



WELCOME TO FORGGITH PHARMACEUTICALS

SALES

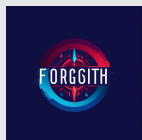
Sales Performance Overview (Sliced by: Year, Month, Quarter, Team)

1. Total Revenue
2. Total Revenue Year To Date (YTD)
3. Total Revenue Previous Year YTD
4. Total Revenue Same Period Last Year(SPLY)
5. Total Target
6. Total TargetYTD
7. Actual Revenue Performance YTD vs Target YTD
8. Revenue Month on Month Percentage Change
9. Revenue Distribution by Location
10. Revenue by Channel
11. Revenue by Product Class

Marketing

Marketing Performance (Slice by Year, Quarter, Month, Product Category and Team)

1. Revenue Achieved vs Revenue Target
2. Volume Achieved vs Volume Target
3. Actual Revenue by Sales Representative
4. Target Revenue Achievement% by Sales Representative
5. Actual Volume by Sales Representative
6. Target Volume Achievement by Sales Representative
7. Actual Revenue Achievement by Sales Team
8. Revenue and Volume Achievement by Product.



FORGGITH PHARMECEUTICALS [Sales]

Year

2023

Month

All

Quart...

All

Team

Team

All

REVENUE

3bn

REVENUE YTD

704M

REVENUE PREVIOUS YTD

704M

Total Revenue SPLY

3bn

Total Target

704M

Total Target YTD

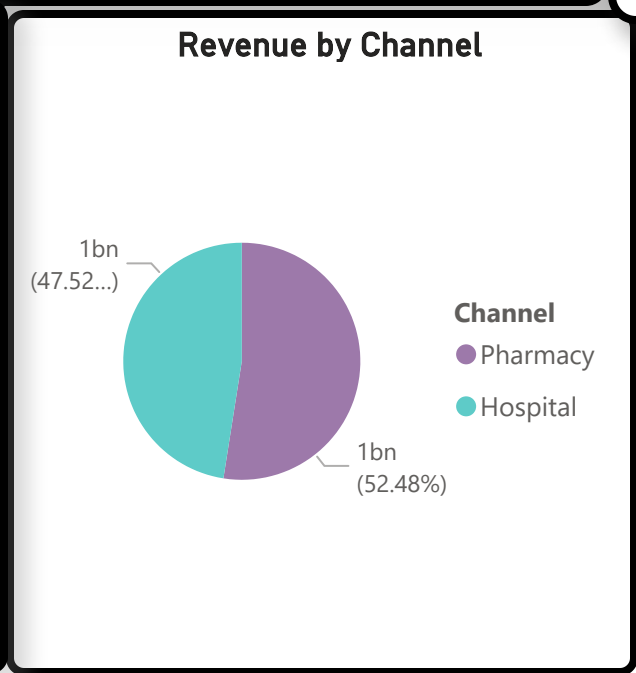
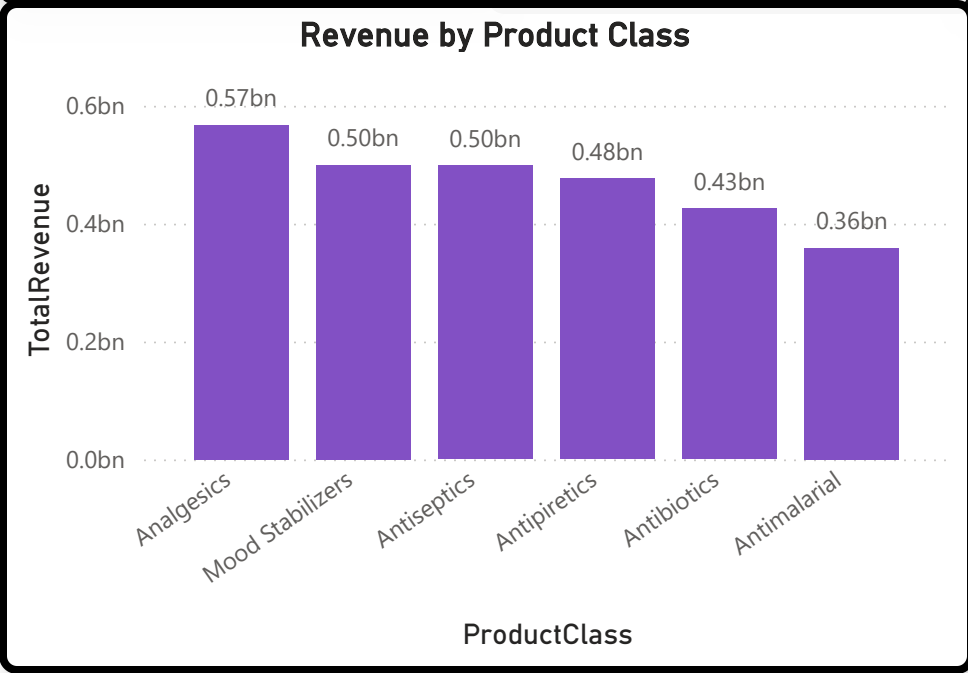
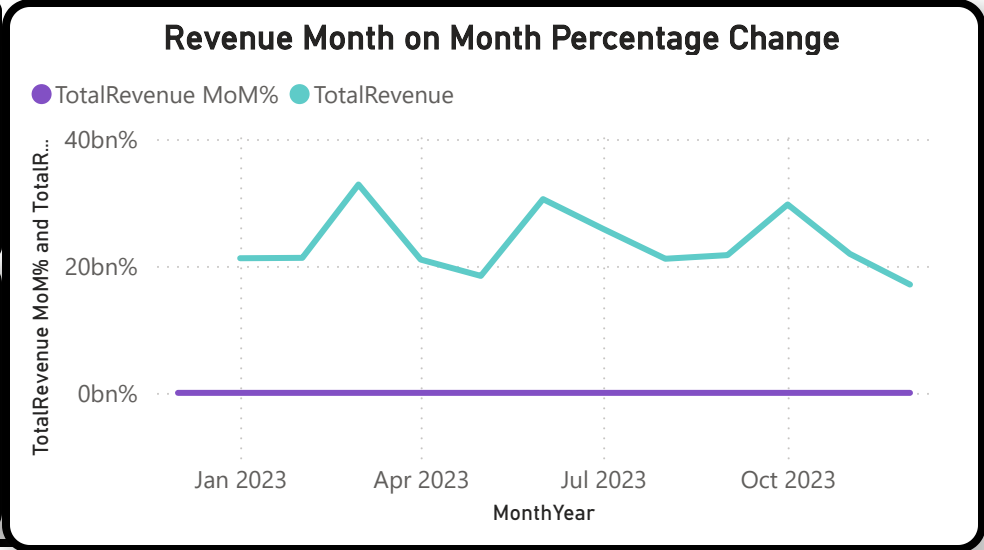
70bn%

Actual Revenue Performance YTD vs Target YTD

0%

301%

600%



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FORGGITH PHARMACEUTICALS



[Marketing]

Year

2022

2023

Month

All

Qua...

All

Team

All

ProductCl...

