WEEKLY REPORT

Mars 31st – April 6th

Monday Morning Meeting

				Maı	r 31st - Apr 6th				Year-to-date								
	Growth vs.														Growth vs.		
(SEK '000)	Actual	Last Week	LY	2023	Budget(1) Last Week	LY	2023	Budget(1)	March	LY	2023	Budget(1)	LY	2023	Budget(1)	vs. LY	
Online Gross Revenue	1,027	1,115	1,341	1,434	(7.9%)	(23.4%)	(28.4%)	n/m	832	1,121	1,217	-	(25.8%)	(31.7%)	-	-	
Returns	37	26	64	116	44.4%	(42.5%)	(68.2%)	n/m	36	64	110	-	(43.9%)	(67.4%)	-	-	
Return Rate %	3.6 %	2.3 %	4.8 %	8.1 %	56.5%	(25.0%)	(55.6%)	n/m	4.3%	5.7%	9.1%	-	(24.6%)	(52.7%)	-	-	
Online Net Revenue	990	1,090	1,277	1,318	(9.1%)	(22.4%)	(24.9%)	n/m	796	1,057	1,107	-	(24.7%)	(28.1%)	-	-	
Retail Concept Store	66	1,166	41	75	(94.4%)	62.1%	(12.1%)	n/m	-	-	-	-	-	-	-	-	
Retail Pop-ups, Outlets	0	0	0	0	0.0%	0.0%	0.0%	n/m	-	-	-	-	-	-	-	-	
Retail Net Revenue	66	1,166	41	75	(94.4%)	62.1%	(12.1%)	n/m	47	30	427	-	56.7%	(88.9%)	-	-	
Wholesale Net Revenue	6	566	49	1	(98.8%)	(86.7%)	717.1%	n/m	6	49	1	-	(86.7%)	717.1%	-	-	
Total Net Revenue	1,063	2,822	1,366	1,394	(62.3%)	(22.2%)	(23.8%)	n/m	-	-	-	-	-	-	-	-	
Returning Customers	305	324	423	407	(5.9%)	(27.9%)	(25.1%)	n/m	262	359	372	-	(27.0%)	(29.6%)	-	-	
New customers	228	271	279	344	(15.9%)	(18.3%)	(33.7%)	n/m	188	238	283	-	(21.0%)	(33.6%)	-	-	
Marketing Spend	78	79	234	346	(1.2%)	(66.4%)	(77.3%)	n/m	67	202	243	-	(66.9%)	(72.4%)	-	-	
Online Cost of Sale(3)	7.6 %	7.1 %	17.4 %	24.1 %	7.3%	(56.1%)	(68.3%)	n/m	8.0%	18.0%	19.9%	-	(55.3%)	(59.6%)	-	-	

⁽¹⁾ April onwards reflects Budget (constructed in Mar-23). Earlier months reflect New Case (constructed in Aug-22).

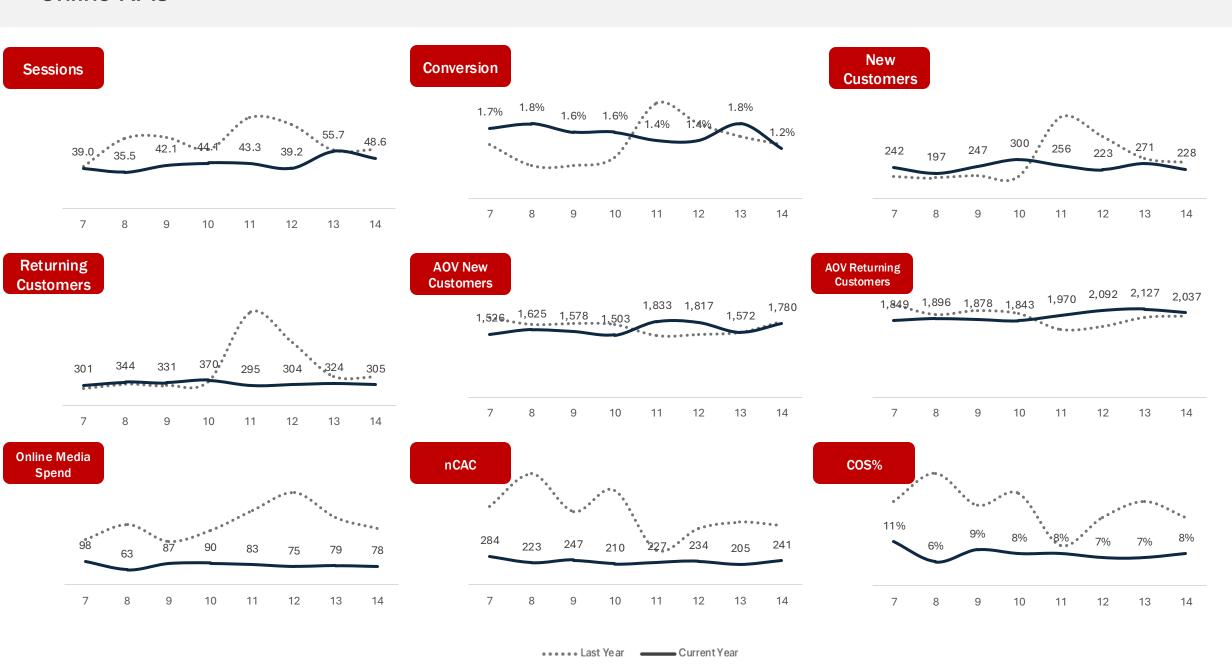
⁽²⁾ Not meaningful as we do not budget WHS weekly.

