

Financial Performance Analysis

2020

2021

2022

2023

2024

Month

All

Cluster Head

All

Category

All

Channel

All

Location

All

4207

SKU No.

560.07M

Net Revenue

162.50M

Gross Profit

88.30M

EBITDA

61.13M

Profit After Tax

264.95K

Volume MT

110.06M

Net Revenue YTD

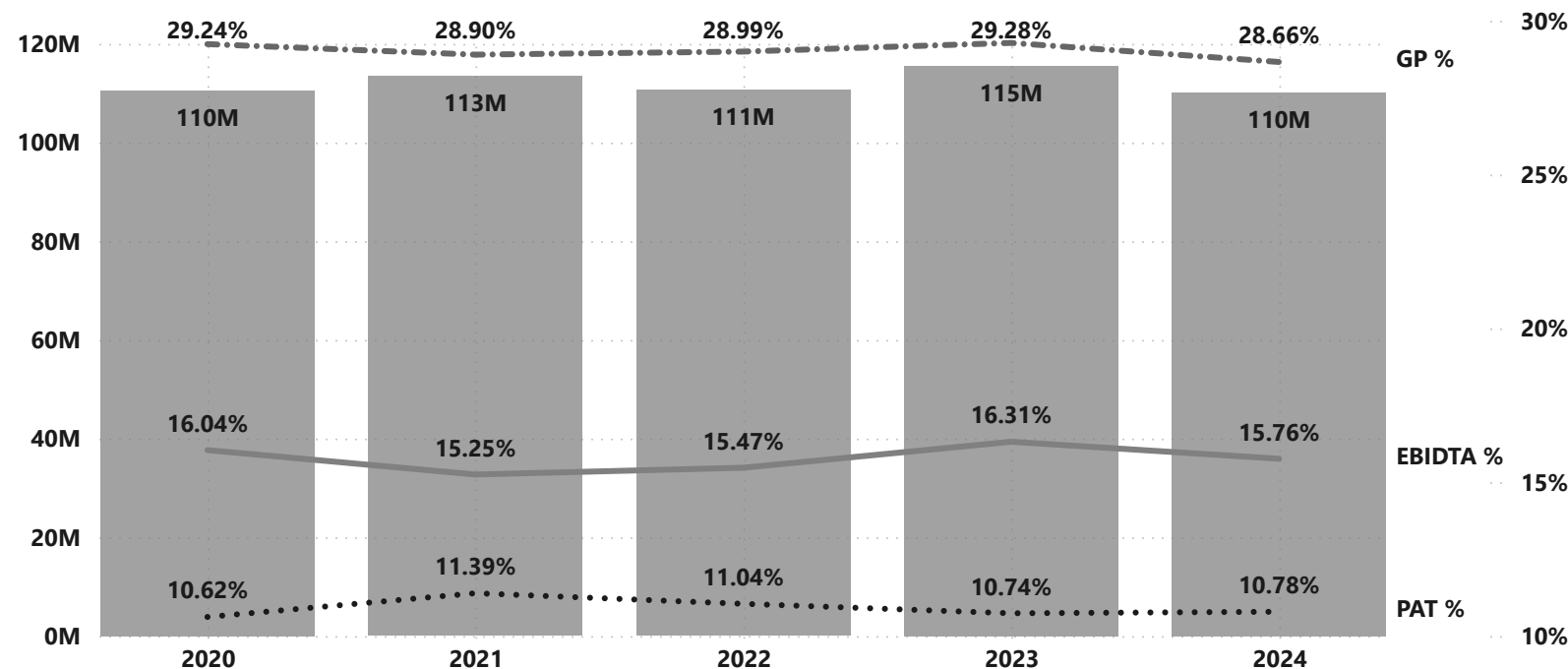
-4.67%

YoY YTD Revenue

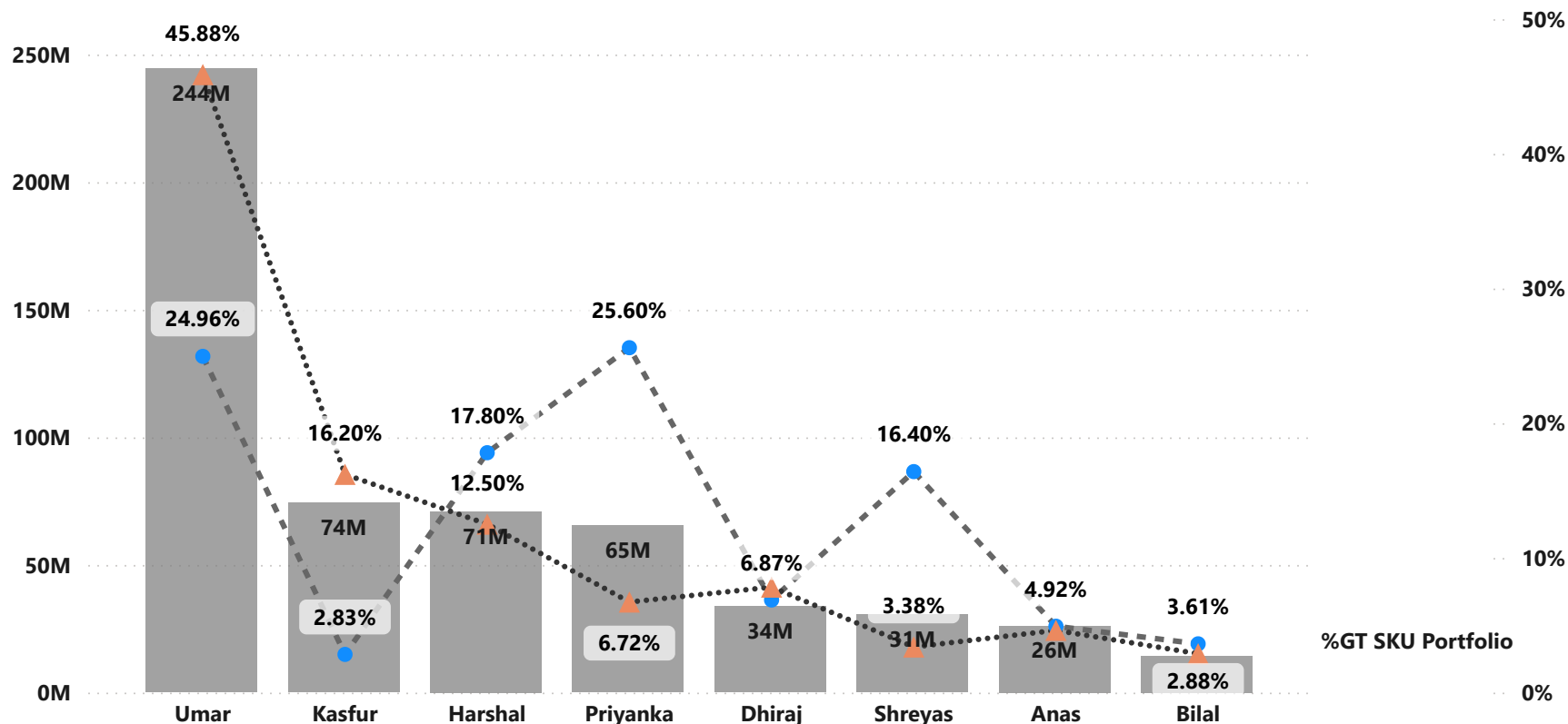
24.46%

YoY Monthly NR

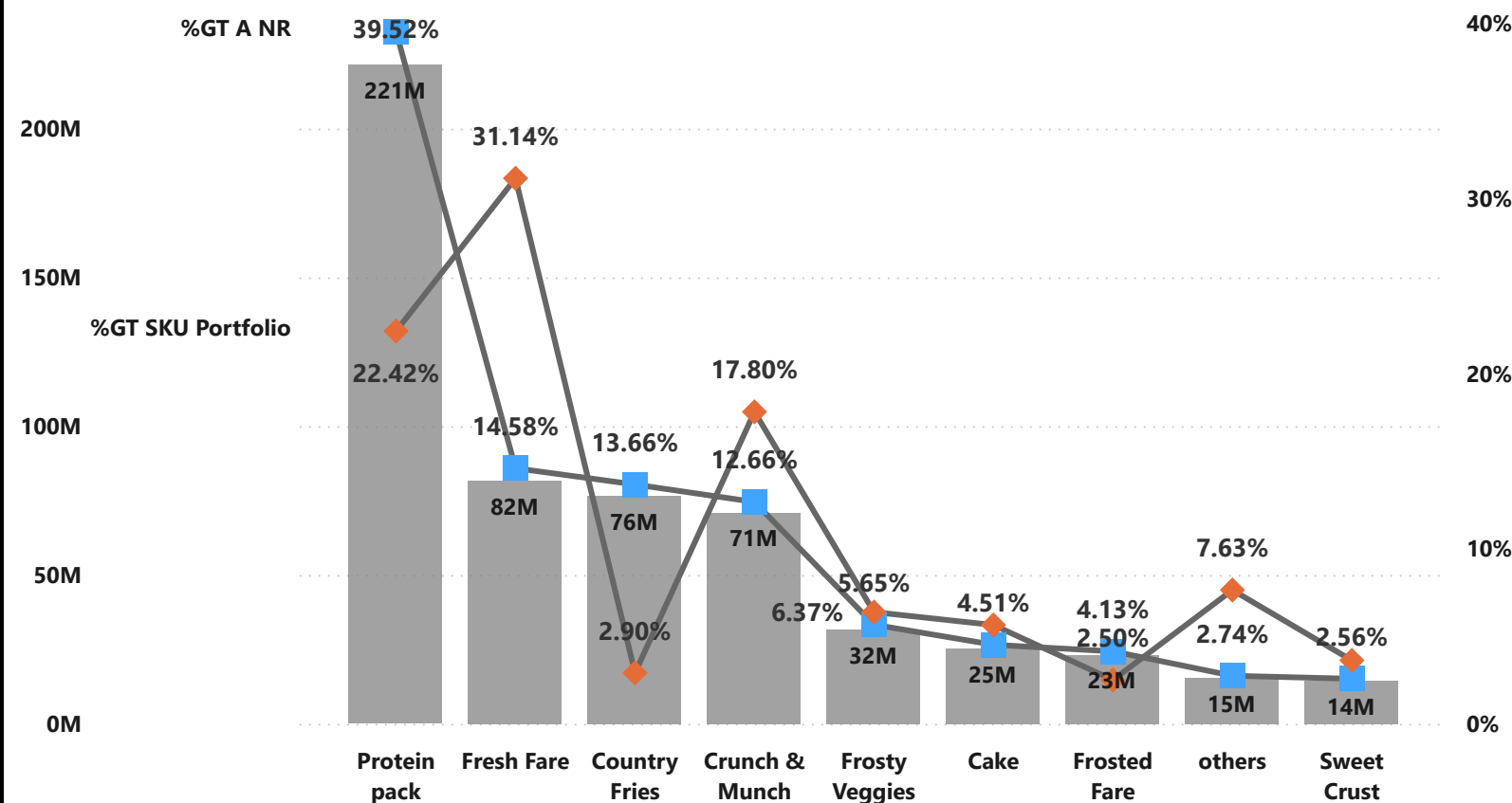
