

COMPANY LOGO

Exports

Introduction

BI_Export_AR is a tool to monitor the performance of Argentina's exports.

With this tool it is possible to analyze exports by customer (distributor customer, distributor, country, region, market type), product (brand, category, type of wine) and by period.

The main indicators are Export_CY, Gross Sales, OpenOrders, ToGo..

The analyzes can be done considering some scenarios / variations:

- Unit: Volumen **C9L**, Gross Sales in different currency
- Period: Fiscal Year (from July to June)
- Period measurements: **YTD** (Year to Date), **LY** (Last Year).

Data is updated daily using Pernod Ricard BI data.

Any problem should be reported to:
reportincident@pernod-ricard.com

Main Metrics

Exports_CY: Are the exports in previously selected units

Gross Sales: Refers to the sale values shown in the previously selected currency. There are metrics for the following gross sales: Exports, Budget, Open Orders and ToGo

OpenOrder_CY: These are the units that have not yet been exported.

ToGo: Refers to the units that need to be exported to reach the proposed goal.

Matrix:

Matrix where you can see in detail the exports, budget, open orders and the DTG

Orders Details:

Matrix where you can see the detail of the export orders and their lines

Dashboard:

Dashboard with different KPI

Control:

Dashboard where you can control if there are differences between the data of F_Orders and JDE (number of orders, Volume and Amount)

Dataset:

Dashboards displaying system tables (Orders, Open Orders, Budget, Tax Rate)

Functional Contact

Alvaro Ejemplo
Exports Sales Analyst
SSSSSS@XX-XX.com

Technical Contact

Joaquin Millan
BI Analyst
xxxx@xx-xx.com

DESKTOP-9VML4TV...
User Loaded In

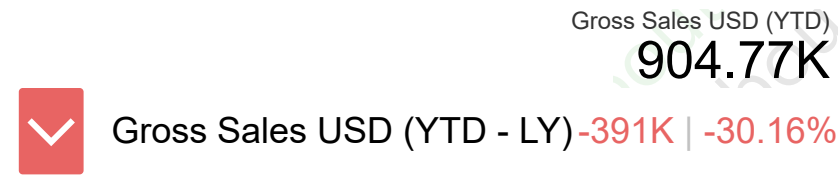
07/04/2021
Last Refresh

v3
Version

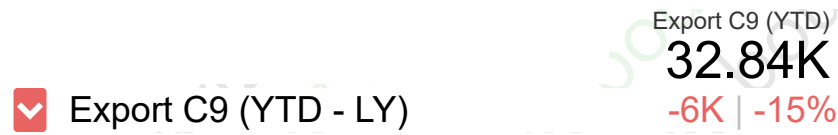
News:

Correcciones de bugs

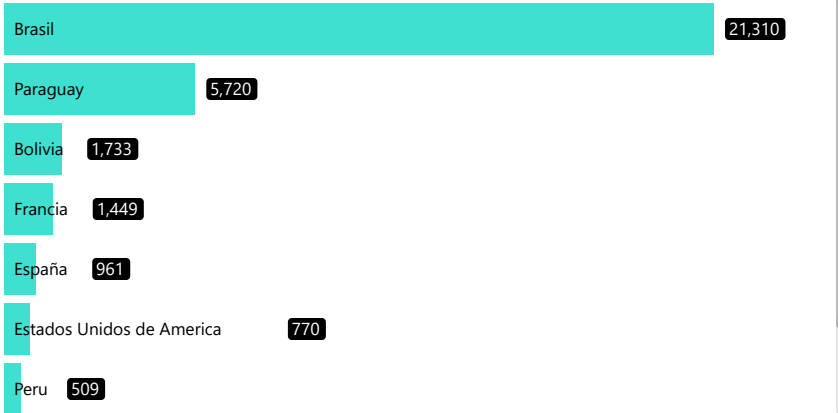
What our total gross sales exports (USD)?



