

Filters

Reset Filters

vs LY

vs Target

2018

2019

2020

2021

2022 Esst

Q1

Q2

Q3

Q4

YTD

YTG

By Region/Country

All

By Stores

All


By Category

All


\$

\$267.98M

BM: 111.37M

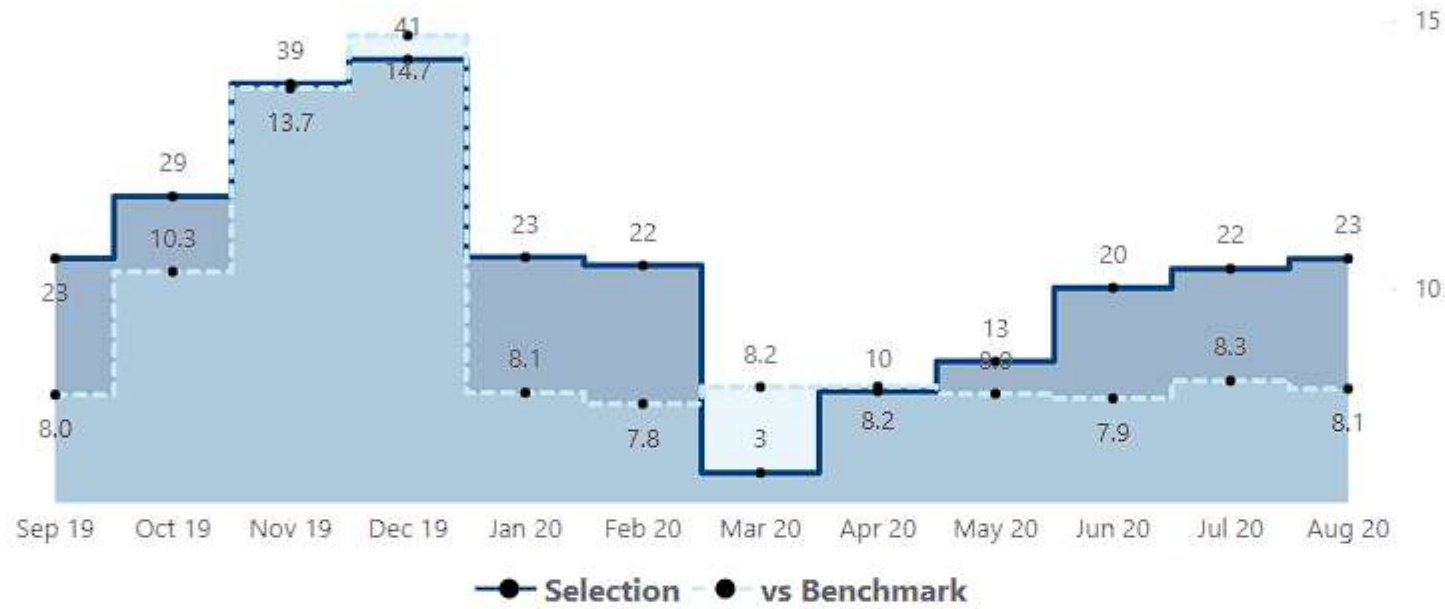
37.10%

BM: 0.41

-0.85%

BM: 0.02

Net Sales Performance Over Time





Primary Parameter

- ☒ CATEGORY
- ☐ REGION

Secondary Parameter

- ☒ Market
- ☐ Product

Top / Bottom Products and Customers by Net Sales

Parameter	Values	Chg %
 CATEGORY	267.98	140.61
 Market	267.98	140.61
Acclaimed Stores	3.73	113.03
All-Out	0.21	
Amazon	49.77	224.29
Argos (Sainsbury's)	0.95	120.16
Atlas Stores	0.89	296.87
Total	267.98	140.61

Profit & Loss Statement

Line Item	2020	BM	Chg	Chg %
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	95.85	29.72	66.13	222.51
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
GM / Unit	4.79	4.25	0.53	12.49
Operational Expense	-101.71	-43.43	-58.28	134.21
Net Profit	-2.29	2.46	-4.75	-193.08
Net Profit %	-0.85	2.21	-3.06	-138.68