⁽³⁾ Not meaningful due to change in sales seasons.

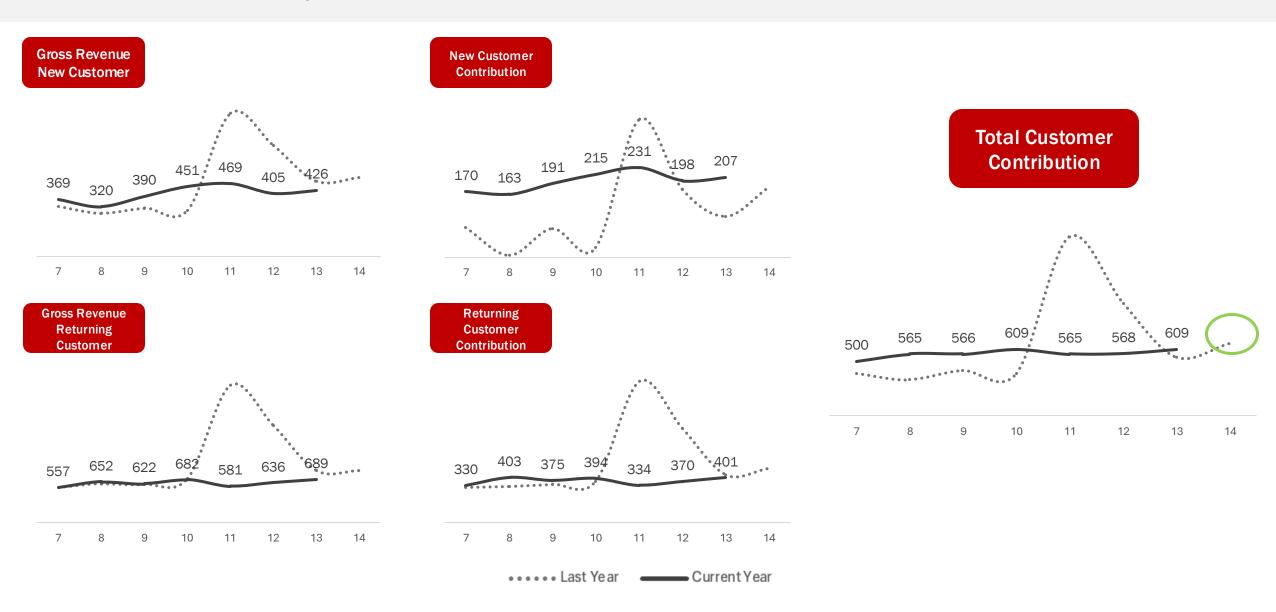
Top Markets

(SEK '000)				Feb 3	Brd - Feb 9	th							Y/Y	GROWTH	%								SOB%				
Markets	7	8	9	10	11	12	13	14	8-week avg.	7	8	9	10	11	12	13	14	8-week avg.	7	8	9	10	11	12	13	14	8-week avg.
US	380	439	427	468	403	367	424	435	418	2	20	12	19	(60)	(52)	(11)	(26)	(23)	41	45	42	41	38	35	38	42	40
GB	126	160	140	161	178	209	130	154	157	(9)	72	33	26	(58)	(28)	(31)	2	(17)	14	16	14	14	17	20	12	15	15
SE	100	99	118	134	113	127	127	113	116	2	(2)	(10)	19	(75)	(52)	(2)	(22)	(35)	11	10	12	12	11	12	11	11	11
DE	49	51	73	88	78	75	90	82	73	1	(35)	15	(6)	(71)	(55)	37	(1)	(32)	5	5	7	8	7	7	8	8	7
AU	33	18	35	17	20	21	44	33	28	(41)	(9)	27	(71)	(83)	(78)	(30)	(27)	(54)	3	2	3	1	2	2	4	3	3
СН	24	35	11	33	18	16	54	19	26	194	(20)	(79)	120	(84)	(68)	69	(47)	(40)	3	4	1	3	2	2	5	2	2
FR	16	16	28	23	26	22	21	19	21	(54)	(25)	39	(44)	(77)	(58)	(54)	(48)	(53)	2	2	3	2	2	2	2	2	2
