

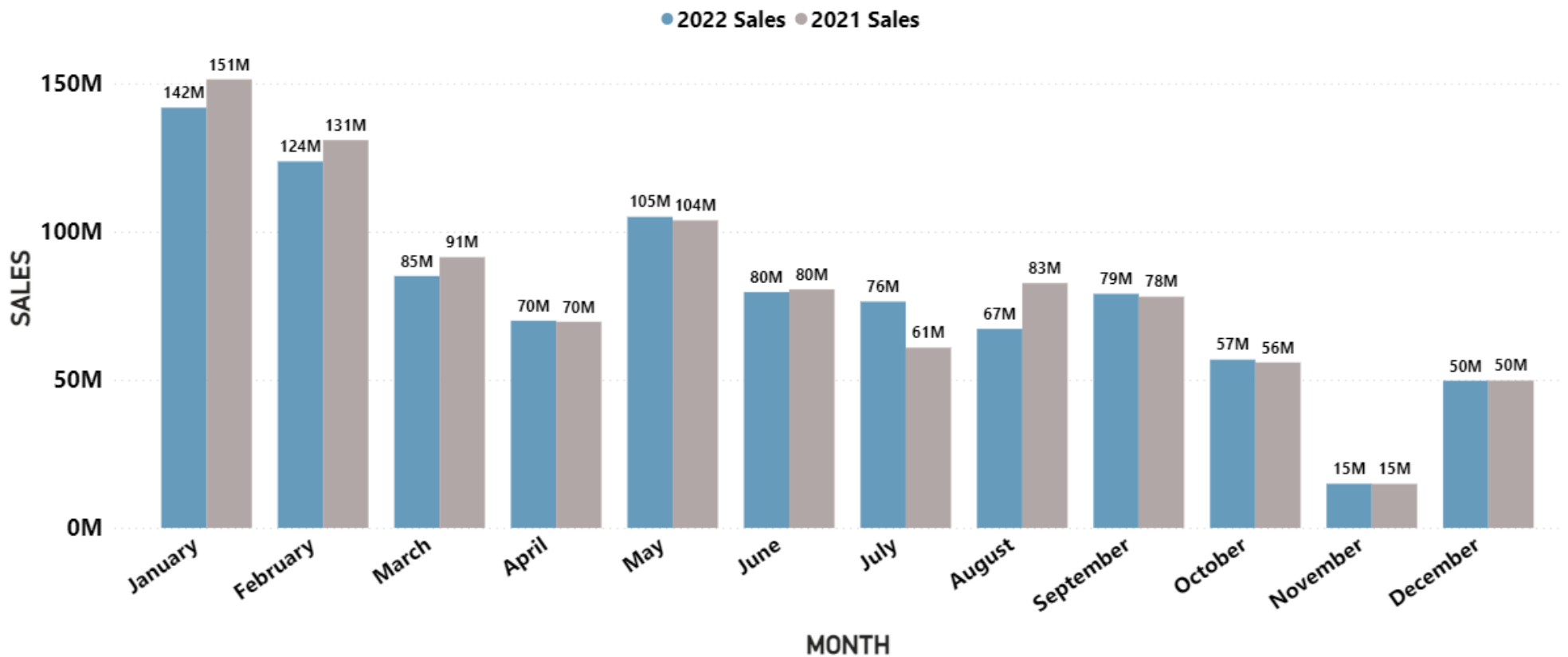
2022 Sales Report



