

Business Growth by Product

Products

- ☐ Medical Devi...
- ☒ Med Dev D...
- ☒ Med Dev I...
- ☒ Med Dev O...
- ☒ Med Dev P...
- ☒ Med Dev S...
- ☒ Med Dev V...
- ☒ Surgical & Inf...

2bn

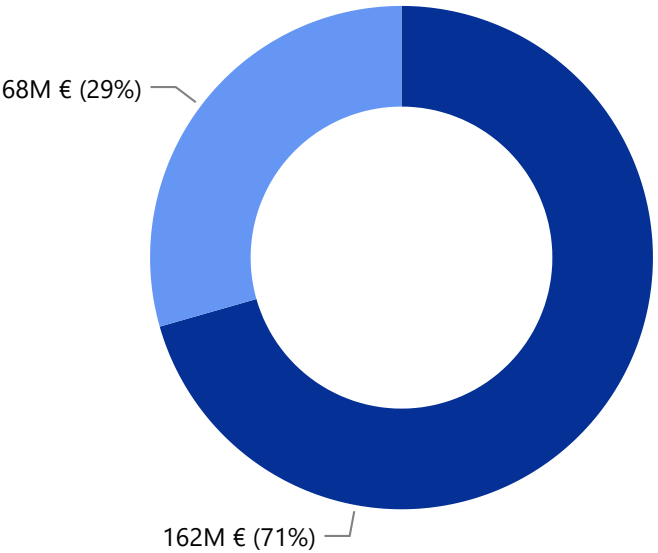
Units sold

536M €

Revenue

Gross Margin by Product Category

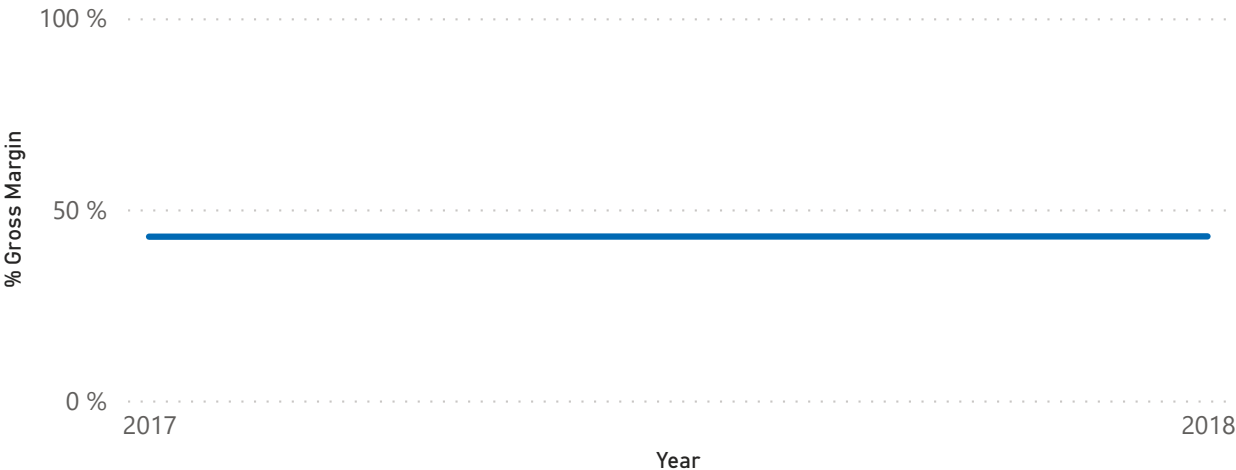
P02 ● Medical Devices ● Surgical & Infection Prevention