BE	3	14	3	18	9	8	5	15	9	(41)	75	(67)	236	(81)	(40)	(63)	86	(31)	0	1	0	2	1	1	0	1	1
NL	29	13	28	19	24	41	17	14	23	144	(58)	146	1	(69)	(22)	(62)	(53)	(33)	3	1	3	2	2	4	1	1	2
IT	8	11	6	10	9	8	8	10	9	17	133	(19)	362	(73)	(68)	(58)	(55)	(42)	1	1	1	1	1	1	1	1	1
НК	7	6	9	6	4	5	4	10	6	(29)	(38)	87	(43)	(95)	(92)	(69)	9	(73)	1	1	1	1	0	0	0	1	1
ES	21	6	19	11	8	9	16	10	12	931	6	271	(4)	(65)	(73)	(39)	(42)	(20)	2	1	2	1	1	1	1	1	1
SG	10	5	5	2	9	7	10	9	7	89	(36)	(48)	(47)	(74)	(77)	(24)	(33)	(52)	1	0	0	0	1	1	1	1	1
ROW	126	107	118	143	150	130	170	83	128	28	(1)	14	31	(63)	(65)	(11)	(50)	(34)	14	11	12	13	14	12	15	8	12
Total	926	973	1012	1133	1051	1042	1116	1028	1035	4	8	9	13	(67)	(54)	(15)	(23)	(30)	100	100	100	100	100	100	100	100	100

Online KPIs

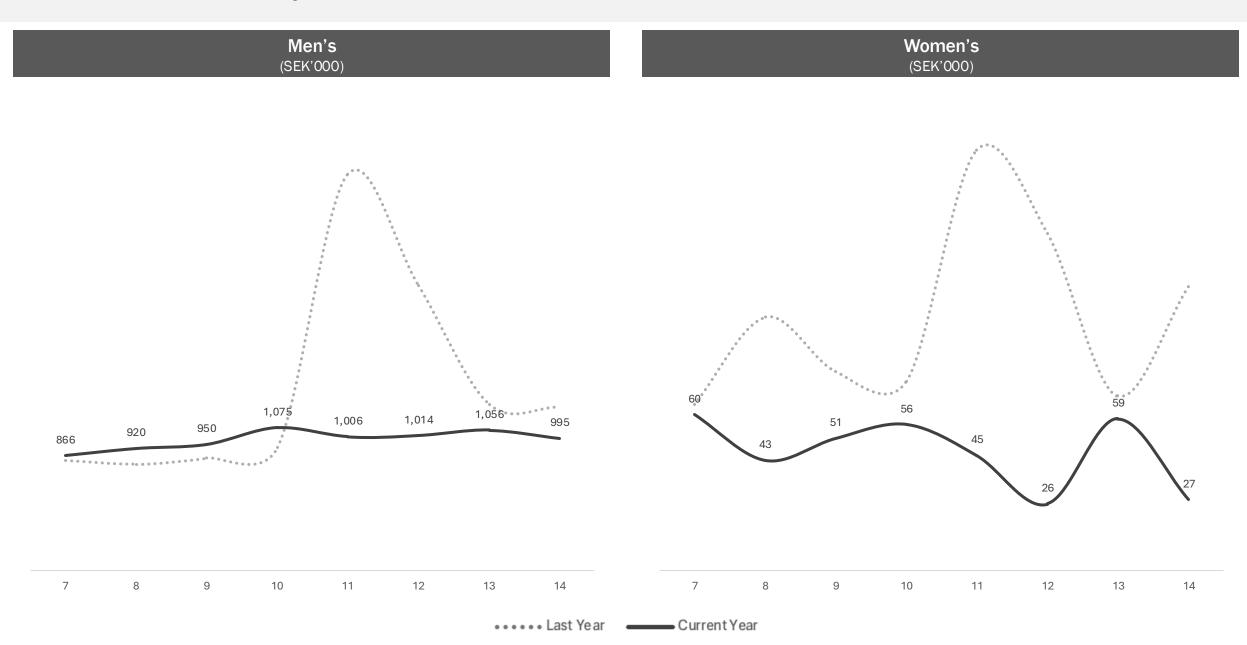


Estimated Contribution per Customer Cohort



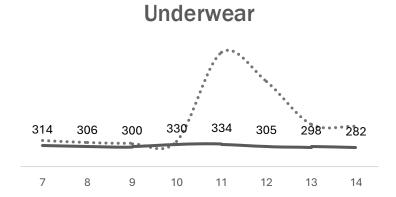
^{*}Same margin assumption for New/Returning, 70% of paid media towards New customers, 30% towards Returning customers.

