

Filters

[2019](#)[2020](#)[2021](#)[2022 Est](#)[Vs LY](#)[Vs Target](#)[Q1](#)[Q2](#)[Q3](#)[Q4](#)[YTD](#)[YTG](#)

By Region/Country

[All](#)

By Stores

[All](#)

By Category

[All](#)

Abbreviations

BM=Benchmark | LY=Last Year
NS=Net Sales | GM=Gross Margin
| NP = Net Profit | Chg=change

All Values in millions \$

267.98M

Net Sales(\$)

BM: 111.37M | 140.61% ▲

37.10%

Gross Margin

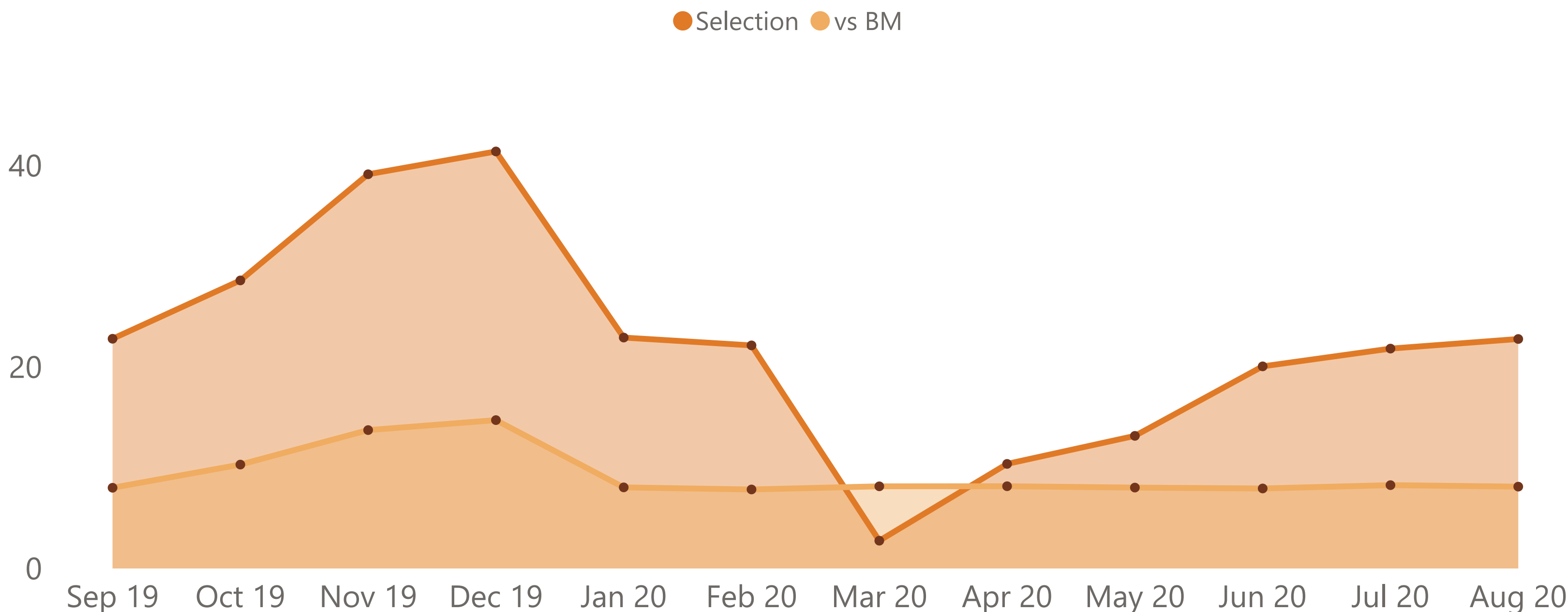
BM: 41.2% | -9.95% ▼

-0.85%

Net Profit

BM: 2.21% | -138.68% ▼

Net Sales Performance Over Time



Top / Bottom Cutomers and Products by Net Sales

Primary Parameter	Region	Values	-	Chg %
● Region	⊕ APAC	147.98		107.48
	⊕ EU	55.79		224.03
Secondary Parameter	⊕ LATAM	2.00		141.88
	⊕ NA	62.21		182.70
○ Category				
○ Market				
● Product				

Profit & Loss Statement

Line Item ▼	2020	BM	Chg	Chg %
Net Profit %	-0.85	2.21	-3.06	-138.68
Net Profit	-2.29	2.46	-4.75	-193.08
Operational Expense	-101.71	-43.43	-58.28	134.21
GM / Unit	4.79	4.25	0.53	12.49
Gross Margin %	37.10	41.20	-4.10	-9.95
Gross Margin	99.42	45.89	53.53	116.66
Total COGS	168.56	65.49	103.07	157.39
- Other Cost	1.10	0.51	0.59	115.02
- Freight Cost	7.16	2.64	4.52	171.47
- Manufacturing Cost	160.30	62.34	97.96	157.14
Net Sales	267.98	111.37	156.60	140.61
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
- Post Deductions	47.43	20.53	26.90	131.02
- Post Discounts	95.85	29.72	66.13	222.52
Net Invoice Sales	411.25	161.62	249.63	154.45
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Gross Sales	535.95	209.06	326.88	156.36