% Gross Margin Evolution

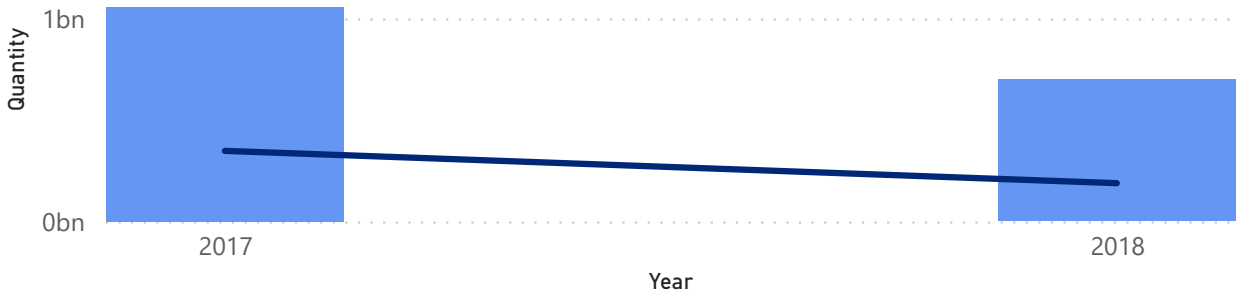
% Gross Margin Year Over Year Change

% Gross Margin Evolution



Quantity and Net Sales Value Evolution

● Quantity ● Net Sales Value



Business Growth by Customer

Customers

- ☐ Healthcare E...
- ☐ CPT Comp...
- ☐ Day Care
- ☐ Distributor
- ☐ Hospital
- ☐ Other Direct
- ☐ Other Indir...
- ☐ Unknown

2bn

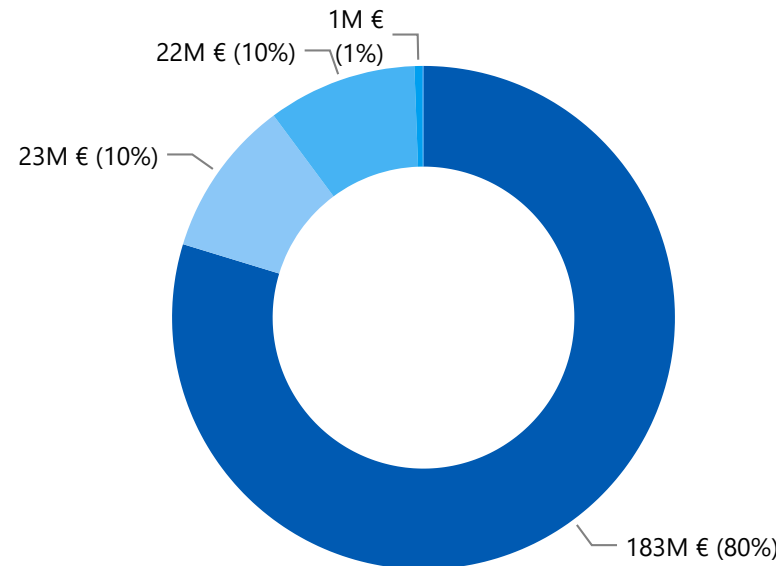
Units sold

536M €

Revenue

Gross Margin by Customer Category

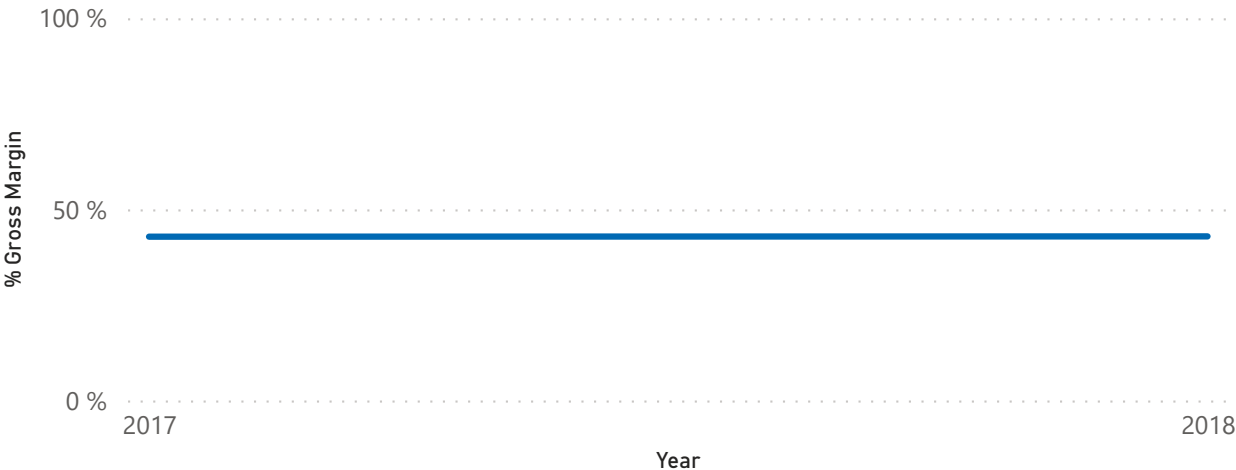
C01 C02 ●Healthcar... ●Healthcar... ●Healthca... ●Healthc...