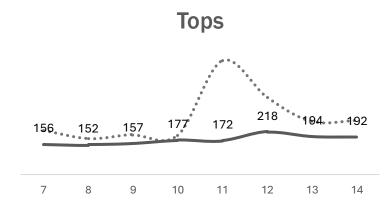
Online Gross Revenue by Gender

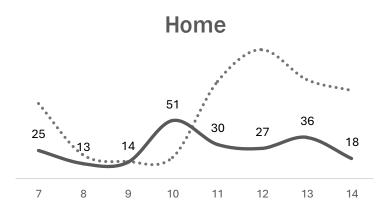


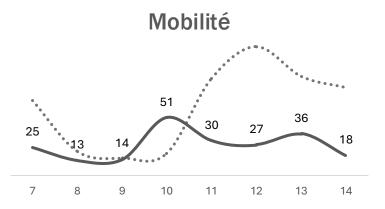
Online Gross Revenue by Gender

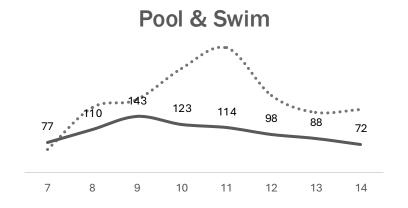


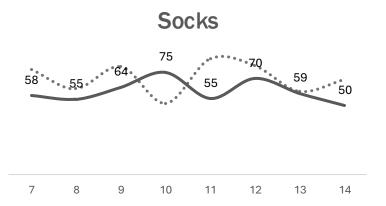






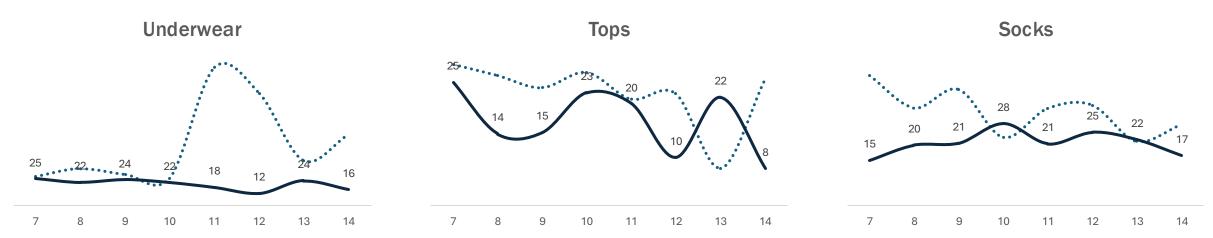


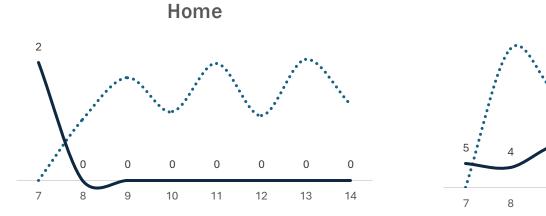


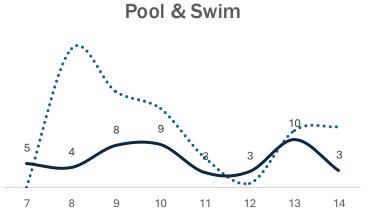


Online Gross Revenue by Gender









Online Gross Revenue by Category

(SEK'000)					Y/Y	GROWTH	%							Y/1	r GROWTH	I %								SOB %				
Gender	Category	7	8	9	10	11	12	13	14	8-week avg	7	8	9	10	11	12	13	14	8-week avg	7	8	9	10	11	12	13	14	8-week avg
Men	Underwear	314	306	300	330	334	305	298	282	309	(20%)	(14%)	(12%)	(13%)	(80%)	(76%)	(53%)	(53%)	(56%)	45%	44%	41%	40%	44%	41%	40%	43%	42%
	Tops	156	152	157	177	172	218	194	192	177	(31%)	(17%)	(22%)	(12%)	(71%)	(45%)	(29%)	(30%)	(39%)	22%	22%	21%	21%	23%	29%	26%	29%	24%
	Swimwear	71	100	132	112	105	94	70	56	92	95%	(37%)	(22%)	(52%)	(65%)	(51%)	(52%)	(59%)	(46%)	10%	14%	18%	14%	14%	13%	9%	9%	13%
	Socks	58	55	64	75	55	70	59	50	61	(25%)	(12%)	(20%)	43%	(35%)	(12%)	(3%)	(28%)	(14%)	8%	8%	9%	9%	7%	9%	8%	8%	8%
	Home	25	13	14	51	30	27	36	18	27	(62%)	(37%)	(5%)	168%	(65%)	(76%)	(58%)	(77%)	(56%)	4%	2%	2%	6%	4%	4%	5%	3%	4%
	Poolwear	7	10	11	10	10	4	18	16	11	(69%)	30%	(31%)	(70%)	(59%)	(40%)	131%	(34%)	(40%)	1%	1%	2%	1%	1%	1%	2%	2%	1%
	Mobilité	10	23	8	11	12	2	11	12	11	87%	69%	(64%)	22%	(95%)	(98%)	(76%)	(73%)	(81%)	1%	3%	1%	1%	2%	-	1%	2%	2%
-	Total	640	659	685	765	718	720	687	626	688	(23%)	(18%)	(19%)	(17%)	(76%)	(66%)	(45%)	(49%)	(50%)	91%	94%	93%	93%	94%	97%	92%	96%	94%
Women	Underwear	25	22	24	22	18	12	24	16	20	(7%)	(36%)	(16%)	(16%)	(86%)	(89%)	(45%)	(77%)	(65%)	4%	3%	3%	3%	2%	2%	3%	2%	3%
	Tops	25	14	15	23	20	10	22	8	17	(13%)	(45%)	(38%)	(15%)	(4%)	(57%)	190%	(70%)	(25%)	4%	2%	2%	3%	3%	1%	3%	1%	2%
	Swimwear	5	4	8	9	3	3	10	3	6	-	(86%)	(57%)	(46%)	(50%)	266%	(16%)	(72%)	(52%)	1%	1%	1%	1%	-	-	1%	1%	1%
	Socks	3	2	3	3	3	1	4	1	3	(66%)	(79%)	24%	(5%)	2%	(28%)	9%	(79%)	(42%)	-	-	-	-	-	-	-	-	-
	Home	2	0	0	0	0	0	0	0	0	-	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(100%)	(81%)	-	-%	-%	-%	-%	-%	-%	-%	-
	Total	60	43	51	56	45	26	59	27	46	(6%)	(57%)	(34%)	(23%)	(73%)	(80%)	(13%)	(75%)	(53%)	9%	6%	7%	7%	6%	3%	8%	4%	6%
Grand To	tal	700	702	737	822	763	746	746	653	734	(21%)	(22%)	(20%)	(18%)	(76%)	(67%)	(43%)	(51%)	(50%)	100%	100%	100%	100%	100%	100%	100%	100%	100%