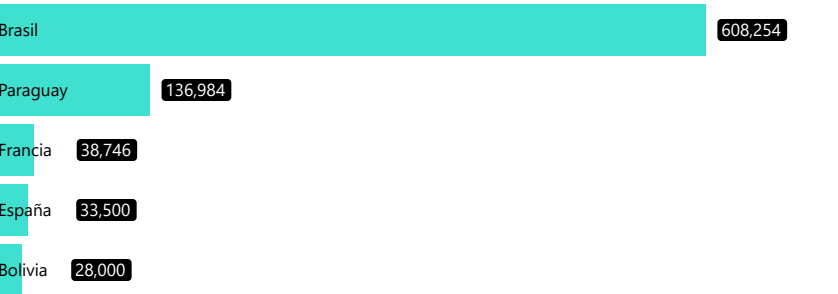
What are our total volume exports (C9)?



How is our total sales (C9) distributed geographically?



How is our total sales (USD) distributed geographically?



Market Type:

No Grupo

Escenary

BUD

Product Category:

Todas

Region:

Todas

Fiscal Year:

FY19

FY20

FY21

Country:

Todas

Quarter:

Qtr 1

Qtr 2

Qtr 3

Qtr 4

Month:

Jul

Oct

Jan

Apr

Aug

Nov

Feb

May

Sep

Dec

Mar

Jun

How close are we to our planned exports (C9) ?

-51,56 %

How close are we to our planned exports (USD) ?

-63,85 %

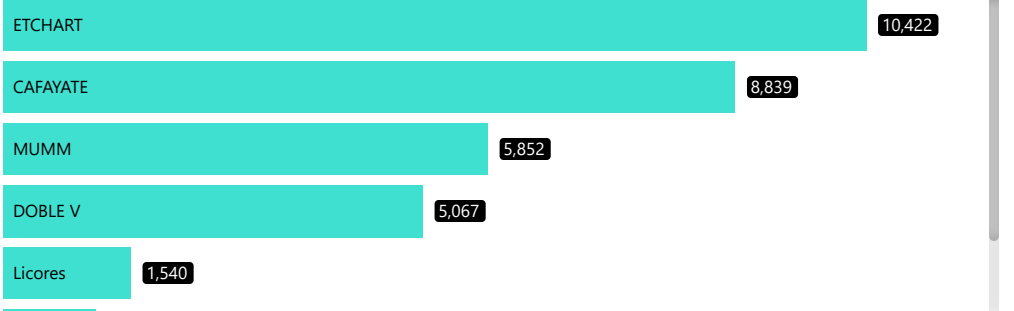
Geographic distribution Export C9



What brands do we export?

- CAFAYATE
- DOBLE V
- ETCHART
- GRANADINA

How is our Total Sales C9 Distributed by Brand?



What is the avance of total sales by month?

FY	Export C9 (CY)	Export C9 (LY)	% Export C9 CY vs LY	Budget C9 (CY)	%	G U
Month						
Jul	3.160	3.094	2,13 %		100,00 %	
Nov	5.383	2.960	81,87 %	5.677	-5,17 %	
Dec	6.512	3.224	102,01 %	7.244	-10,11 %	
Oct	4.451	4.931	-9,73 %	5.746	-22,53 %	
Sep	5.714	5.181	10,28 %	7.782	-26,58 %	
Mar	2.925	565	417,76 %	5.029	-41,83 %	
Aug	2.182	2.182	100,00 %	7.188	-55,24 %	
Total	32.839	38.661	-15,06 %	67.794	-51,56 %	