% Gross Margin Evolution

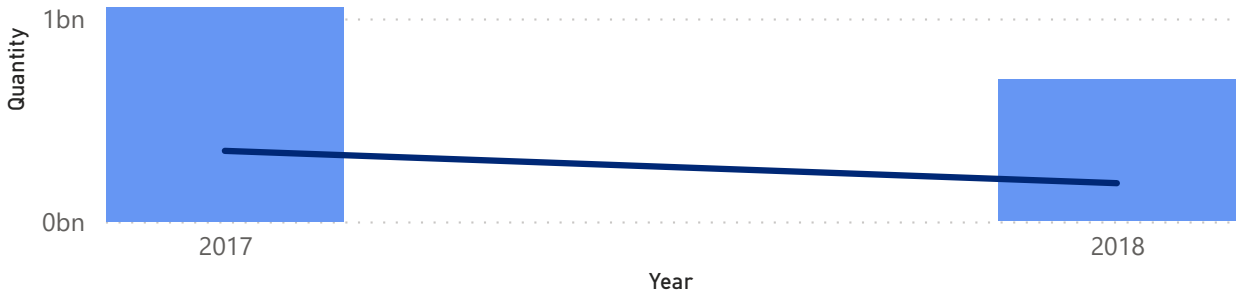
% Gross Margin Year Over Year Change

% Gross Margin Evolution



Quantity and Net Sales Value Evolution

●Quantity ●Net Sales Value



Business Growth by Region

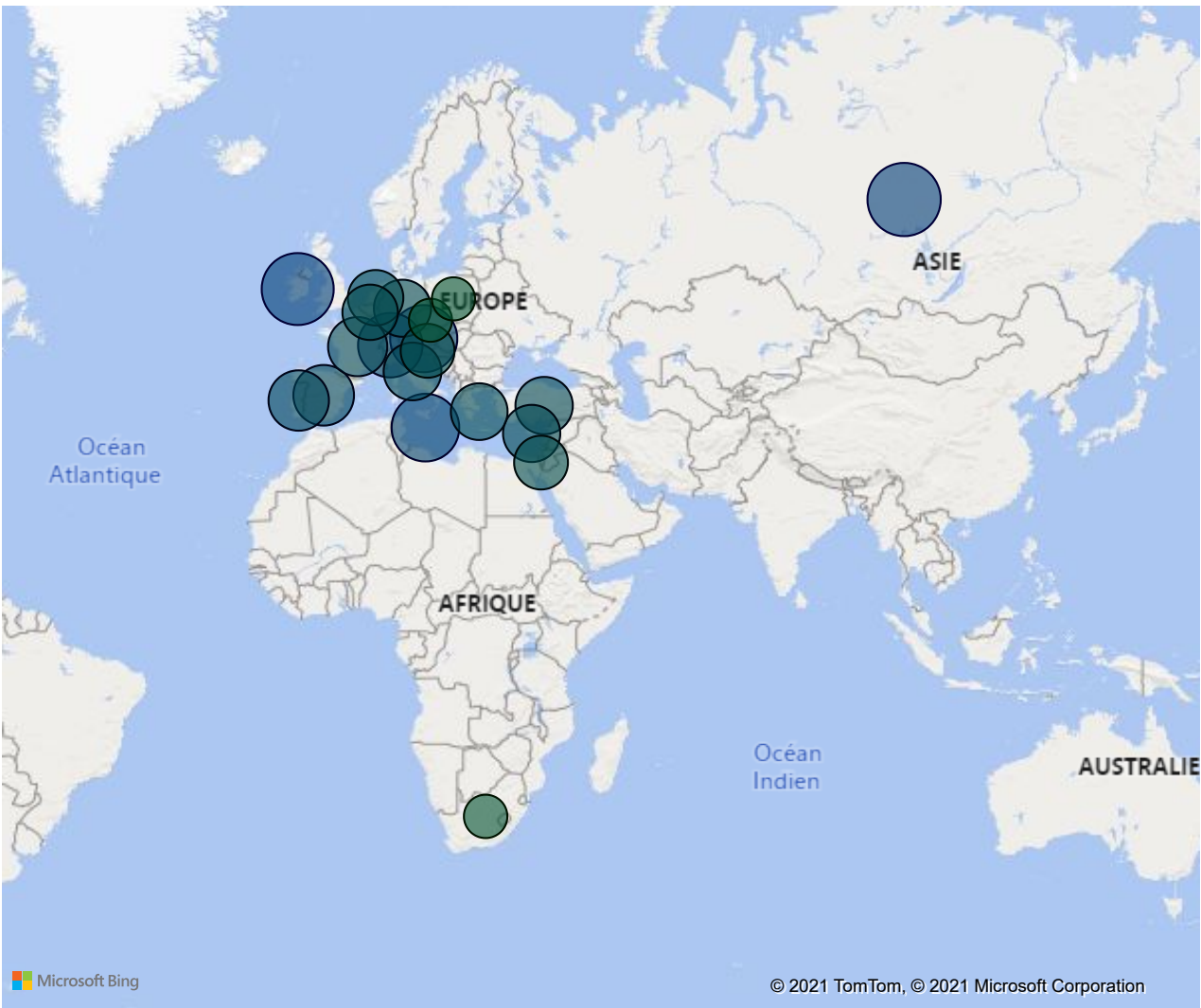
Customer Region