Top Online Products by New and Returning Customer

New Customers

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Returning Customers

(SEK '000

Rank	Gender	Category	Product	Color	Gross Revenue Sales	Qty S	SOB%	Rank	Gender	Category	Product	Color	Gross Revenue	Sales Qty	SOB%
1	MEN	UNDERWEAR	12 X BOXER BRIEFS	BLACK	15.2	5	5.6%	1	MEN	UNDERWEAR	3 X BOXER BRIEFS	BLACK	17.7	23	4.6%
2	MEN	TOPS	MIDWEIGHT T-SHIRT	WHITE	14.5	17	5.3%	2	MEN	TOPS	3 X MIDWEIGHT T-SHIRT	WHITE	17.2	8	4.5%
3	MEN	UNDERWEAR	3 X BOXER BRIEFS	BLACK	11.4	12	4.2%	3	MEN	UNDERWEAR	12 X BOXER BRIEFS	BLACK	17.0	6	4.4%
4	MEN	UNDERWEAR	6 X BOXER BRIEFS	BLACK	11.2	7	4.1%	4	MEN	UNDERWEAR	WOOL BOXER BRIEF	BLACK	16.4	40	4.2%
5	MEN	SWIMWEAR	SWIM SHORTS SATIN TWILL	BLACK	9.6	5	3.5%	5	MEN	UNDERWEAR	6 X BOXER BRIEFS	BLACK	14.0	9	3.6%
6	MEN	UNDERWEAR	3 X BOXER TRUNKS	BLACK	9.4	10	3.5%	6	MEN	TOPS	MIDWEIGHT T-SHIRT	NAVY	13.2	17	3.4%
7	MEN	TOPS	3 X MIDWEIGHT T-SHIRT	WHITE	9.1	4	3.3%	7	MEN	TOPS	MIDWEIGHT T-SHIRT	WHITE	11.8	17	3.1%
8	MEN	UNDERWEAR	WOOL BOXER BRIEF	BLACK	7.0	13	2.6%	8	MEN	UNDERWEAR	3 X BOXER SHORTS	BLACK	10.7	11	2.8%
9	MEN	TOPS	MIDWEIGHT T-SHIRT	BLACK	6.8	8	2.5%	9	MEN	UNDERWEAR	3 X BOXER BRIEFS	WHITE	10.6	13	2.7%
10	MEN	UNDERWEAR	3 X BOXER BRIEFS	OLIVE GREEN	6.6	7	2.4%	10	MEN	TOPS	2 X HEAVY WEIGHT T-SHIRT	BLACK	9.8	5	2.5%
11	MEN	TOPS	WOOLT-SHIRT	BLACK	6.3	4	2.3%	11	MEN	TOPS	2 X RIB TANK TOP	OFF BLACK+WHITE	9.0	5	2.3%
12	MEN	TOPS	MIDWEIGHT T-SHIRT	NAVY	6.0	8	2.2%	12	MEN	UNDERWEAR	3 X BOXER BRIEFS	OLIVE GREEN	9.0	12	2.3%
13	MEN	UNDERWEAR	3 X BOXER BRIEFS	WHITE	5.9	6	2.2%	13	MEN	SWIMWEAR	SWIM TRUNKS DRY NYLON POPLIN	DARK OLIVE	8.5	4	2.2%
14	MEN	UNDERWEAR	BOXER BRIEFS	BLACK	5.6	14	2.1%	14	MEN	TOPS	3 X MIDWEIGHT T-SHIRT	BLACK	8.4	4	2.2%
15	MEN	HOME	HOME ROBE	BLACK	4.6	1	1.7%	15	MEN	SWIMWEAR	SWIM SHORTS SATIN TWILL	BLACK	7.3	4	1.9%
16	MEN	TOPS	T-SHIRT HEAVYWEIGHT	WHITE	4.6	4	1.7%	16	MEN	UNDERWEAR	6 X BOXER TRUNKS	BLACK	7.0	4	1.8%
17	MEN	TOPS	3 X MIDWEIGHT T-SHIRT	BLACK	4.2	2	1.5%	17	MEN	TOPS	MIDWEIGHT T-SHIRT	STEEL BLUE	6.6	10	1.7%
18	MEN	UNDERWEAR	WOVEN BOXER SHORTS CLA	A: WHITE	4.0	5	1.5%	18	MEN	UNDERWEAR	3 X BOXER TRUNKS	BLACK	6.2	7	1.6%
19	MEN	UNDERWEAR	Y-BRIEFS	BLACK	3.9	11	1.4%	19	MEN	TOPS	T-SHIRT HEAVYWEIGHT	NAVY BLUE	5.9	12	1.5%
20	MEN	HOME	PYJAMA TROUSERS	BLACK	3.9	2	1.4%	20	MEN	UNDERWEAR	3 X BOXER SHORTS	OLIVE GREEN	5.5	5	1.4%
Top 20 Total	I				149.8	145	55.0%	Top 20 Total					211.9	216	54.9%
Grand Total					272.4	295	100.0%	Grand Total					385.7	485	100.0%

Top Online Products by New and Returning Customer

Men

(SEK '000)

Women (SEK '000)

