



2021

2022

REVENUE

PERFORMANCE

GROWTH

GROSS MARGIN

CUSTOMERS

Category



Product



All



All



₹589M✓

Target: 583M (+₹6M)

101%

49%

57%

136



OVERVIEW



SALES REP



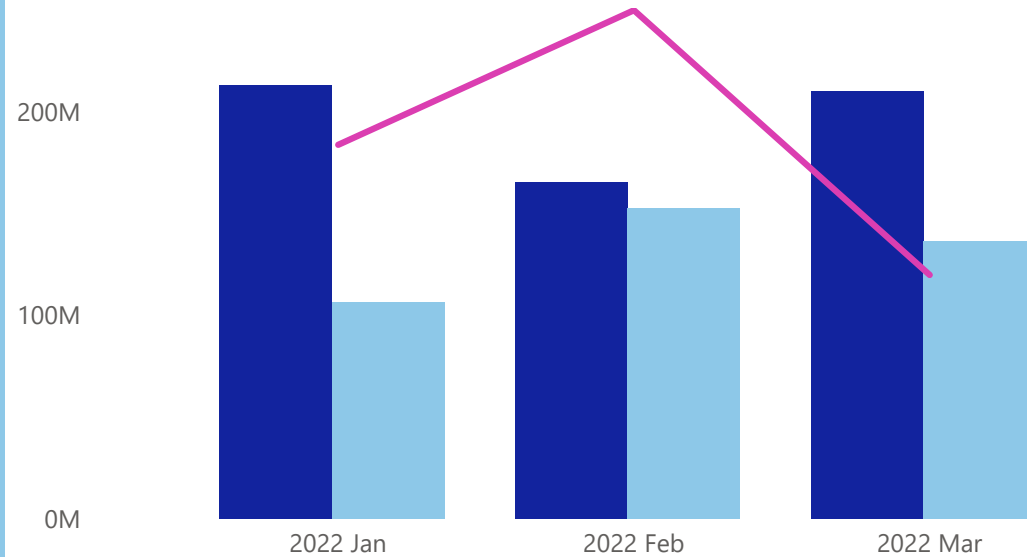
PRODUCT



CUSTOMER

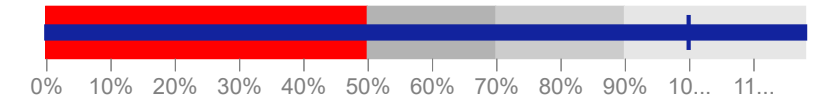
Sales, Sales Last Year and Gross Margin

● Total Sales ● Total Sales SPLY ● Gross Profit Margin

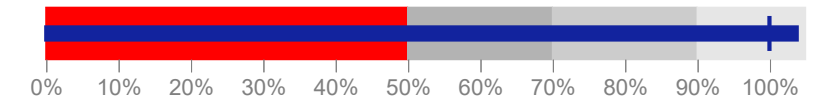


Performance against Target by Area

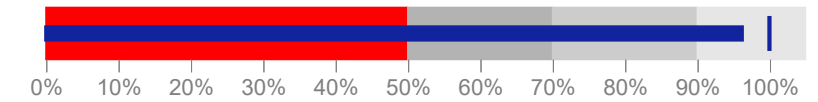
Area D



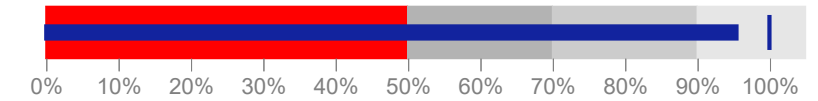
Area B



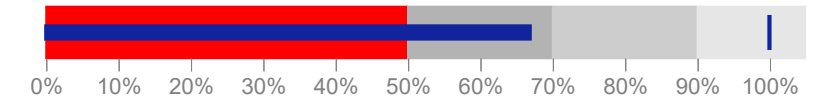
Area A



Area C



Area E



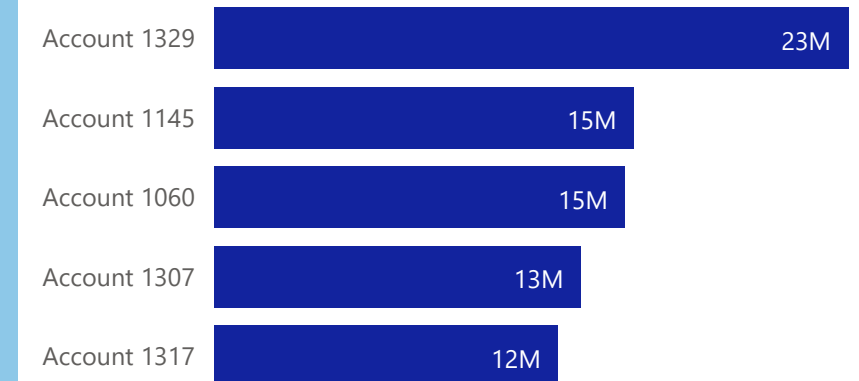
Top 5 Sales Rep by Performance



Top 5 Product by Performance

| Product | Performance | Growth |
|------------|-------------|--------|
| Product 7 | 373% | 345% |
| Product 9 | 265% | 88% |
