

**FILTERS**

region All
 market All
 division All
 customer All
 FY **2019**

P & L By Fiscal Qtrs & Months

All values are in USD

Note: Do not modify the pivot table

Metrics	Quarters						
	Q1			Q2			Q3
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M
GM %	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%

region All
 market All
 division All
 customer All
 FY **2020**

P & L By Fiscal Qtrs & Months

All values are in USD

Metrics	Quarters						
	Q1			Q2			Q3
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M
GM %	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%

region All
 market All
 division All
 customer All
 FY **2021**

P & L By Fiscal Qtrs & Months

All values are in USD

Metrics	Quarters						
	Q1			Q2			Q3
	Sep	Oct	Nov	Dec	Jan	Feb	Mar
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M

AtliQ Hardwares



COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M
GM %	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%

Net Sales Comparison

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



Q3		Q4		Grand Total	
Apr	May	Jun	Jul	Aug	
6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

Q3		Q4		Grand Total	
Apr	May	Jun	Jul	Aug	
7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.7%	37.5%	37.3%	36.7%	36.8%	37.3%

Q3		Q4		Grand Total	
Apr	May	Jun	Jul	Aug	
43.5M	44.4M	41.5M	44.0M	43.0M	598.9M

AtliQ Hardwares



27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
22.7%	53.1%	140.7%	148.0%	162.0%	124.8%