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MEN	UNDERWEAR	12 X BOXER BRIEFS	BLACK	32.2	11	5.3%
MEN	UNDERWEAR	3 X BOXER BRIEFS	BLACK	29.1	35	4.8%
MEN	TOPS	3 X MIDWEIGHT T-SHIRT	WHITE	26.3	12	4.3%
MEN	TOPS	MIDWEIGHT T-SHIRT	WHITE	26.3	34	4.3%
MEN	UNDERWEAR	6 X BOXER BRIEFS	BLACK	25.2	16	4.1%
MEN	UNDERWEAR	WOOL BOXER BRIEF	BLACK	23.4	53	3.8%
MEN	TOPS	MIDWEIGHT T-SHIRT	NAVY	19.2	25	3.1%
MEN	SWIMWEAR	SWIM SHORTS SATIN TWILL	BLACK	16.9	9	2.8%
MEN	UNDERWEAR	3 X BOXER BRIEFS	WHITE	16.5	19	2.7%
MEN	UNDERWEAR	3 X BOXER TRUNKS	BLACK	15.7	17	2.6%
MEN	UNDERWEAR	3 X BOXER BRIEFS	OLIVE GREEN	15.6	19	2.6%
MEN	UNDERWEAR	3 X BOXER SHORTS	BLACK	13.9	14	2.3%
MEN	TOPS	2 X RIB TANK TOP	OFF BLACK+WHITE	12.6	7	2.1%
MEN	TOPS	3 X MIDWEIGHT T-SHIRT	BLACK	12.6	6	2.1%
MEN	TOPS	MIDWEIGHT T-SHIRT	BLACK	11.9	15	1.9%
MEN	TOPS	2 X HEAVY WEIGHT T-SHIRT	BLACK	9.8	5	1.6%
MEN	TOPS	T-SHIRT HEAVYWEIGHT	WHITE	8.7	9	1.4%
MEN	SWIMWEAR	SWIM TRUNKS DRY NYLON F	DARK OLIVE	8.5	4	1.4%
MEN	UNDERWEAR	6 X BOXER TRUNKS	BLACK	8.4	5	1.4%
MEN	TOPS	T-SHIRT HEAVYWEIGHT	NAVY BLUE	8.4	17	1.4%
				341.2	332	55.9%
				609.9	705	100.0%
	MEN	MEN UNDERWEAR MEN TOPS MEN UNDERWEAR MEN UNDERWEAR MEN TOPS MEN SWIMWEAR MEN UNDERWEAR MEN UNDERWEAR MEN UNDERWEAR MEN UNDERWEAR MEN UNDERWEAR MEN TOPS MEN	MEN UNDERWEAR 12 X BOXER BRIEFS MEN UNDERWEAR 3 X BOXER BRIEFS MEN TOPS 3 X MIDWEIGHT T-SHIRT MEN TOPS MIDWEIGHT T-SHIRT MEN UNDERWEAR 6 X BOXER BRIEFS MEN UNDERWEAR WOOL BOXER BRIEF MEN TOPS MIDWEIGHT T-SHIRT MEN SWIMWEAR SWIM SHORTS SATIN TWILL MEN UNDERWEAR 3 X BOXER BRIEFS MEN UNDERWEAR 3 X BOXER SHORTS MEN TOPS 2 X RIB TANK TOP MEN TOPS 3 X MIDWEIGHT T-SHIRT MEN TOPS 2 X HEAVY WEIGHT T-SHIRT MEN TOPS 1 T-SHIRT HEAVYWEIGHT MEN TOPS T-SHIRT HEAVYWEIGHT MEN SWIMWEAR SWIM TRUNKS DRY NYLON F MEN UNDERWEAR 6 X BOXER TRUNKS	MEN UNDERWEAR 12 X BOXER BRIEFS BLACK MEN UNDERWEAR 3 X