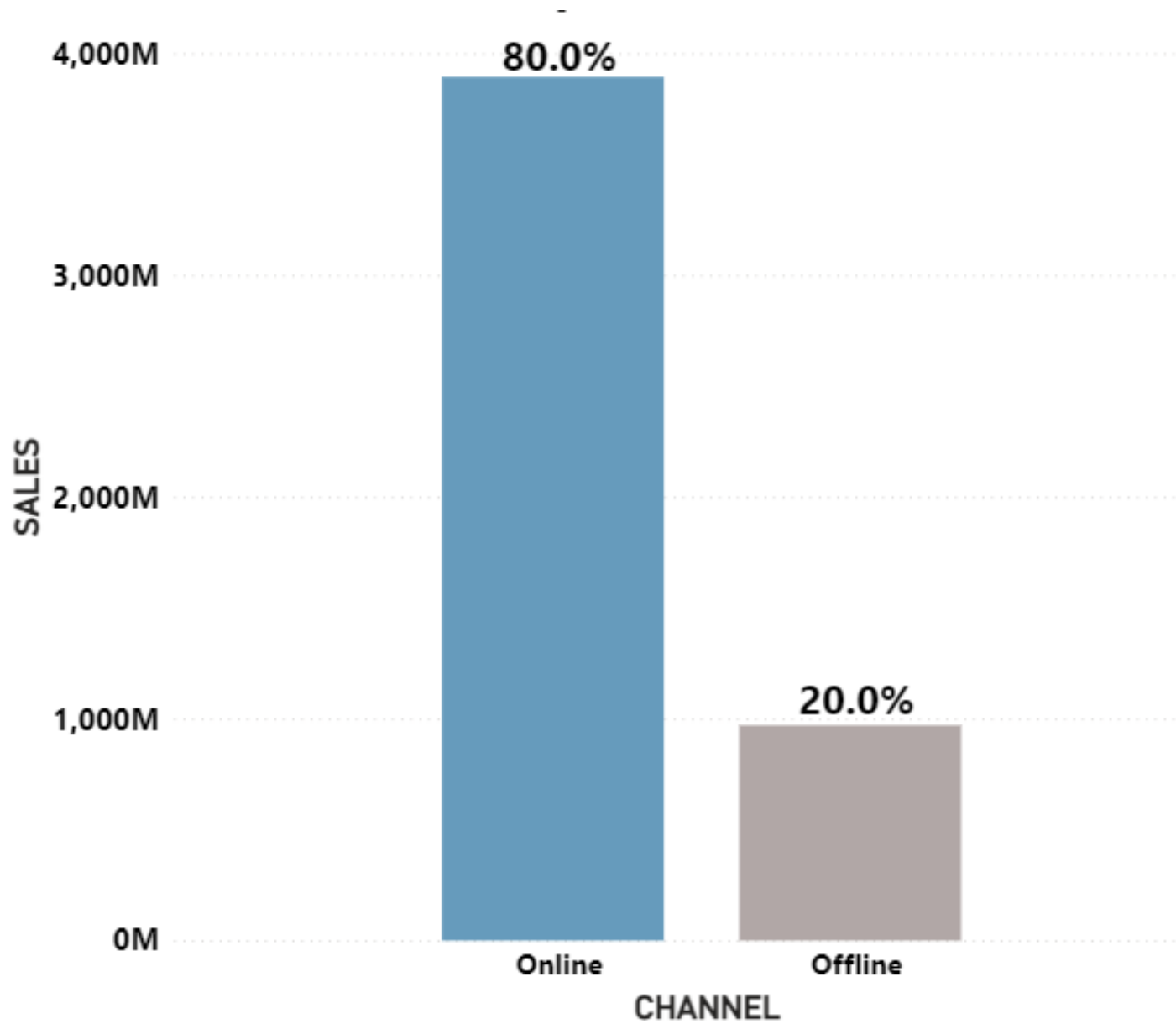
PA Distributor had a 2% decrease in total sales in 2022.