GP, EBIDTA, PAT Percentage on Net Revenue



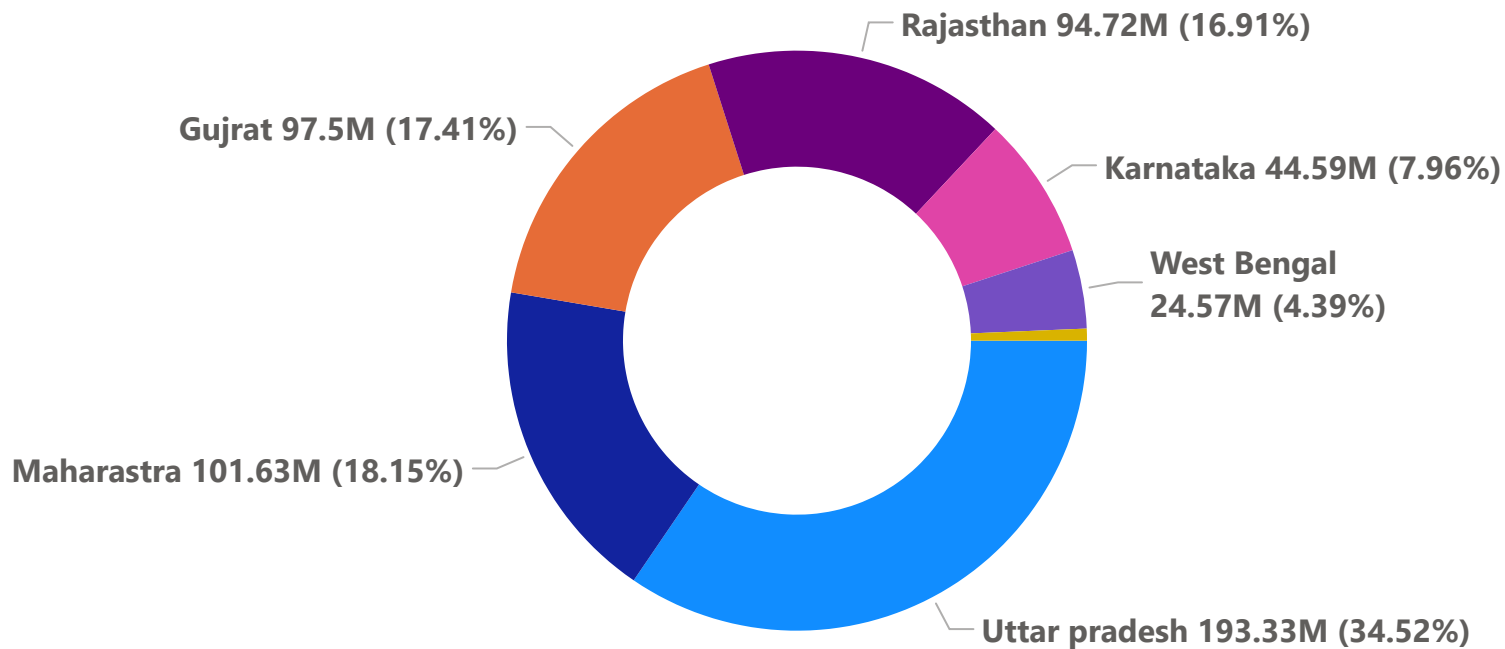
Gross profit and SKU distribution over NR by Cluster



SKU and NR % Contribution by Category Level



Net Revenue by Location



Financial Performance Analysis

4207	560.07M	162.50M	88.30M	61.13M	264.95K	110.06M	-4.67%	24.46%
SKU No.	Net Revenue	Gross Profit	EBITDA	Profit After Tax	Volume MT	Net Revenue YTD	YoY YTD Revenue	YoY Monthly NR

