



## FILTERS

vs LY      vs Target

2019    2020    2021    2022  
EST

Qtr 1    Qtr 2    Qtr 3    Qtr 4

YTD    YTG

## BY REGION/COUNTRY

All

## BY CUSTOMER(s)

All

## BY CATEGORY

All

## ABBREVIATIONS

BM = Benchmark | LY = Last Year

GM = Gross Margin | NS = Net Sales

NP = Net Profit | Chg = Change

NE = Net Error | MS = Market Share

FA = Forecast Accuracy

EI = Excess Inventory

OOS = Out Of Stock

RC = Revenue Contribution

ALL values are in Millions USD

\$267.98M ✓

BM: 111.37M (+140.61%)

NS \$

37.10% !

BM: 0.41 (-9.95%)

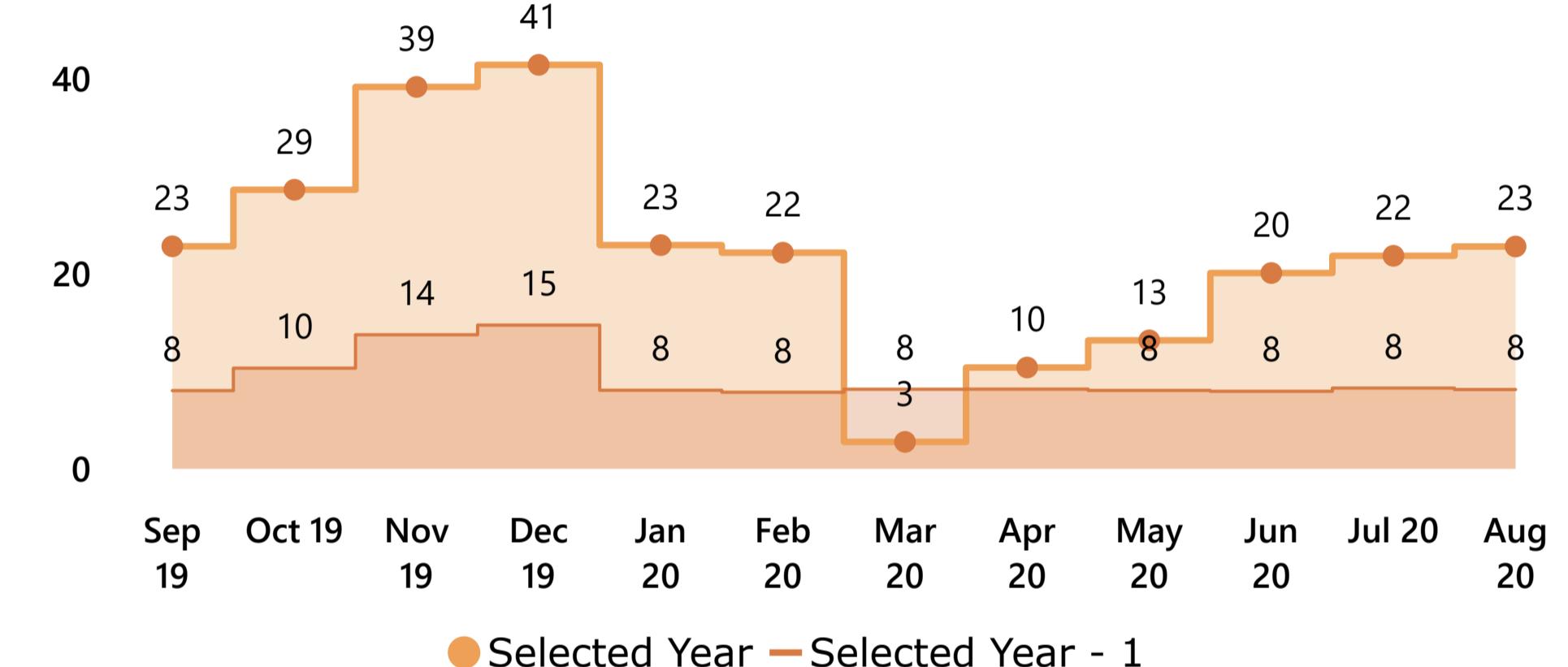
GM %

-0.85% !

BM: 0.02 (-138.68%)

NP %

## Net Sales Performance Over Time



## Top / Bottom Products &amp; Customer by Net Sales

## Primary Parameter

 CATEGORY REGION

## Secondary Parameter

 Market Product

REGION	Values	-	Chg %
APAC	147.98	<div style="width: 107.48%; background-color: #e67e22;"></div>	107.48
EU	55.79	<div style="width: 224.03%; background-color: #e67e22;"></div>	224.03
LATAM	2.00	<div style="width: 141.89%; background-color: #e67e22;"></div>	141.89
NA	62.21	<div style="width: 182.70%; background-color: #e67e22;"></div>	182.70
Total	267.98	<div style="width: 267.98%; background-color: #e67e22;"></div>	140.61

## Profit &amp; 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