

## Net Sales Comparison

| | Sep | Oct | Nov | Dec | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Grand Total |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 21 vs 20 | 162.1% | 164.7% | 159.1% | 161.0% | 161.4% | 162.5% | 1981.6% | 461.2% | 347.0% | 178.6% | 173.9% | 160.3% | 304.5% |
| 20 vs 19 | 164.6% | 156.6% | 167.3% | 161.5% | 162.8% | 162.0% | -67.1% | 22.7% | 53.1% | 140.7% | 148.0% | 162.0% | 224.8% |