2020

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All

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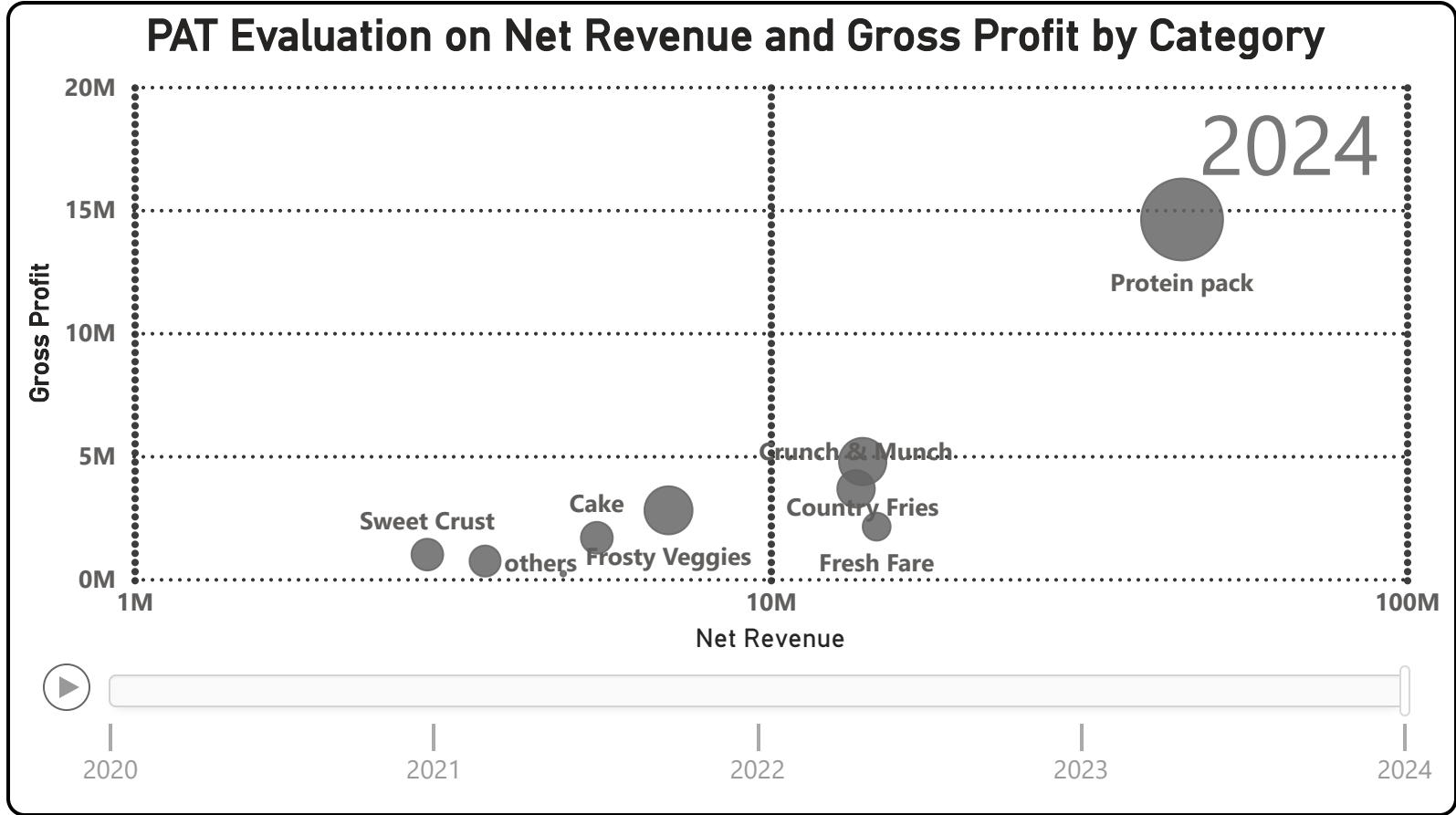