Sales Representative Region

% Gross Margin Evolution

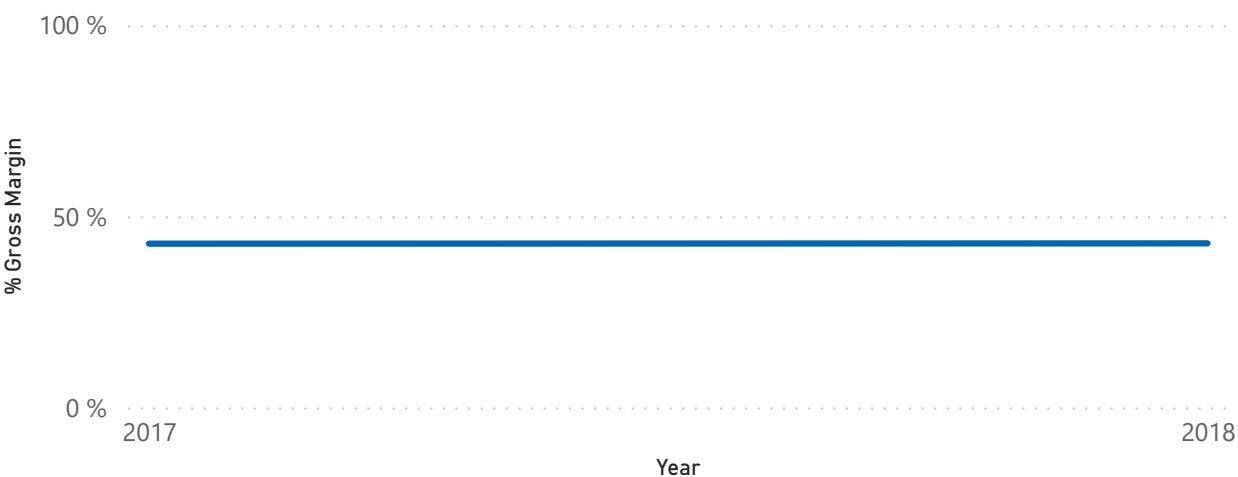
% Gross Margin Year Over Year Change

% Gross Margin by Sales Representative Region

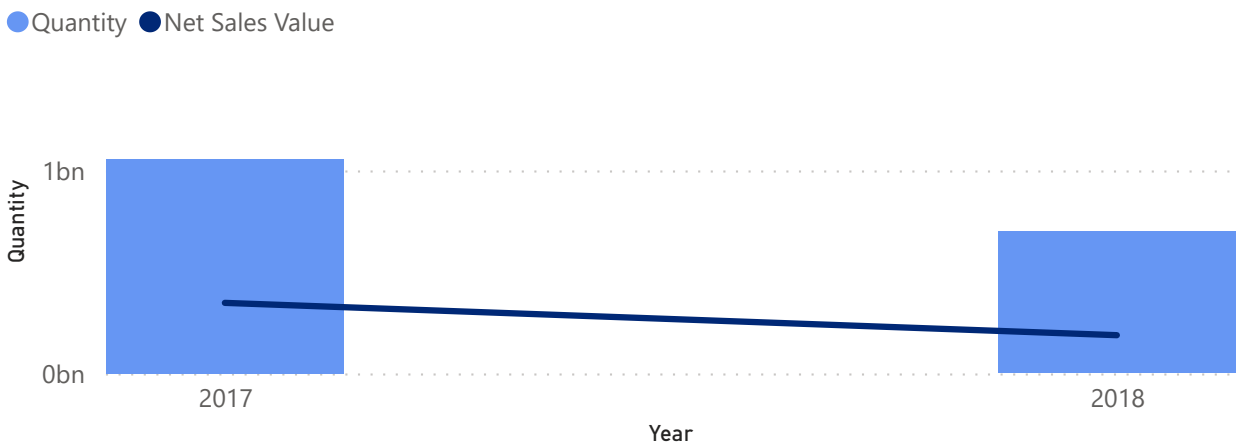


© 2021 TomTom, © 2021 Microsoft Corporation

% Gross Margin Evolution