949M 2022 Sales	969M 2021 Sales	-2% Percentage Change
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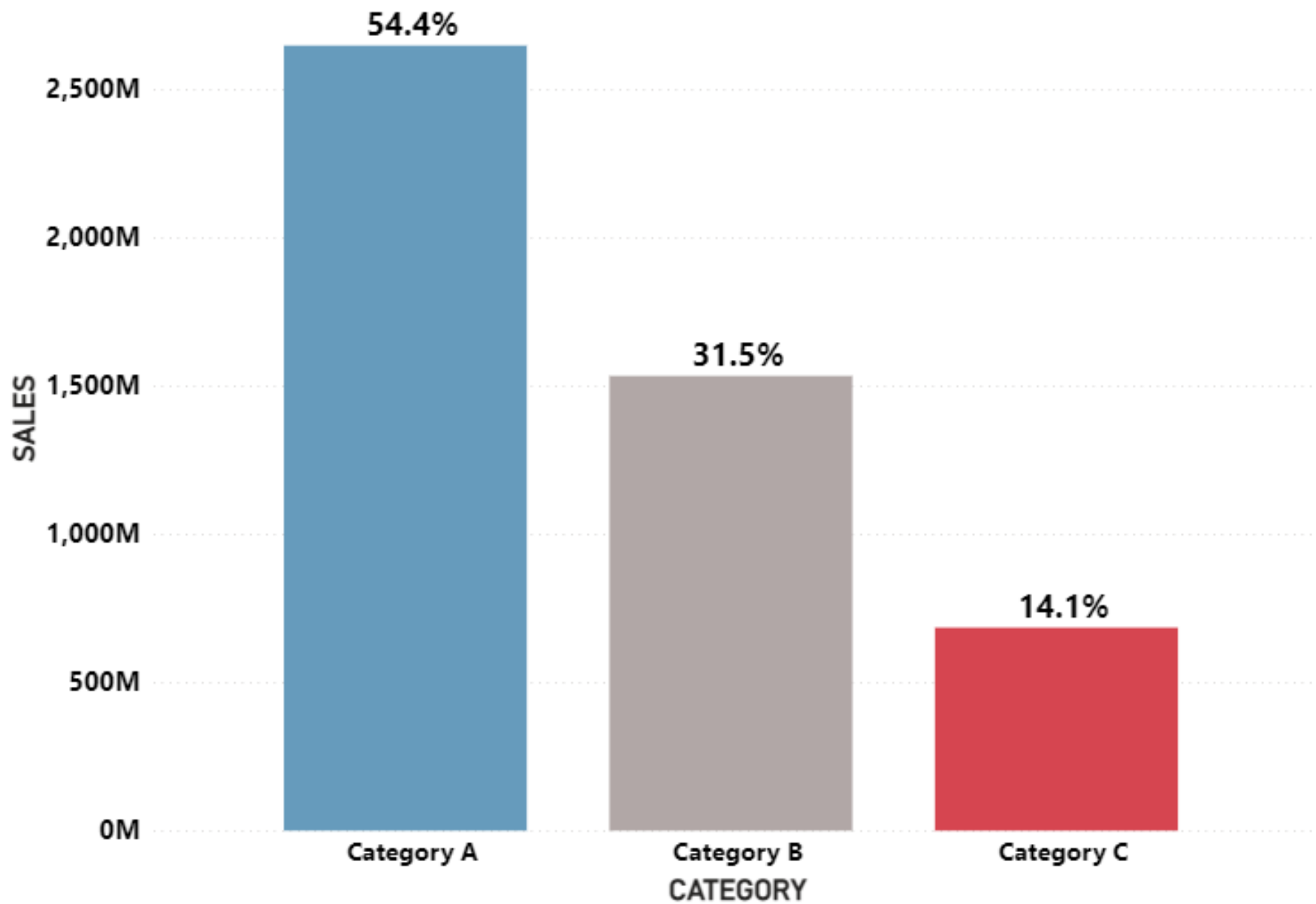
The sales trend hasn't changed significantly in 2022 compared to 2021.