All

Channel

All

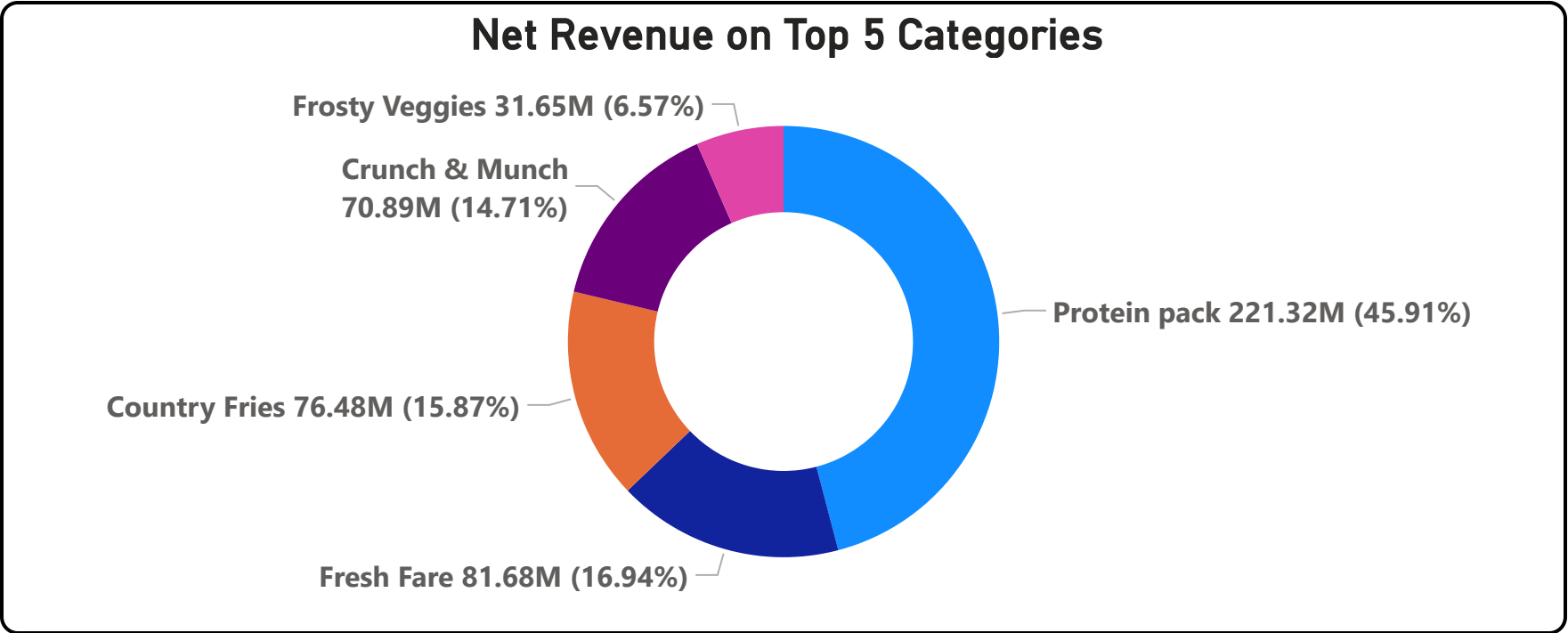
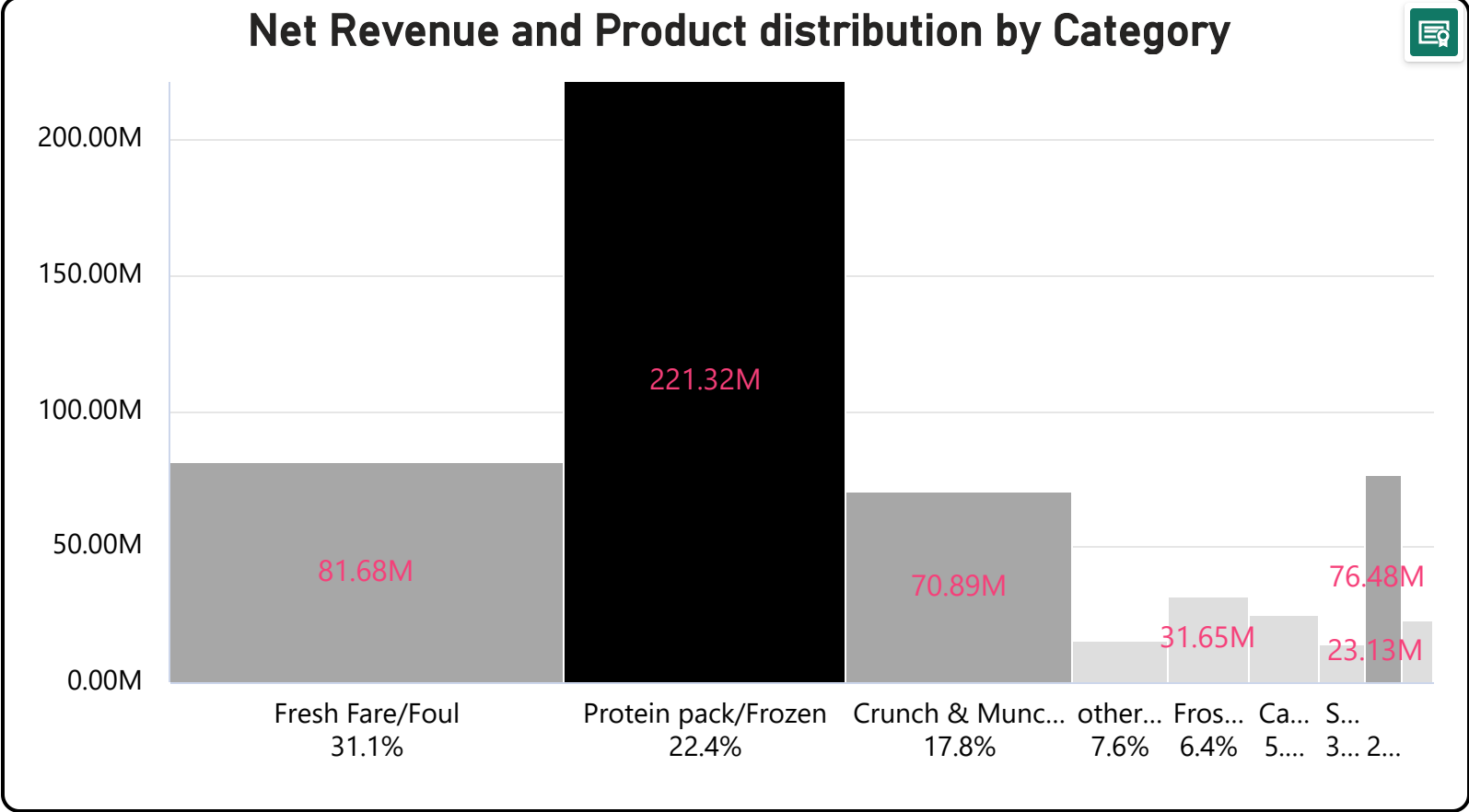
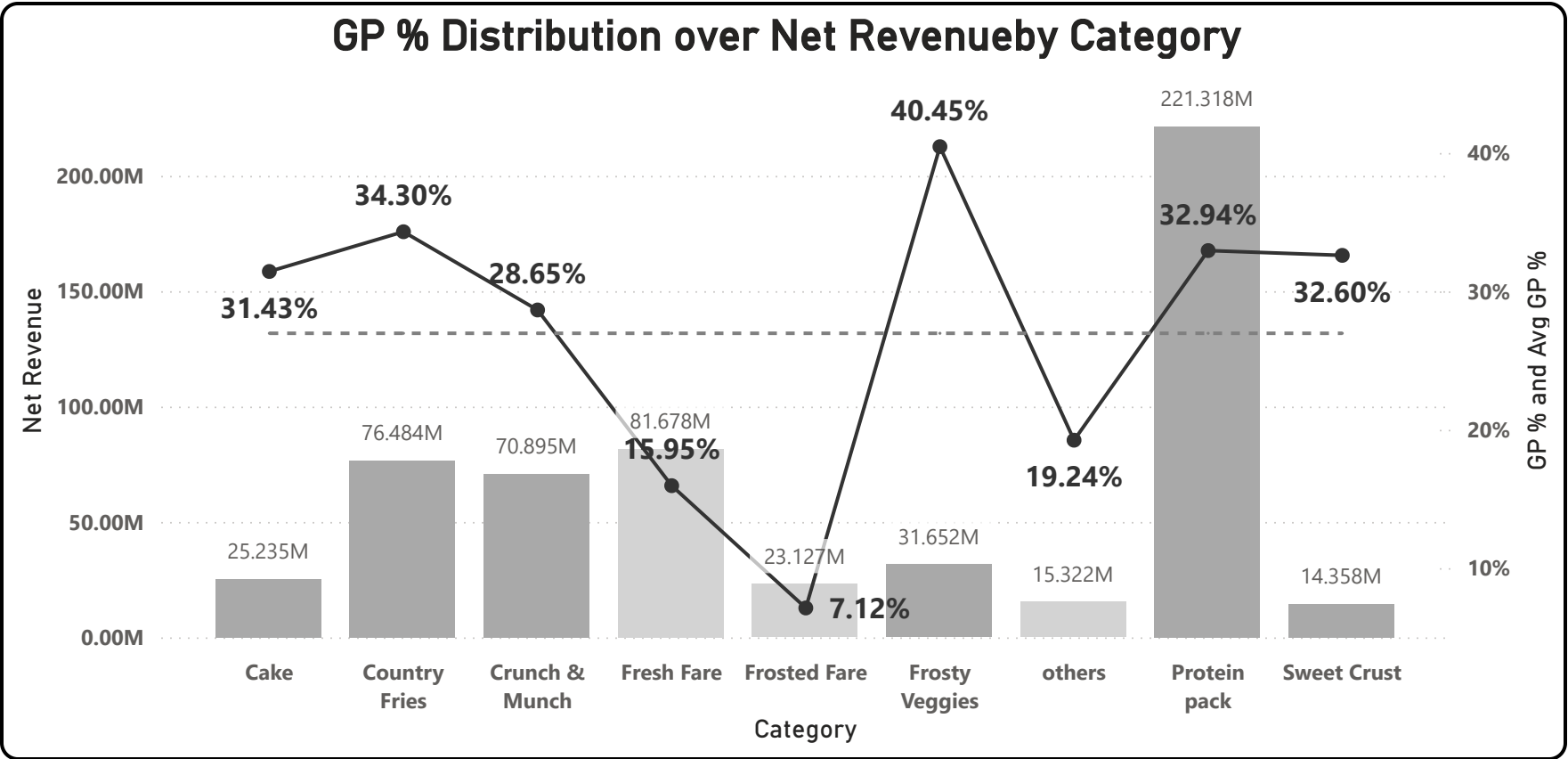
Location