Quantity and Net Sales Value Evolution



Business Performance 2018

January

February

March

April

May

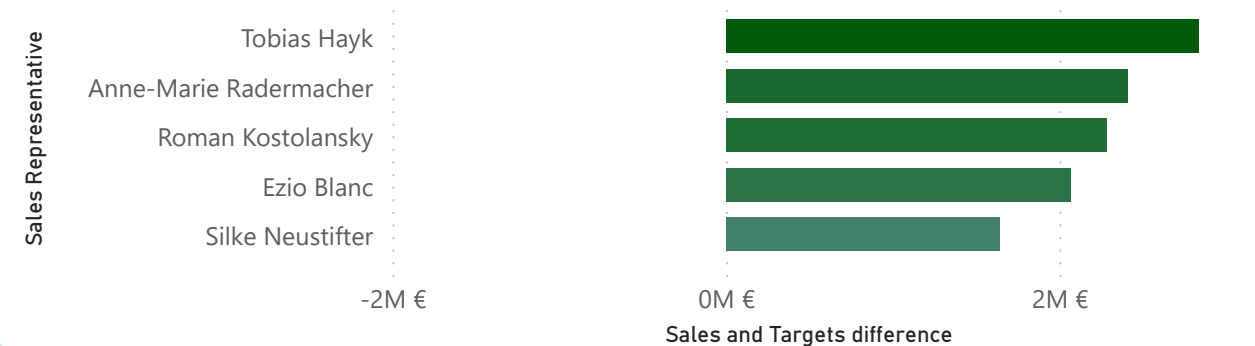
June

Sales Vs. Targets by Sales Representative Region



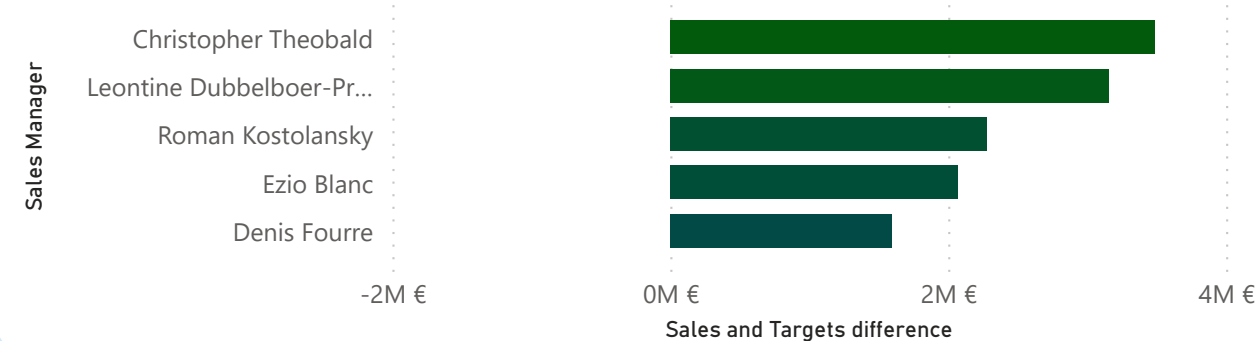
Sales Vs. Targets by Sales Representative