BOXER BRIEFS BLACK MEN TOPS 3 X MIDWEIGHT T-SHIRT WHITE MEN TOPS MIDWEIGHT T-SHIRT WHITE MEN UNDERWEAR 6 X BOXER BRIEFS BLACK MEN UNDERWEAR WOOL BOXER BRIEF BLACK MEN TOPS MIDWEIGHT T-SHIRT NAVY MEN SWIMWEAR SWIM SHORTS SATIN TWILL BLACK MEN UNDERWEAR 3 X BOXER BRIEFS WHITE MEN UNDERWEAR 3 X BOXER BRIEFS WHITE MEN UNDERWEAR 3 X BOXER BRIEFS OLIVE GREEN MEN UNDERWEAR 3 X BOXER SHORTS BLACK MEN UNDERWEAR 3 X BOXER SHORTS BLACK MEN TOPS 2 X RIB TANK TOP OFF BLACK+WHITE MEN TOPS 3 X MIDWEIGHT T-SHIRT BLACK MEN TOPS MIDWEIGHT T-SHIRT BLACK MEN TOPS 2 X HEAVY WEIGHT T-SHIRT BLACK MEN TOPS T-SHIRT HEAVYWEIGHT WHITE MEN SWIMWEAR SWIM TRUNKS DRY NYLON F DARK OLIVE MEN UNDERWEAR 6 X BOXER TRUNKS BLACK	MEN UNDERWEAR 12 x BOXER BRIEFS BLACK 32.2 MEN UNDERWEAR 3 x BOXER BRIEFS BLACK 29.1 MEN TOPS 3 x MIDWEIGHT T-SHIRT WHITE 26.3 MEN TOPS MIDWEIGHT T-SHIRT WHITE 26.3 MEN UNDERWEAR 6 x BOXER BRIEFS BLACK 25.2 MEN UNDERWEAR 6 x BOXER BRIEFS BLACK 23.4 MEN UNDERWEAR WOOL BOXER BRIEF BLACK 23.4 MEN TOPS MIDWEIGHT T-SHIRT NAVY 19.2 MEN TOPS MIDWEIGHT T-SHIRT NAVY 19.2 MEN UNDERWEAR 3 x BOXER BRIEFS WHITE 16.5 MEN UNDERWEAR 3 x BOXER BRIEFS OLIVE GREEN 15.6 MEN UNDERWEAR 3 x BOXER BRIEFS OLIVE GREEN 15.6 MEN TOPS 2 x RIB TANK TOP OFF BLACK +WHITE 12.6 MEN TOPS 3 x MIDWEIGHT T-SHIRT BLACK 11.9 <	MEN UNDERWEAR 12 X BOXER BRIEFS BLACK 32.2 11 MEN UNDERWEAR 3 X BOXER BRIEFS BLACK 29.1 35 MEN TOPS 3 X MIDWEIGHT T-SHIRT WHITE 26.3 12 MEN TOPS MIDWEIGHT T-SHIRT WHITE 26.3 34 MEN UNDERWEAR 6 X BOXER BRIEFS BLACK 25.2 16 MEN UNDERWEAR WOOL BOXER BRIEF BLACK 23.4 53 MEN UNDERWEAR WOOL BOXER BRIEFS BLACK 23.4 53 MEN UNDERWEAR WOOL BOXER BRIEFS BLACK 23.4 53 MEN TOPS MIDWEIGHT T-SHIRT NAVY 19.2 25 MEN UNDERWEAR 3 X BOXER BRIEFS WHITE 16.5 19 MEN UNDERWEAR 3 X BOXER BRIEFS OLIVE GREEN 15.6 19 MEN UNDERWEAR 3 X BOXER BRIEFS BLACK 13.9 14 MEN TOPS

