



FILTERS

Select Benchmak (BM)

VS LY

VS Target

2019

2020

2021

2022
EST

Qtr 1

Qtr 2

Qtr 3

Qtr 4

YTD

YTG

Region, Market

All

Customer

All

Segment, Category, Product

All

Abbreviations

BM= Benchmark | LY= Last Year

GM= Gross Margin | NS= Net Sales

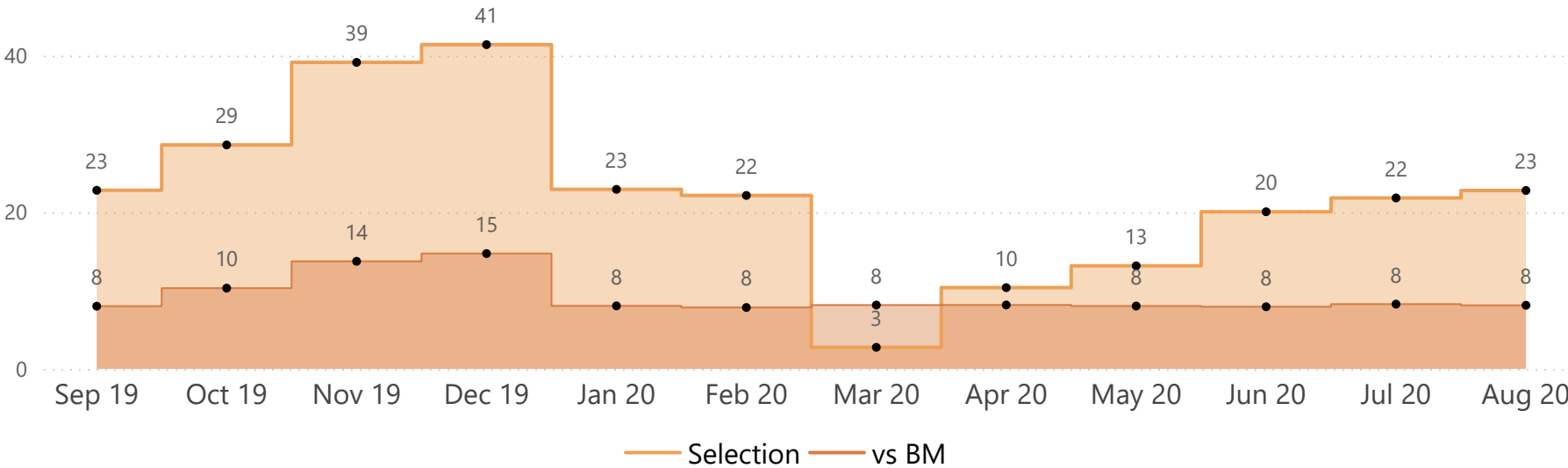
NP= Net Profit | Chg= Charges

All Values in Million \$

Get Job Ready
with Power BI



Net Sales Performance Over Time



Top / Bottom Products & Customer by Net Sales

Region	Values	Chg %
APAC	147.98	107.48
NA	62.21	182.70
EU	55.79	224.03
LATAM	2.00	141.89
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