All



GP % over Volume

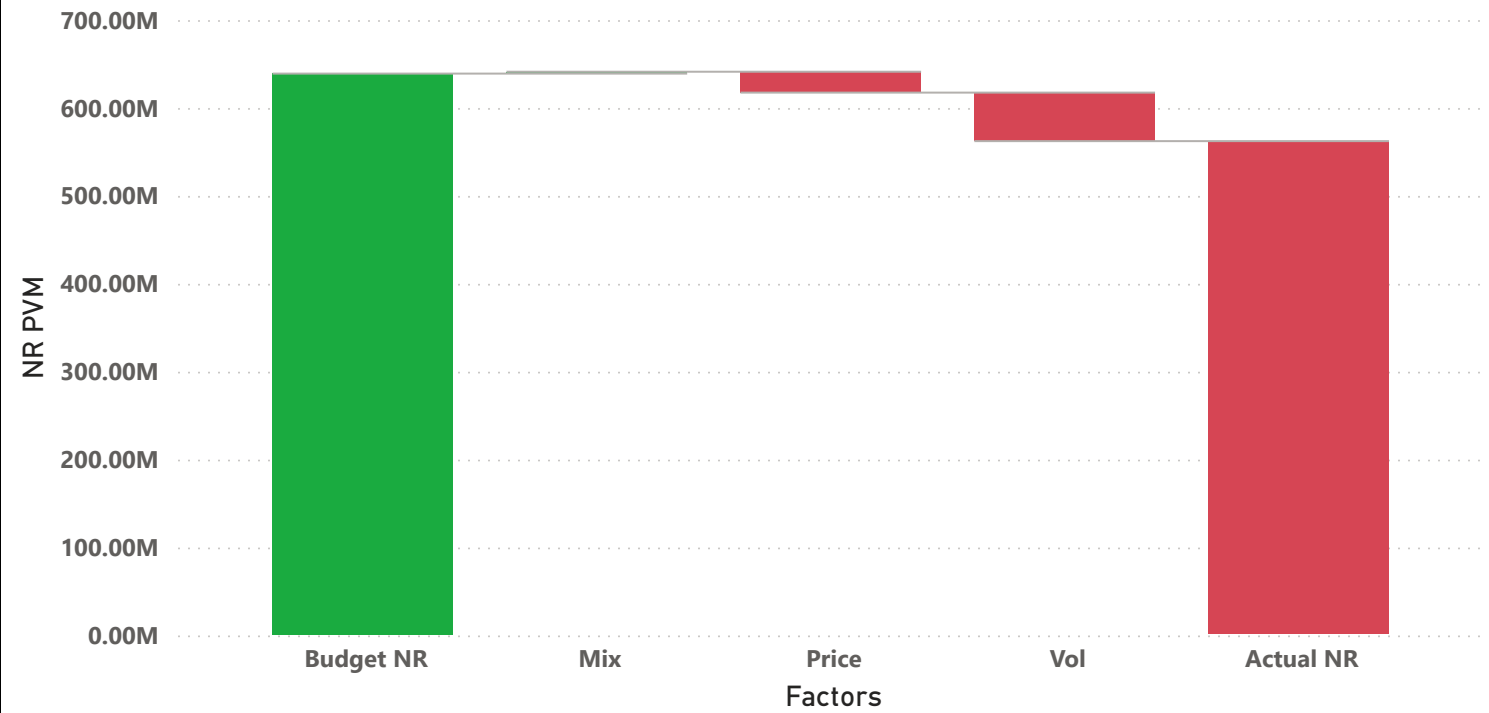
GP % over Net Revenue



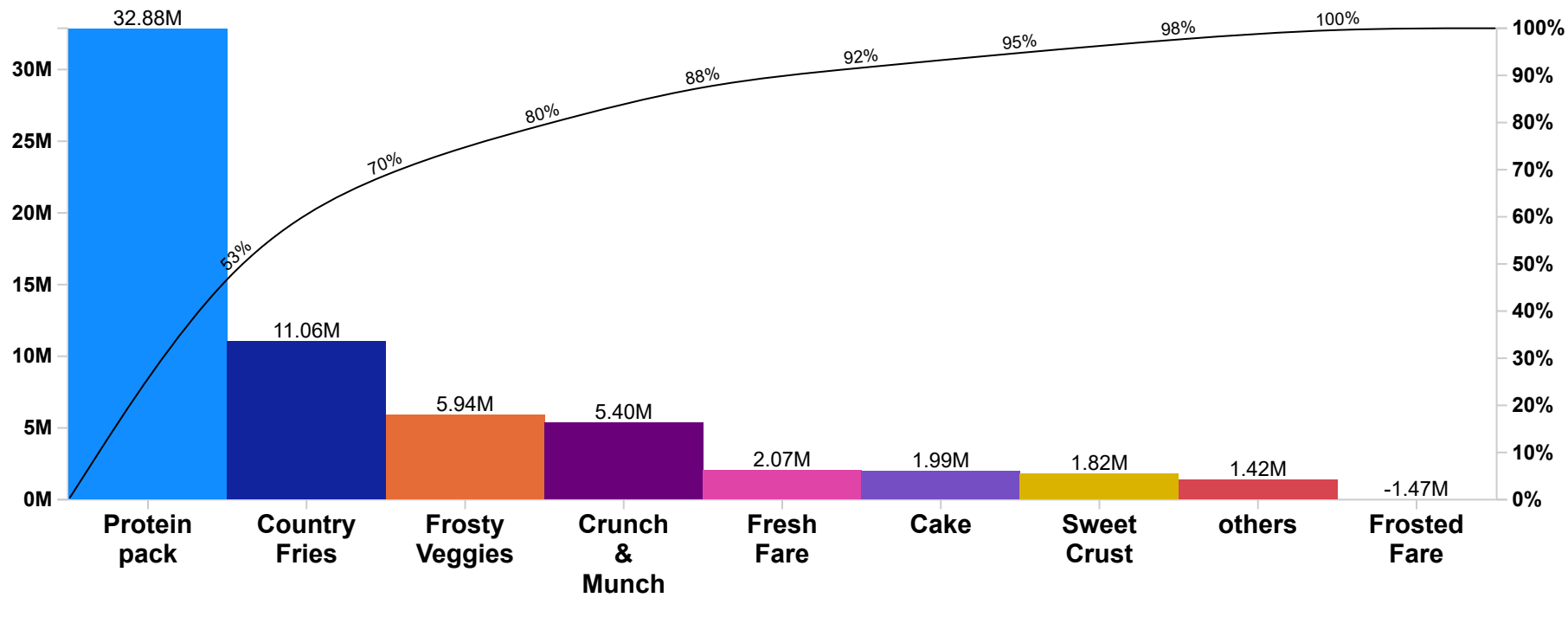
Financial Performance Analysis

4207	560.07M	162.50M	88.30M	61.13M	264.95K	110.06M	-4.67%	24.46%
SKU No.	Net Revenue	Gross Profit	EBITDA	Profit After Tax	Volume MT	Net Revenue YTD	YoY YTD Revenue	YoY Monthly NR