All

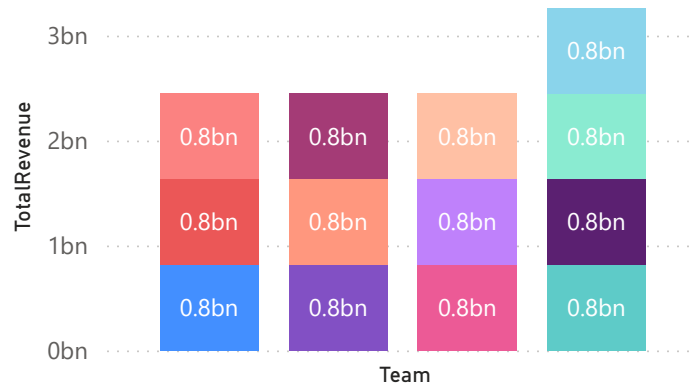
Revenue Achieved vs Revenue Target

1.32

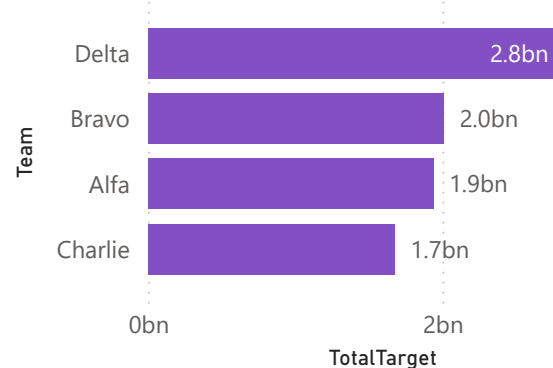
Volume Achieved vs Volume Target

31.6%

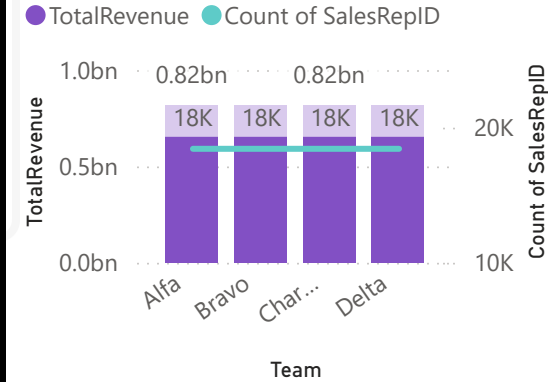
Actual Volume by Sales Representation



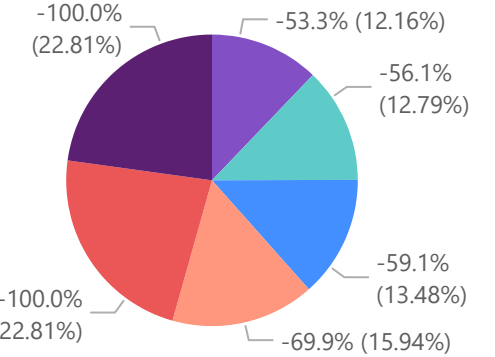
Target Volume Achievement by Sales Representation



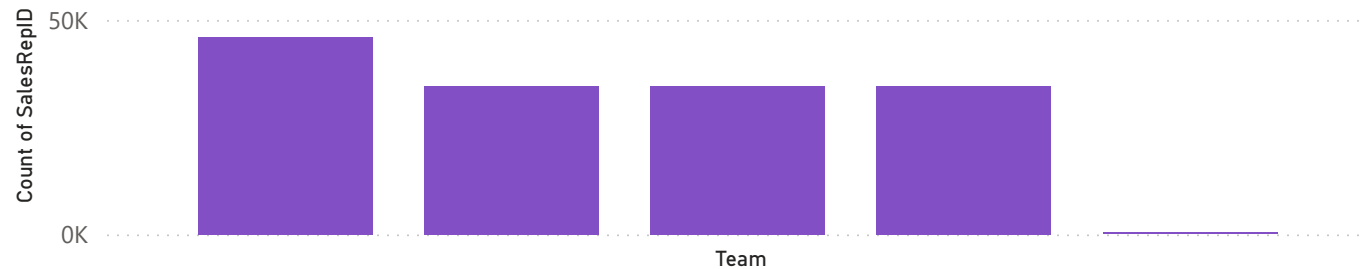
Actual Revenue by Sales Representation



Target Volume Achievement % by Sales Representation



Actual Revenue Achievement by Sales Team



Revenue & Volume Achievement by Product