Sales and Targets difference -1,73M€ 0M€ 2,84M€



Sales Vs. Targets by Sales Manager

Sales and Targets difference -1,73M€ 0M€ 3,49M€



Business Growth Opportunities

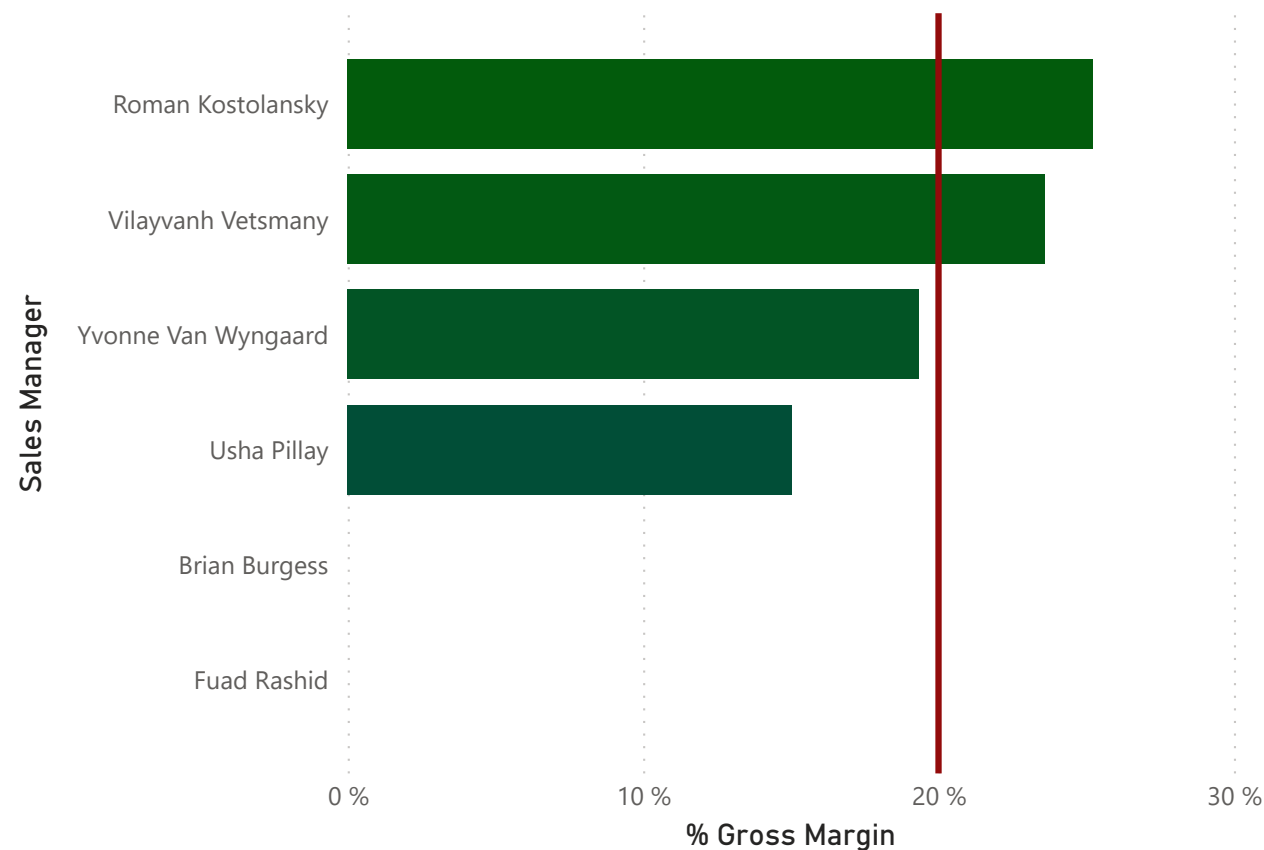
01/01/2017

30/06/2018

% Gross Margin by Sales Manager

% Gross Margin 0,00 % 25,23 %

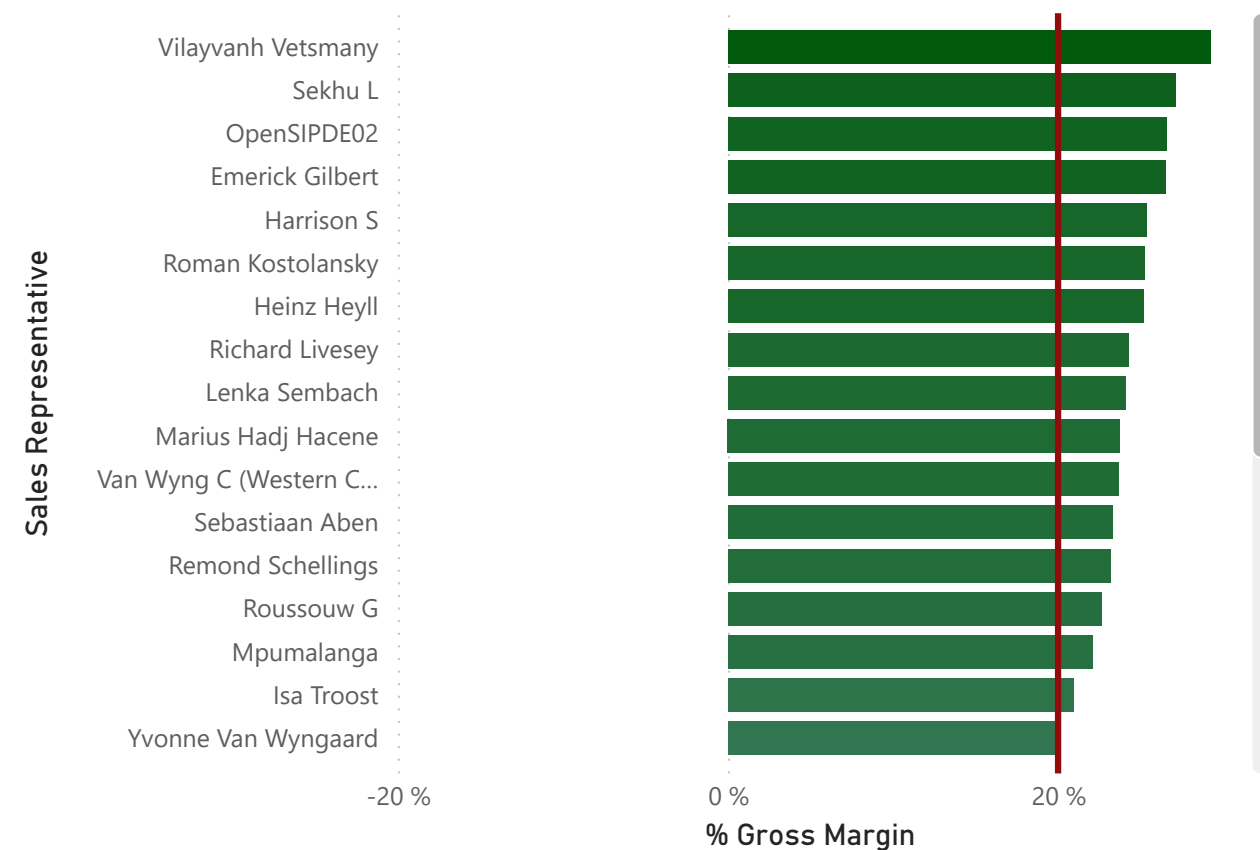
0,00 %



% Gross Margin by Sales Representative

% Gross Margin -13,56 % 29,23 %

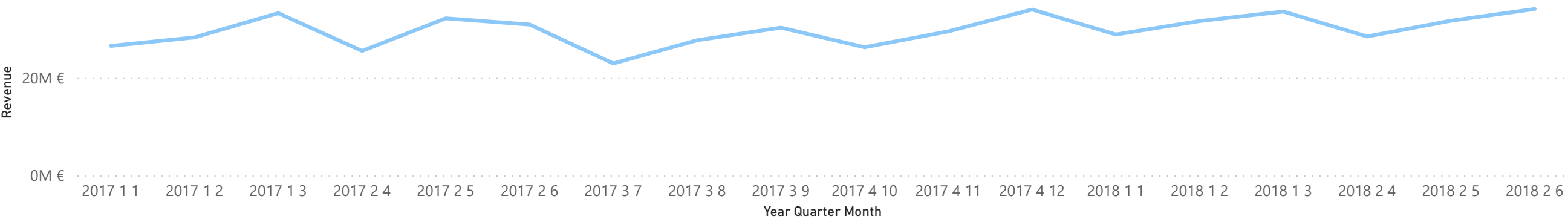
0,00 %



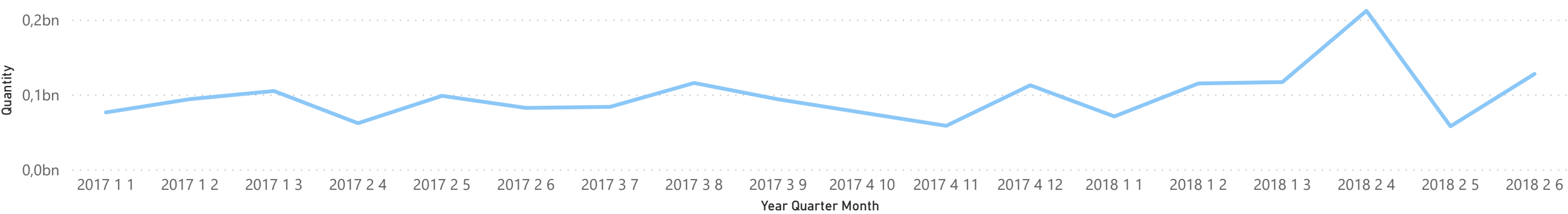
% Gross Margin Evolution



Sales Evolution



Quantity Evolution



C01	Quantity	Value Based Rebate	Distribution Cost	Cost Of Sale	Logistic Surcharge	Invoiced Sale Value	Gross Margin	Net Sales Value
<input type="checkbox"/> Healthcare Europe	1 756M	-7,35M€	22,07M€	284,17M€	2,18M€	541,37M€	229,96M€	536,20M€
<input type="checkbox"/> CPT Company	47M	-0,16M€	1,58M€	35,57M€	0,01M€	59,35M€	22,05M€	59,20M€
<input type="checkbox"/> CPT Company	47M	-0,16M€	1,58M€	35,57M€	0,01M€	59,35M€	22,05M€	59,20M€
<input type="checkbox"/> CPT Company	47M	-0,16M€	1,58M€	35,57M€	0,01M€	59,35M€	22,05M€	59,20M€
<input type="checkbox"/> AB Medica s.p.a.	1M	0,00M€	0,07M€	0,88M€	0,01M€	1,25M€	0,30M€	1,26M€
<input type="checkbox"/> AB Medica s.p.a.	1M	0,00M€	0,07M€	0,88M€	0,01M€	1,25M€	0,30M€	1,26M€