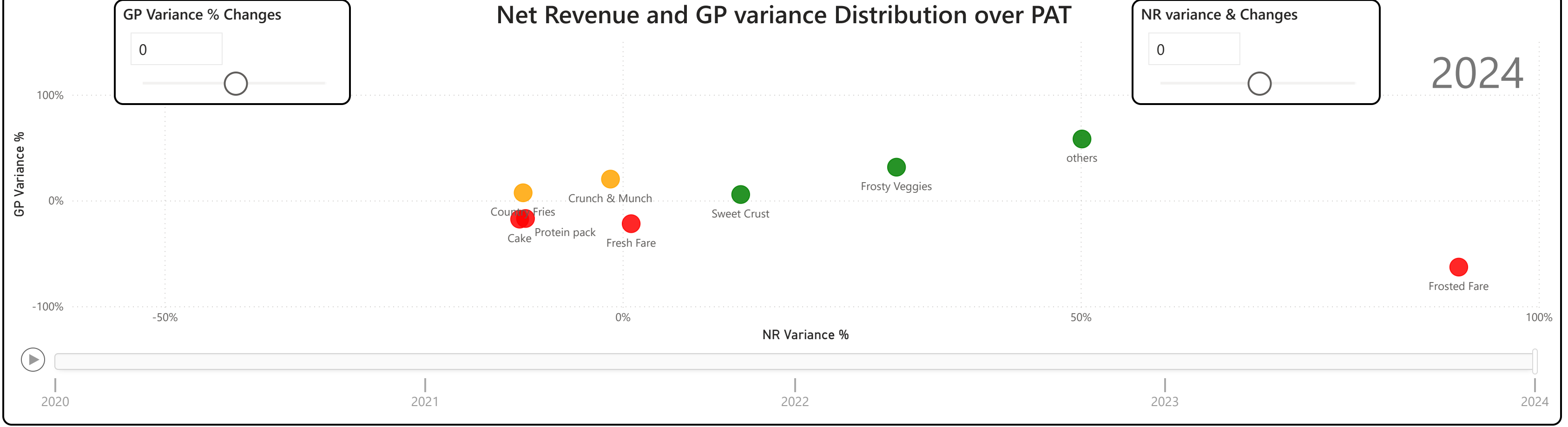
Net Revenue PVM by Factors



Parato Analysis by Category



Net Revenue and GP variance Distribution over PAT



Cost Analysis

278.62M

Raw Material

49.75%

Raw Material over NR

113.68M

T&D

16.11M

G&A

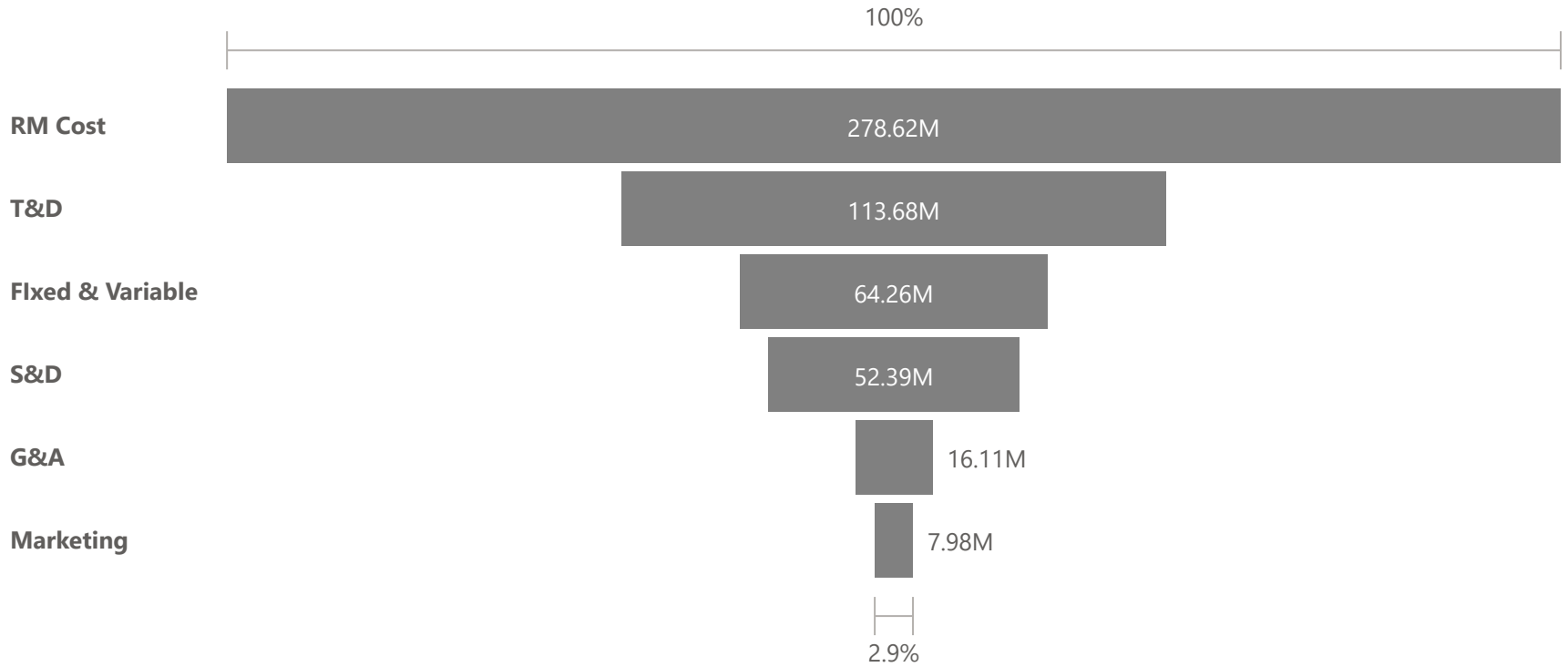
52.39M

S&D

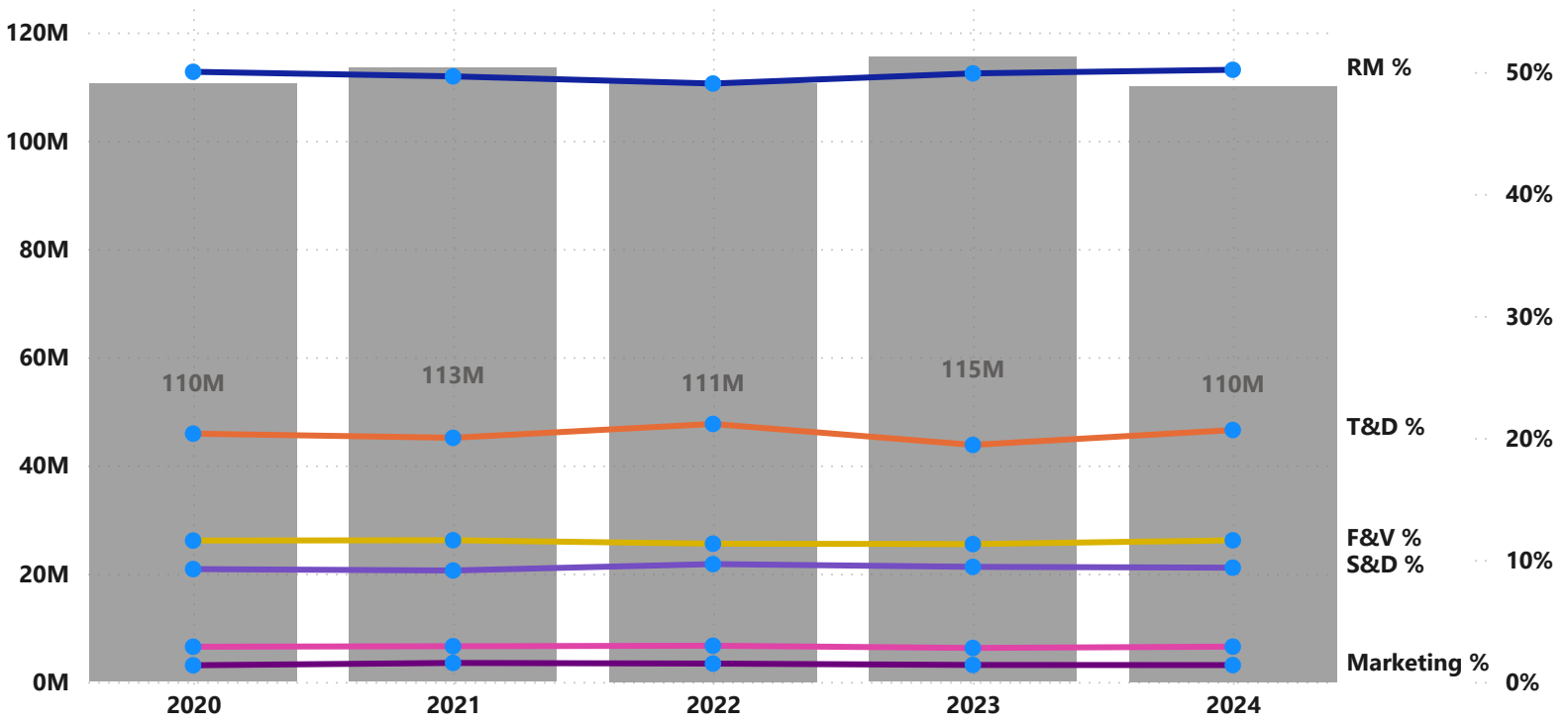
64.26M

Fixed & Variable

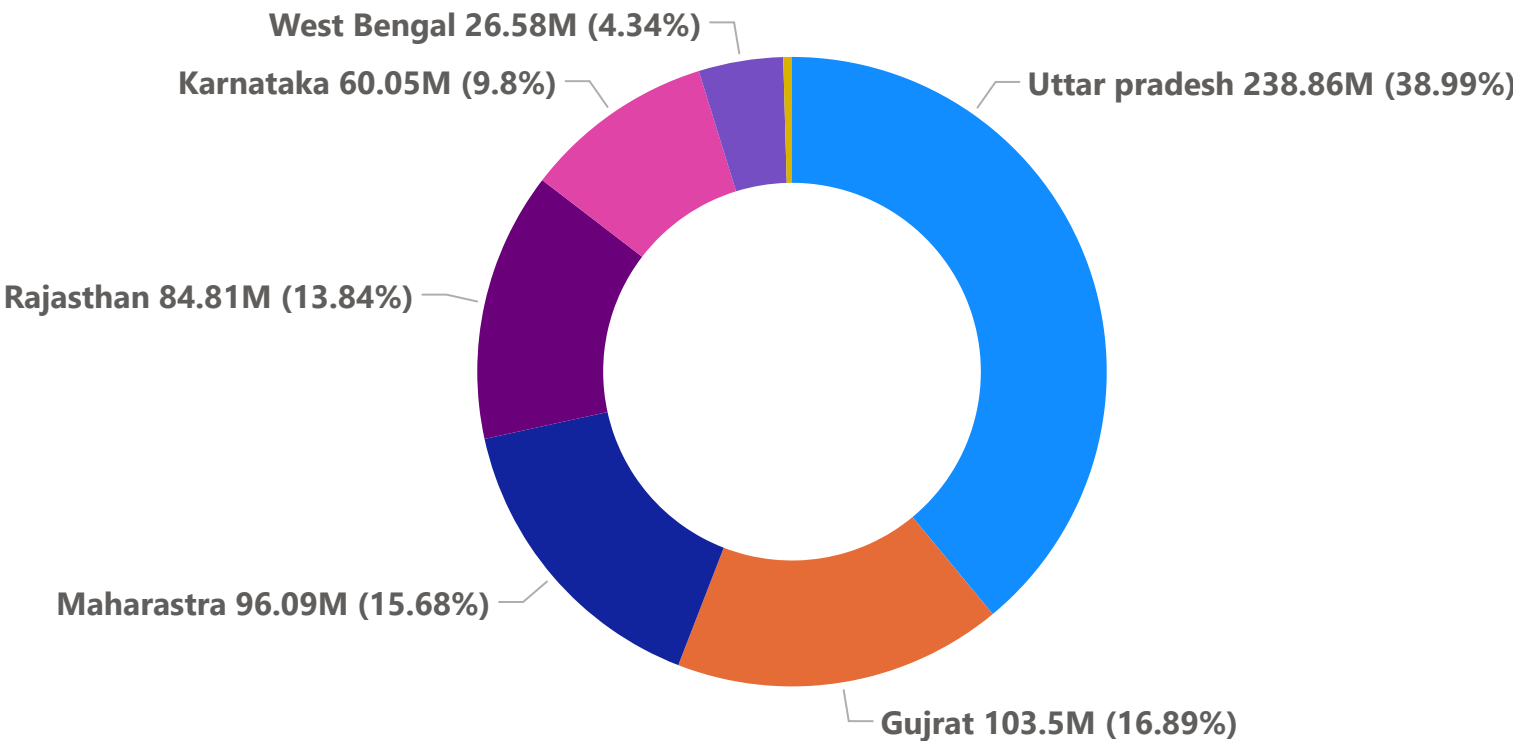
Total Cost Distribution



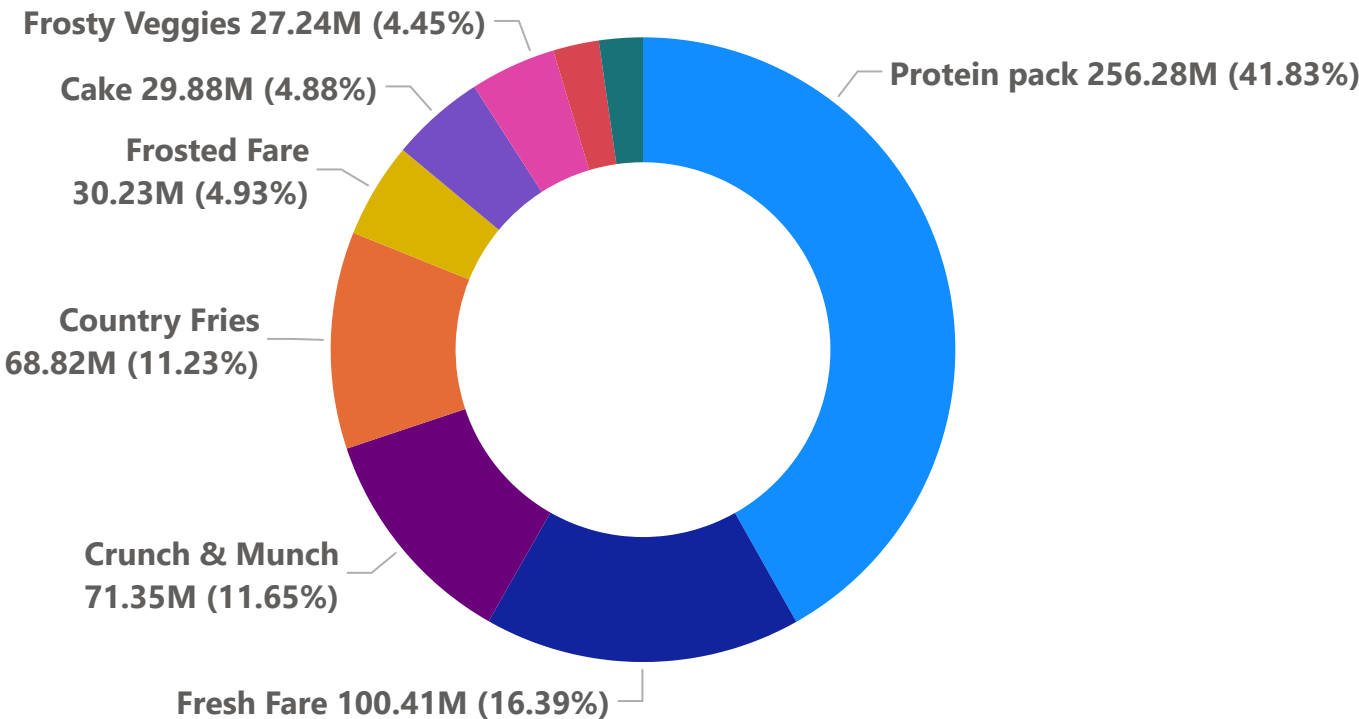
A NR, RM %, T&D %, Marketing %, G&A %, S&D % and F&V % by Year



