



FILTERS

Select Benchmark (BM)

vs LY vs Target

2018 2019 2020 2021 2022 Est

Q1 Q2 Q3 Q4

YTD YTG

BY REGION/COUNTRY

All

BY STORES(S)

All

BY CATEGORY

All

Designed By: Nadeesha Tharangani

All values in Million \$

NS\$

\$3.74bn

BM: 823.85M | 353.5% ▲

GM%

38.08%

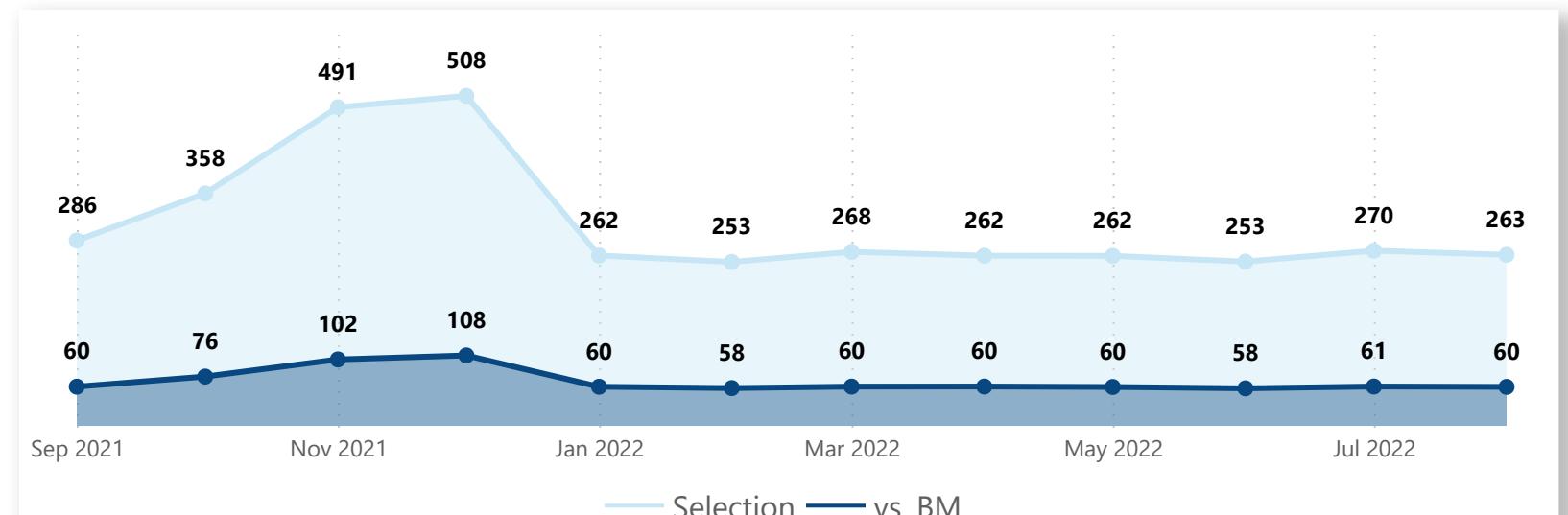
BM: 36.49% | 4.37% ▲

NP%

-13.98%

BM: -6.63% | -110.79% ▼

Net Sales Performance Over Time



Top/Bottom Products & Customer by Net Sales

Primary Parameter

REGION

CATEGORY

Secondary Parameter

MARKET

PRODUCT

REGION Value Chg %

APAC 1,923.77 335.27

NA 1,022.09 474.40

EU 775.48 286.26

LATAM 14.82 368.40

Total 3,736.17 353.50

Profit & Loss Statement

Line Item	2022 Est	BM	Chg	Chg %
Gross Sales	7,370.14	1,664.64	5,705.50	342.75
Pre Invoice Deduction	1,727.01	392.50	1,334.51	340.00
Net Invoice Sales	5,643.13	1,272.13	4,370.99	343.59
- Post Discounts	1,243.54	281.64	961.90	341.54
- Post Deductions	663.42	166.65	496.77	298.09
Total Post Invoice Deduction	1,906.95	448.29	1,458.67	325.39
Net Sales	3,736.17	823.85	2,912.32	353.50
- Manufacturing Cost	2,197.28	497.78	1,699.50	341.42
- Freight Cost	100.49	22.05	78.43	355.64
- Other Cost	15.52	3.39	12.14	358.03
Total COGS	2,313.29	523.22	1,790.07	342.13
Gross Margin	1,422.88	300.63	1,122.25	373.30
Gross Margin %	38.08	36.49	1.59	4.37
GM / Unit	15.76	5.99	9.77	162.95
-Operational Expenses	-1,945.30	-355.28	-1,590.02	-447.54
Net Profit	-522.42	-54.65	-467.77	-855.93
Net Profit %	-13.98	-6.63	-7.35	-110.79