AtliQ Hardwares

region	All
market	All
customer	All
division	All
FY	2019

P & L
BY Fiscal year
All values in USD
Note- 21 vs 20 is not Part of   Pivot Table

	Fiscal Year				
	Q1			**Q2**	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M
Cogs	3.8M	4.7M	6.3M	6.7M	3.9M
Gross margin	2.6M	3.4M	4.5M	4.7M	2.7M
GM%	40.87%	41.97%	41.49%	41.39%	40.87%

region	All
market	All
customer	All
division	All
FY	2020

P & L
BY Fiscal year
All values in USD
Note- 21 vs 20 is not Part of   Pivot Table

	Fiscal Year				
	Q1			**Q2**	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M
Cogs	10.6M	12.8M	18.1M	18.9M	10.7M
Gross margin	6.5M	7.8M	10.6M	11.0M	6.5M
GM%	37.77%	37.78%	37.04%	36.81%	37.75%

region	All
market	All
customer	All
division	All
FY	2021

P & L
BY Fiscal year
All values in USD
Note- 21 vs 20 is not Part of   Pivot Table

	Fiscal Year				
	Q1			**Q2**	
Metrics	Sep	Oct	Nov	Dec	Jan
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M
Cogs	28.4M	34.7M	47.4M	49.8M	28.4M

AtliQ Hardwares

Gross margin	16.4M	19.9M		27.0M	28.3M	16.4M
GM%	36.65%	36.52%		36.29%	36.26%	36.68%

Net Sales Comparison

21 vs 20	262.1%	264.7%		259.1%	261.0%	261.4%
20 vs 19	264.6%	256.6%		267.3%	261.5%	262.8%

AtliQ Hardwares

Note: Do Not Modify Pivot Table

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
41.94%	41.45%	41.39%	40.79%	42.00%	41.48%	41.39%	41.43%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
37.74%	36.68%	37.73%	37.49%	37.27%	36.68%	36.79%	37.28%

Q2	Q3			Q4			Grand Total
Feb	Mar	Apr	May	Jun	Jul	Aug	
41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M

AtliQ Hardwares

15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M		218.2M
36.53%	36.37%	36.33%	36.63%	36.45%	36.37%	36.26%		36.43%

262.5%	2081.6%	561.2%	447.0%	278.6%	273.9%	260.3%
262.0%	32.9%	122.7%	153.1%	240.7%	248.0%	262.0%