Total Expenses by Location



Total Expenses by Category



2020

2021

2022

2023

2024

Month

All

Cluster Head

All

Category

All

Channel

All

Location

All

Budgeting Analysis

2020

2021

2022

2023

2024

Month

All

Cluster Head

All

Category

All

Channel

All

Location

All

560.07M

Net Revenue

264.95K

Volume MT

110.06M

Net Revenue YTD

-4.67%

YoY YTD Revenue

24.46%

YoY Monthly NR

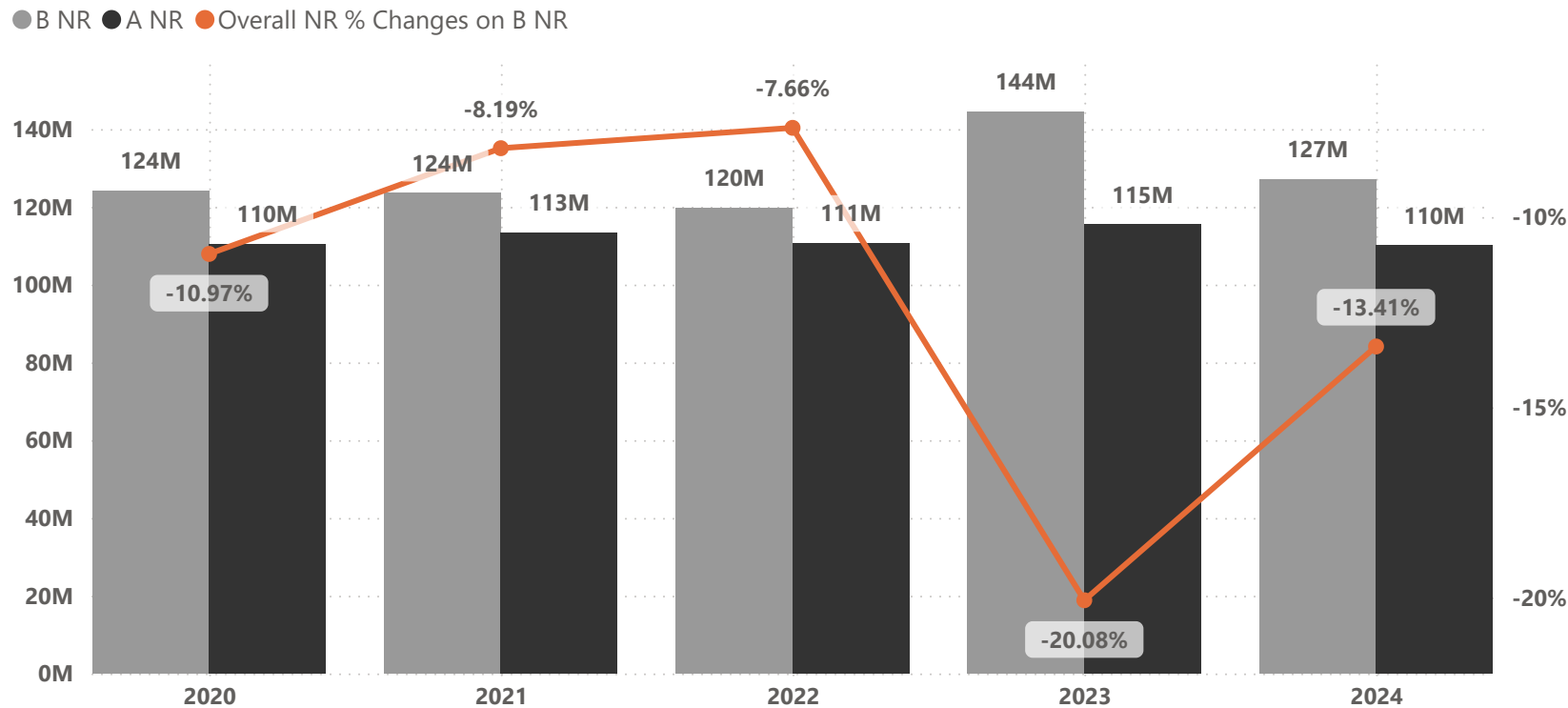
-12.36%

Overall NR % Changes...

