



region, market

customer

segment, categ.

2018

2019

2020

2021 | 2022

6

Q

1

YTD

YTG

\$3.74bn !

BM: 3.81bn (-1.86%)

Net Sales

38.08%

BM: 38.34% (-0.66)

Gross Margin %

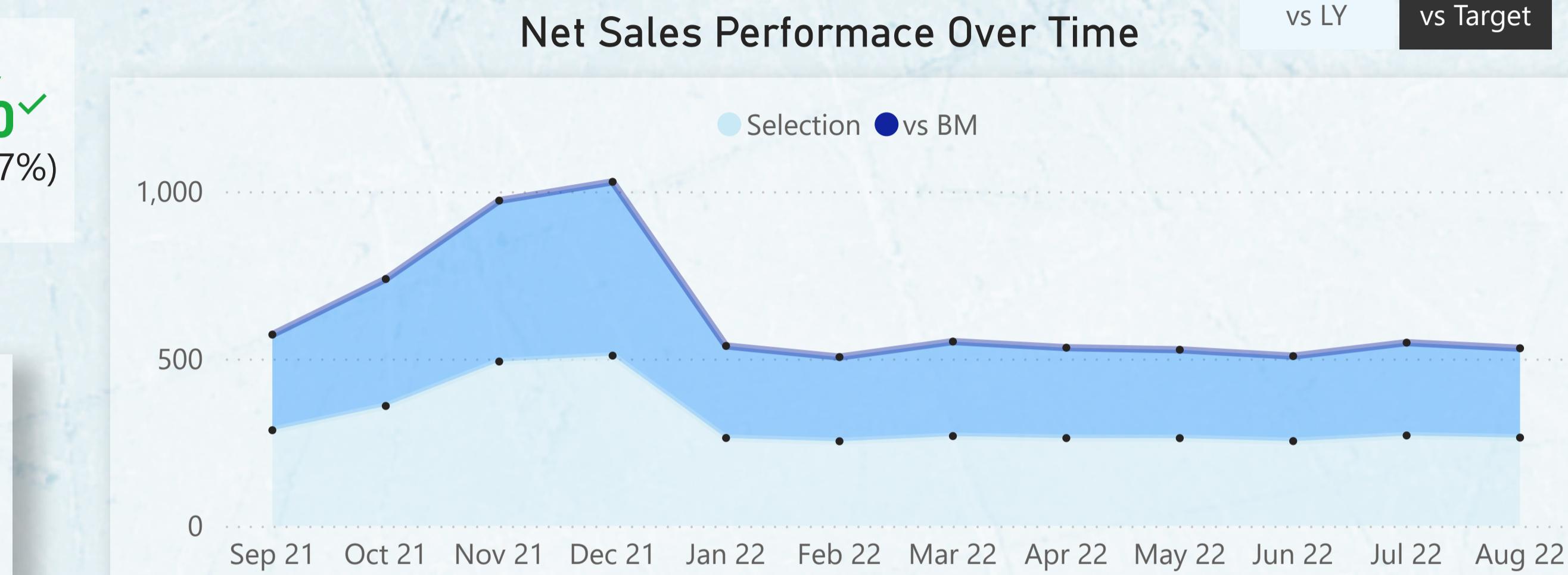
- 13.98%

BM: -14.19% (± 1.47)

Net Profit

Profit and Loss Statement

Line Item	2022	BM	Chg	Chg %
- Freight Cost	100.49		100.49	0.0
- Manufacturing Cost	2,197.28		2,197.28	0.0
- Other Cost	15.52		15.52	0.0
- Post Deductions	663.42		663.42	0.0
- Post Discounts	1,243.54		1,243.54	0.0
GM / Unit	15.76		15.76	0.0
Gross Margin	1,422.88	1,459.51	-36.63	-0.0
Gross Margin %	38.08	38.34	-0.25	-0.0
Gross Sales	7,370.14		7,370.14	0.0
Net Invoice Sales	5,643.13		5,643.13	0.0
Net Profit	-522.42		-522.42	0.0
Net Profit %	-13.98	-14.19	0.21	-0.0
Net Sales	3,736.17	3,807.09	-70.92	-0.0
operational Expense	-1,945.30		-1,945.30	0.0
Pre Invoice Deduction	1,727.01		1,727.01	0.0
Total COGS	2,313.29		2,313.29	0.0
Total Post Invoice Deduction	1,906.95		1,906.95	0.0



Top/Bottom Products & Customer by Net Sales

region	P & L values	P & L YOY %
⊕ APAC	1,923.77	-2.48%
⊕ EU	775.48	-1.13%
⊕ LATAM	14.82	-1.60%
⊕ NA	1,022.09	-1.24%

segment	P & L values	P & L YOY %
+	1,580.43	0.00%
+	897.54	0.00%
+	711.08	0.00%
+	454.10	0.00%
+	54.59	0.00%
+	38.43	0.00%