Rank	Gender	Category	Product	Color	Gross Revenue	Sales Otv	SOB%
1	WOMEN	SWIMWEAR	RACER SWIMSUIT	BLACK	3.4	2	12.5%
2	WOMEN	UNDERWEAR	TRIANGLE BRALETTE	BLACK	2.6	3	9.7%
3	WOMEN	UNDERWEAR	3 X THONG	BLACK	2.3	3	8.5%
4	WOMEN	UNDERWEAR	SCOOP BRALETTE	BLACK	1.9	2	7.0%
5	WOMEN	TOPS	2 X WOMEN'S T-SHIRT MIDWEIGHT	WHITE+BLACK	1.6	1	5.9%
6	WOMEN	UNDERWEAR	WOOLHIPSTER	BLACK	1.5	2	5.3%
7	WOMEN	UNDERWEAR	3 X STRING THONG	BLACK	1.4	2	5.3%
8	WOMEN	UNDERWEAR	3 X Y-BRIEFS	BLACK	1.4	2	5.3%
9	WOMEN	TOPS	W-RIBT-SHIRT	OFF BLACK	1.1	1	3.9%
10	WOMEN	TOPS	2 X WOMEN'S RIB TANK TOP	WHITE+OFF BLACK	1.1	1	3.9%
11	WOMEN	TOPS	WOMEN'S RIB TANK TOP	OFF BLACK	1.0	1	3.6%
12	WOMEN	TOPS	WOMEN'S RIB TANK TOP	OLIVE GREEN	1.0	1	3.6%
13	WOMEN	TOPS	WOMEN'S T-SHIRT MIDWEIGHT	BLACK	1.0	1	3.6%
14	WOMEN	UNDERWEAR	SCOOP BRALETTE	WHITE	0.9	1	3.4%
15	WOMEN	TOPS	WOMEN'S T-SHIRT MIDWEIGHT	WHITE	0.9	1	3.2%
16	WOMEN	UNDERWEAR	3 X STRING THONG	WHITE	0.8	1	3.1%
17	WOMEN	UNDERWEAR	TRIANGLE BRALETTE	WHITE	0.7	1	2.7%
18	WOMEN	SOCKS	6 X W-COTTON RIB SOCKS	BLACK	0.7	1	2.7%
19	WOMEN	UNDERWEAR	3 X THONG	WHITE	0.6	1	2.2%
20	WOMEN	UNDERWEAR	2 X THONG	WHITE+BLACK	0.6	1	2.1%
Top 20 Total					26.6	29	97.3%
Grand Total				·	27.3	33	100.0%