

Profit

\$2.04M

YoY Growth

▼ -2.3%

Gross Margin

60.0%

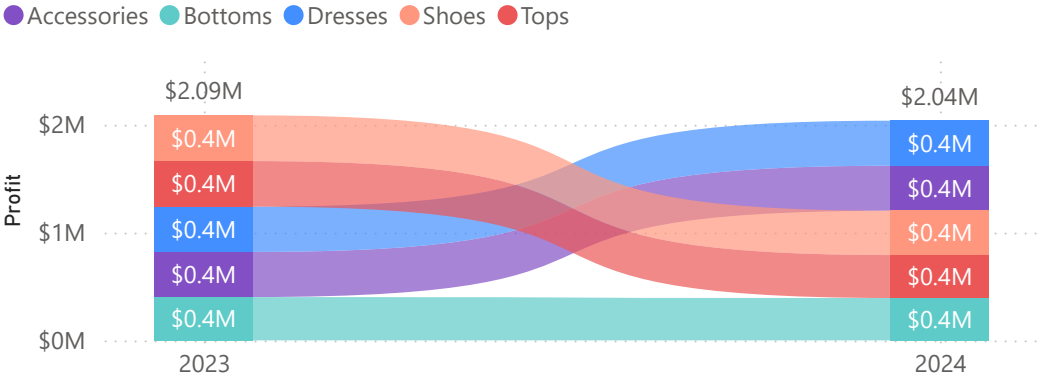
Discount Leakage %

5.44%

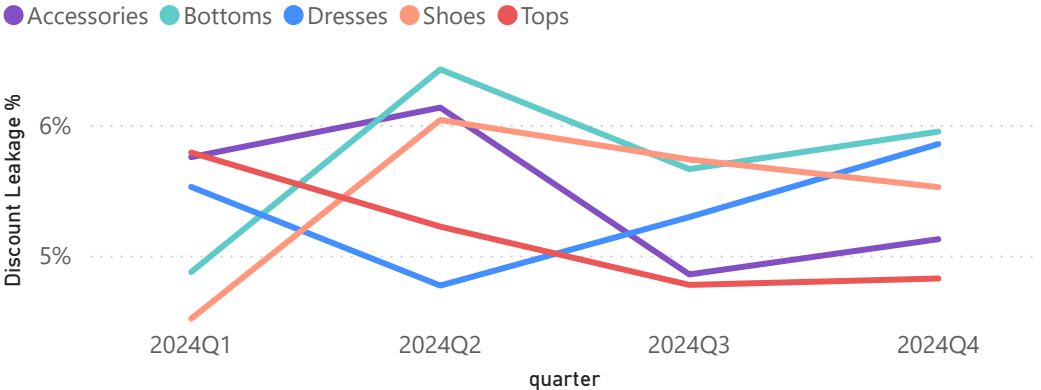
Online Profit Share

20.0%

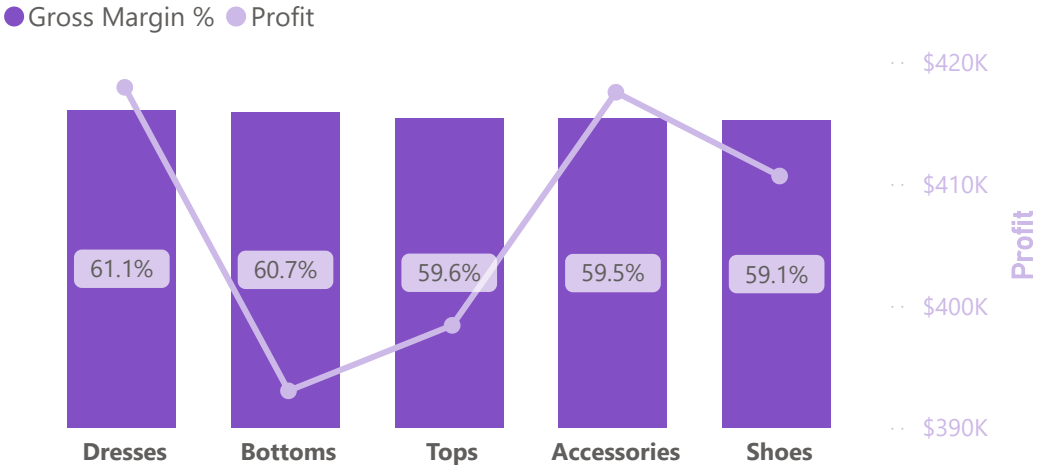
YoY Product Contribution to Profit



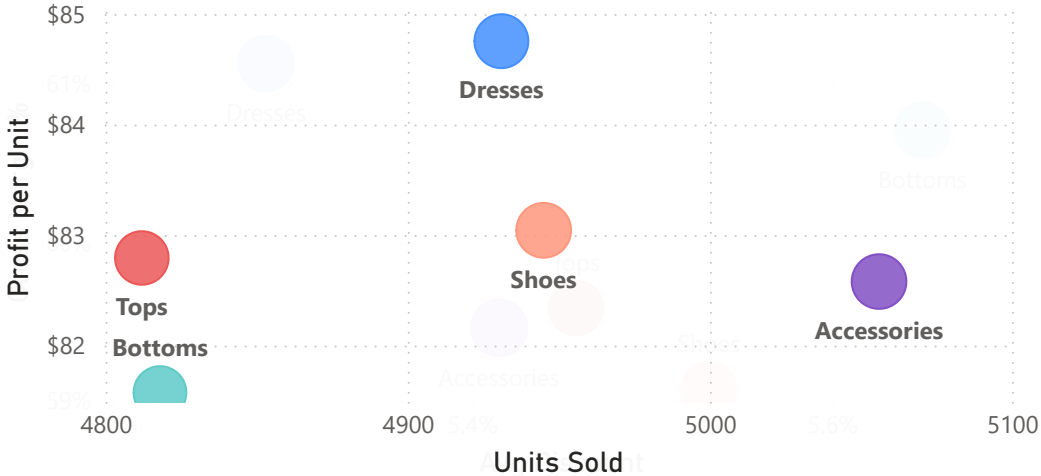
Quarterly Revenue Leakage from Discounts



Product Profitability & Margin Efficiency



Volume vs Profit per Unit



25K

Total Units Sold

\$82.95

Avg Profit per Unit

3.93%

Returned Units %