| Product 15 | 171% | 228% |
| Product 2 | 150% | 100% |
| Product 22 | 143% | |

Top 5 Customers by Sales





2021

2022

REVENUE

PERFORMANCE

GROWTH

GROSS MARGIN

CUSTOMERS

Category

Product

All

All

₦589M✓

Target: 583M (+₦6M)

101%

49%

57%

136



OVERVIEW



SALES REP



PRODUCT



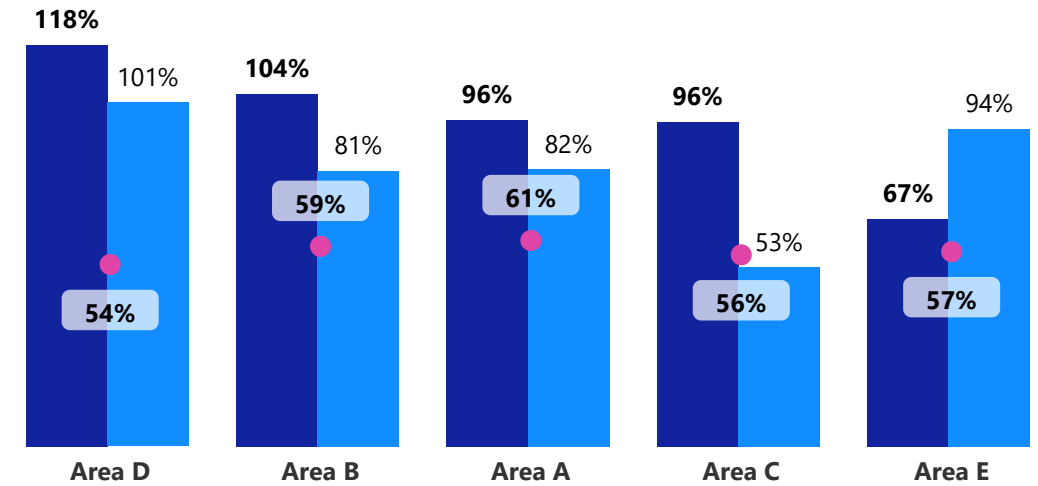
CUSTOMER

Performance and Gross Margin by Sales Rep

| | | |
|-----|------|-----|
| Nor | 155% | 61% |
| Ame | 145% | 57% |
| Zug | 142% | 56% |
| Gun | 127% | 53% |
| Ara | 125% | 60% |
| Bie | 124% | 49% |
| Nad | 121% | 60% |
| Ami | 119% | 49% |
| Wan | 117% | 60% |
| Shi | 112% | 61% |
| Ule | 112% | 59% |
| Eba | 111% | 58% |
| Noc | 111% | 55% |
| Kor | 104% | 53% |
| Nio | 104% | 55% |
| Deo | 102% | 57% |
| Aiy | 101% | 54% |
| Sun | 98% | 56% |
| Ell | 95% | 61% |
| Gba | 94% | 56% |
| Gig | 91% | 57% |