AB Medica s.p.a.	1M	0,00M€	0,07M€	0,88M€	0,01M€	1,25M€	0,30M€	1,26M€
<input type="checkbox"/> Alcon	11M	0,00M€	0,24M€	7,49M€	0,00M€	11,77M€	4,04M€	11,77M€
<input type="checkbox"/> Angiokard Medizintechnik GmbH	0M	0,00M€	0,03M€	0,35M€	0,00M€	0,52M€	0,14M€	0,52M€
<input type="checkbox"/> ArcRoyal Ltd	2M	0,03M€	0,11M€	2,08M€	0,01M€	3,10M€	0,94M€	3,13M€
<input type="checkbox"/> B Braun Medical	5M	-0,01M€	0,49M€	17,94M€	0,00M€	30,01M€	11,56M€	29,99M€
<input type="checkbox"/> Banta RR Donnelley	0M	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€
<input type="checkbox"/> Beaver Visitec International	1M	0,00M€	0,02M€	0,17M€	0,00M€	0,27M€	0,08M€	0,27M€
<input type="checkbox"/> Biometrix s.r.o.	0M	0,00M€	0,01M€	0,45M€	0,00M€	0,55M€	0,08M€	0,55M€
<input type="checkbox"/> Blink Medical	0M	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€
<input type="checkbox"/> Cemed / JR herzchir. OP Sets	0M	0,00M€	0,04M€	0,39M€	0,00M€	0,85M€	0,42M€	0,85M€
<input type="checkbox"/> Clonallon Laboratories Limited	0M	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€
Total	1 756M	-7,35M€	22,07M€	284,17M€	2,18M€	541,37M€	229,96M€	536,20M€

P02	Quantity	Value Based Rebate	Distribution Cost	Cost Of Sale	Logistic Surcharge	Invoiced Sale Value	Gross Margin	Net Sales Value