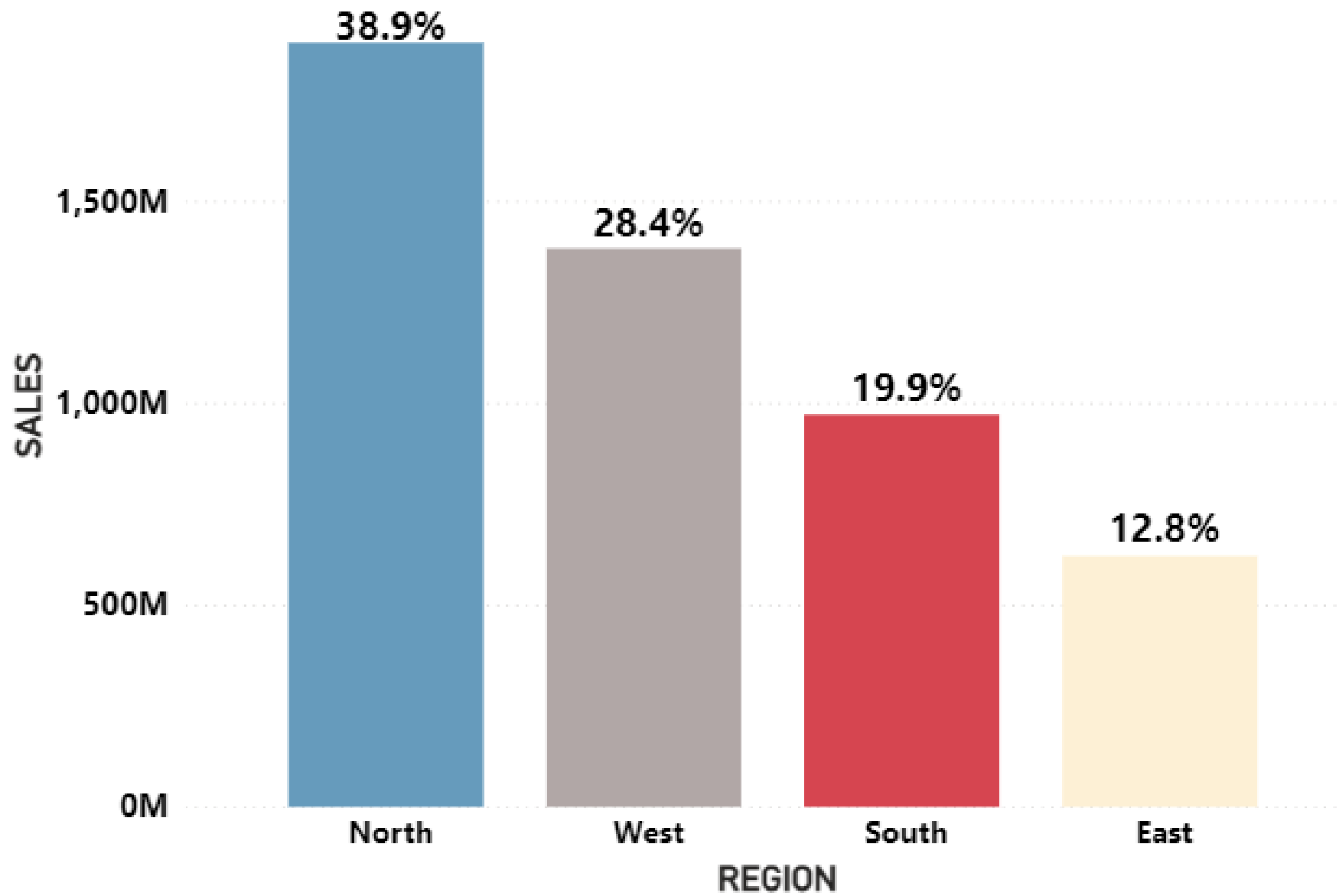
80% of total sales in 2022 were generated through the Online sales channel.