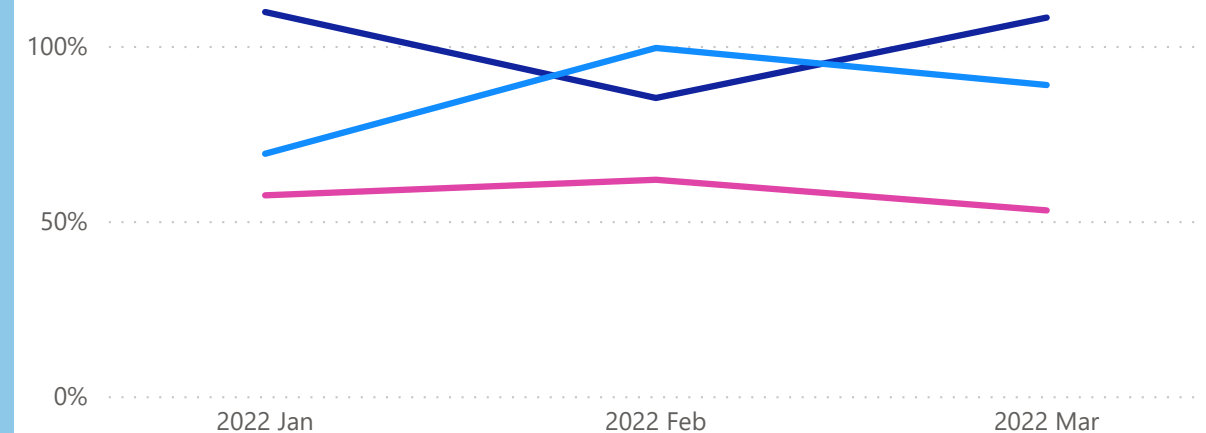
Performance, Performance LY and Gross Margin by Area

● Performance ● Performance SPLY ● Gross Profit Margin



Performance, Performance LY and Gross Margin Trend

● Performance ● Performance SPLY ● Gross Profit Margin





2021

2022

REVENUE

PERFORMANCE

GROWTH

GROSS MARGIN

CUSTOMERS

Category



Product



All



All

**₱589M**✓

Target: 583M (+₱6M)

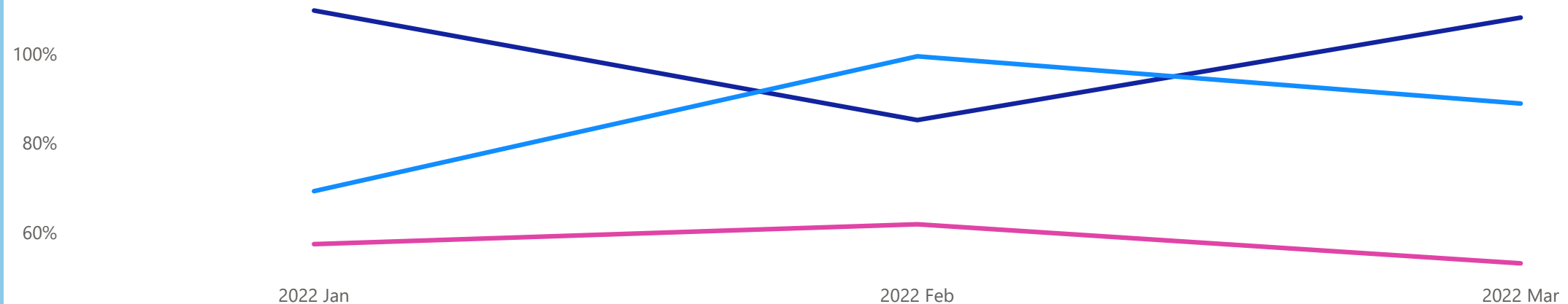
101%**49%****57%****136**

Product Performance

| Product | Performance | Performance LY | Growth | Growth Status | COGS | Gross Profit | Quantity | Orders | Customers |
|------------|-------------|----------------|--------|---------------|-------------|--------------|----------|--------|-----------|
| Product 7 | 373% | 63% | 345% | ● | 15,914,856 | 48% | 42,225 | 26 | 23 |
| Product 9 | 265% | 155% | 88% | ● | 24,484,328 | 47% | 122,730 | 116 | 62 |
| Product 15 | 171% | 65% | 228% | ● | 14,337,239 | 38% | 30,855 | 76 | 49 |
| Product 2 | 150% | 47% | 100% | ● | 6,599,453 | 49% | 1,356 | 43 | 32 |
| Product 22 | 143% | | | ○ | 29,958,572 | 28% | 31,862 | 76 | 43 |
| Product 6 | 137% | 70% | 131% | ● | 5,297,631 | 60% | 20,580 | 57 | 36 |
| Product 3 | 132% | 53% | 93% | ● | 3,150,235 | 60% | 1,197 | 21 | 15 |
| Total | 101% | 86% | 49% | ● | 252,762,599 | 57% | 626,432 | 1389 | 136 |