[-] Medical Devices	141M	-4,45M€	7,25M€	127,46M€	1,24M€	300,22M€	162,30M€	297,01M€
[-] Med Dev Digestive Health	46M	-2,59M€	2,24M€	41,30M€	0,75M€	124,61M€	79,23M€	122,77M€
[-] Digestive Health Diagnostics	0M	-0,02M€	0,07M€	0,23M€	0,06M€	0,59M€	0,33M€	0,63M€
[-] Digestive Health Diagnostics	0M	-0,02M€	0,07M€	0,23M€	0,06M€	0,59M€	0,33M€	0,63M€
[-] Digest Health Diagnostics Clotest	0M	-0,02M€	0,07M€	0,23M€	0,06M€	0,59M€	0,33M€	0,63M€
[-] Clotest Rapid Urease Tests	0M	-0,02M€	0,07M€	0,23M€	0,05M€	0,59M€	0,33M€	0,63M€
Clotest Rapid Urease Tests	0M	-0,02M€	0,07M€	0,23M€	0,05M€	0,59M€	0,33M€	0,63M€
[+] Jack Bean Urease Control Tablets	0M	0,00M€	0,00M€	0,00M€	0,00M€	0,00M€	-0,00M€	0,00M€
[+] Digestive Health Endoscopy	0M	-0,00M€	0,04M€	0,10M€	0,03M€	0,15M€	0,04M€	0,18M€
[+] Digestive Health Enteral Feeding	45M	-2,57M€	2,13M€	40,97M€	0,66M€	123,87M€	78,86M€	121,96M€
[+] Med Dev IV Infusion Products	13M	-0,97M€	2,58M€	32,55M€	0,03M€	58,78M€	22,71M€	57,84M€
[+] Med Dev Other	0M	-0,01M€	0,03M€	0,74M€	0,00M€	2,02M€	1,24M€	2,01M€
[+] Med Dev Pain Mgmt	1M	0,00M€	0,70M€	12,57M€	0,02M€	25,60M€	12,35M€	25,62M€
[+] Med Dev Surgical Pain	1M	-0,55M€	0,33M€	21,58M€	0,03M€	44,75M€	22,32M€	44,23M€
Total	1 756M	-7,35M€	22,07M€	284,17M€	2,18M€	541,37M€	229,96M€	536,20M€