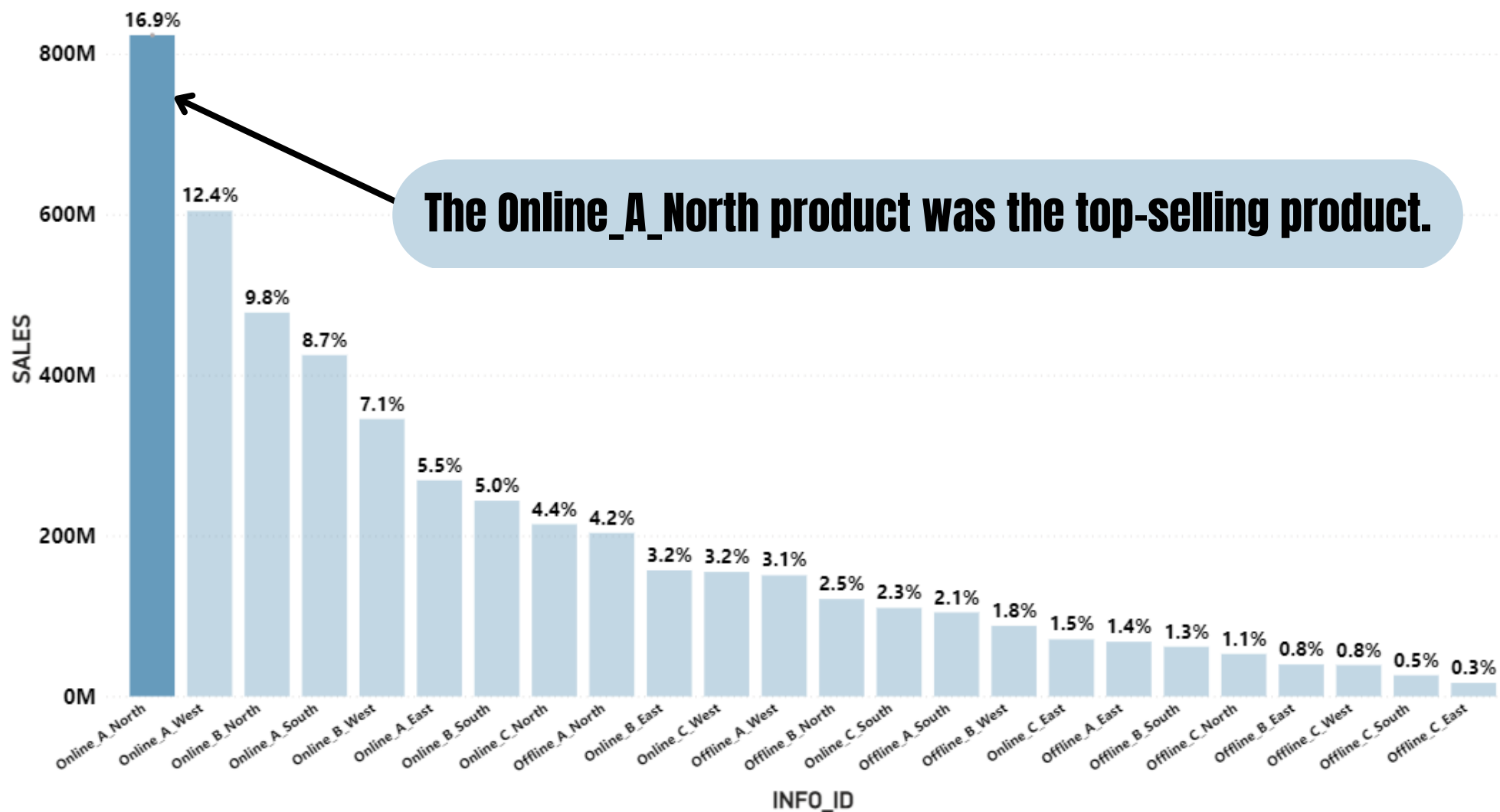


54.4% of total sales in 2022 came from Category A products.



38.9% of 2022 total sales were sold in the North region.





The market share of sales per channel, category, and region showed consistency, establishing a pattern.