Performance, Performance LY and Gross Margin Trend

● Performance ● Performance SPLY ● Gross Profit Margin



OVERVIEW



SALES REP



PRODUCT



CUSTOMER



2021

2022

REVENUE

PERFORMANCE

GROWTH

GROSS MARGIN

CUSTOMERS

Category



Product



All



All



₱589M✓

Target: 583M (+₱6M)

101%

49%

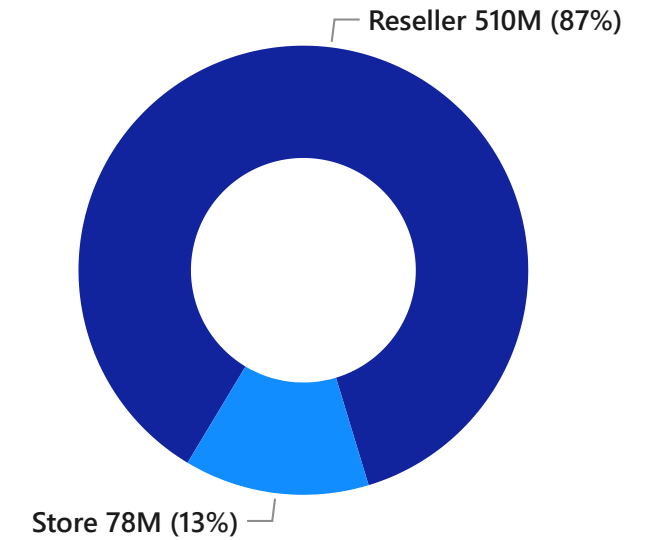
57%

136

Top 10 Customers

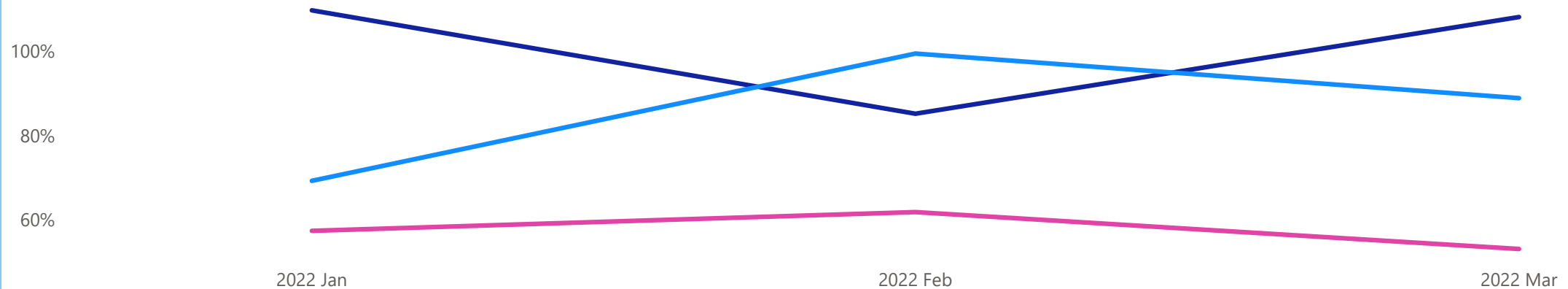
| Customer ID | Sales | Sales LY | Growth | Growth Status | Gross Profit | Orders |
|--------------|-------------|-------------|--------|---------------|--------------|--------|
| Account 1329 | 22,501,950 | 13,286,100 | 69% | ● | 61% | 56 |
| Account 1145 | 14,893,200 | | | ○ | 65% | 22 |
| Account 1060 | 14,579,400 | 2,400,300 | 507% | ● | 67% | 42 |
| Account 1307 | 13,008,900 | 8,217,750 | 58% | ● | 58% | 25 |
| Account 1317 | 12,200,850 | 17,614,125 | -31% | ● | 60% | 24 |
| Account 1210 | 12,096,150 | | | ○ | 62% | 27 |
| Account 1093 | 11,646,900 | 8,009,850 | 45% | ● | 71% | 25 |
| Total | 588,743,251 | 395,637,000 | 49% | ● | 57% | 1389 |

Sales by Customer Type



Performance, Performance LY and Gross Margin Trend

● Performance ● Performance SPLY ● Gross Profit Margin



OVERVIEW



SALES REP



PRODUCT



CUSTOMER