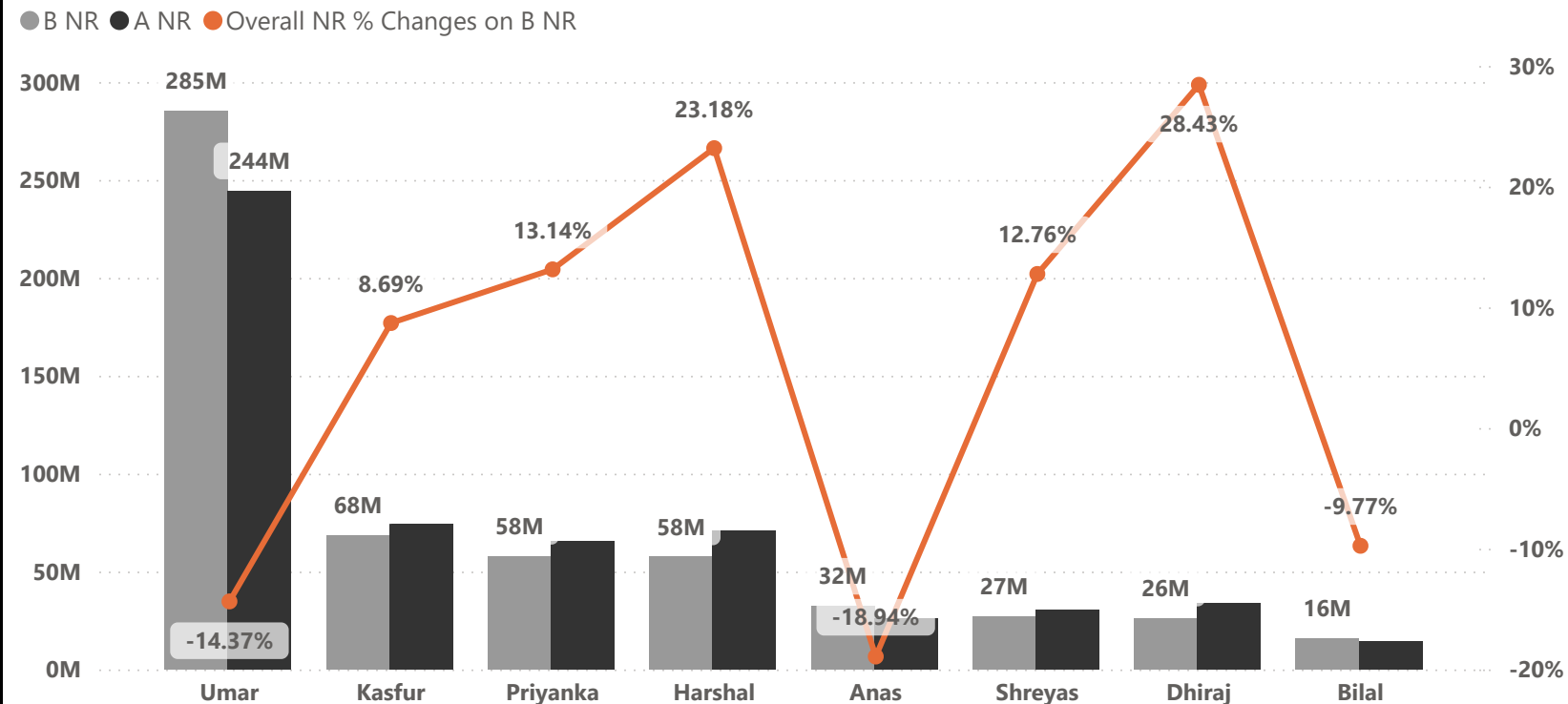
127.10M

B NR YTD

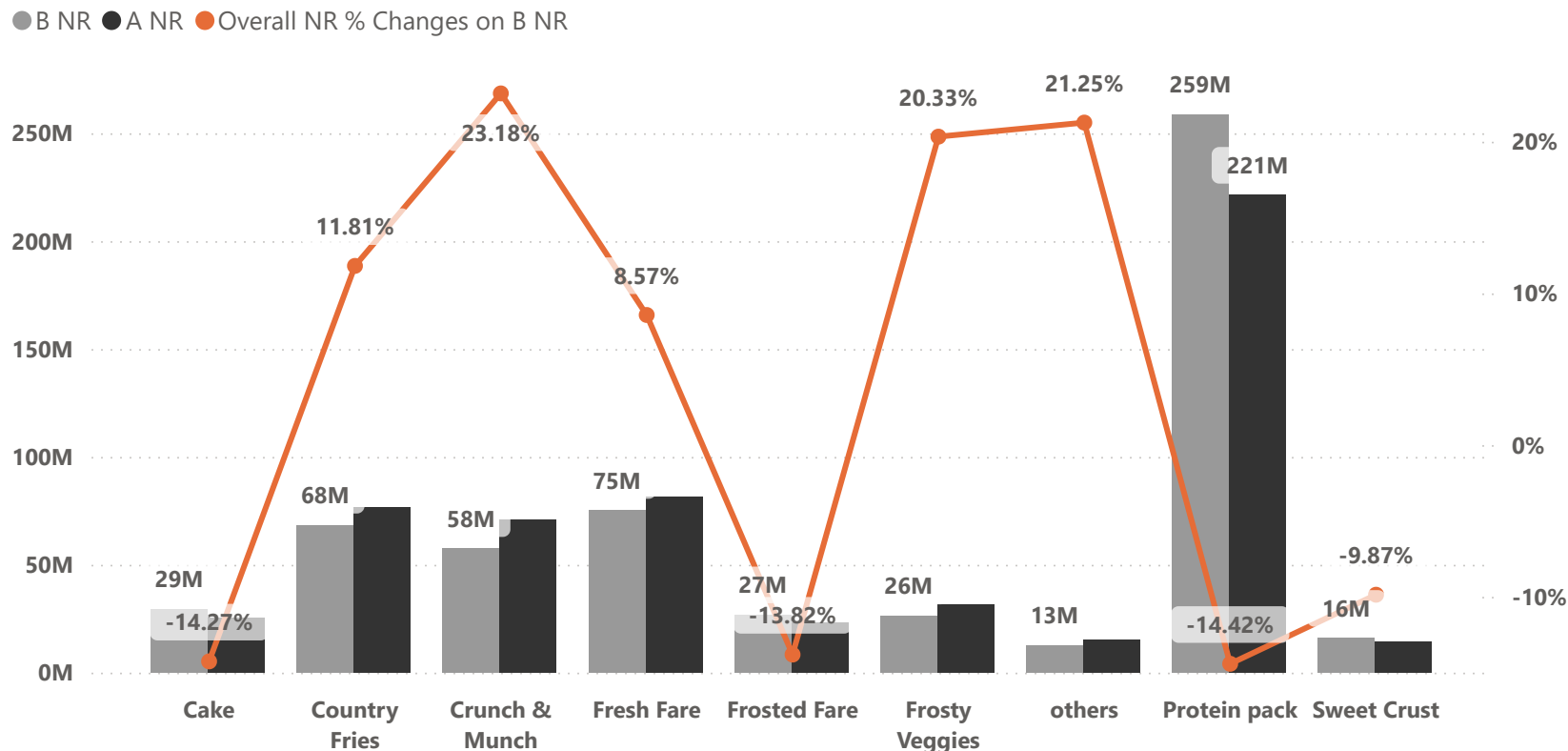
NR % Changes on Budget over Years



NR % Changes on Budget over Clusters



NR % Changes on Budget NR by Category



NR % Changes on Budget NR by Location