Fiscal Year

FY21

YearMonth

Selección múltiple

Escenary

BUD

Cat. Producto

Todas

Marca

Todas

Market Type

Todas

Currency

USD

146.592

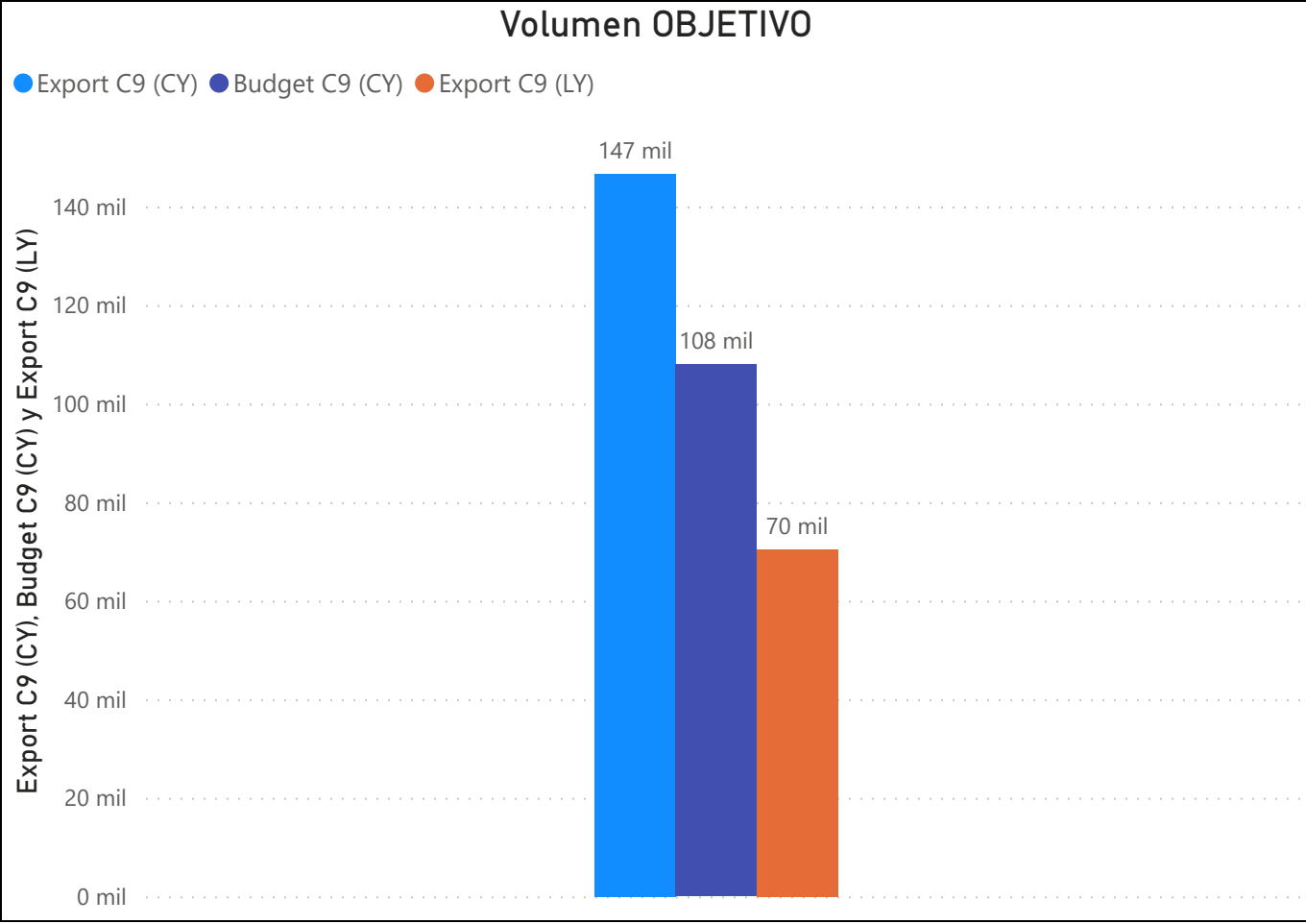
Export C9 (CY)

70.426

Export C9 (LY)

108,15 %

% Export C9 CY vs LY



107.955

Budget C9 (CY)

35,79 %

% Budget vs Export C9 CY

1.310.868

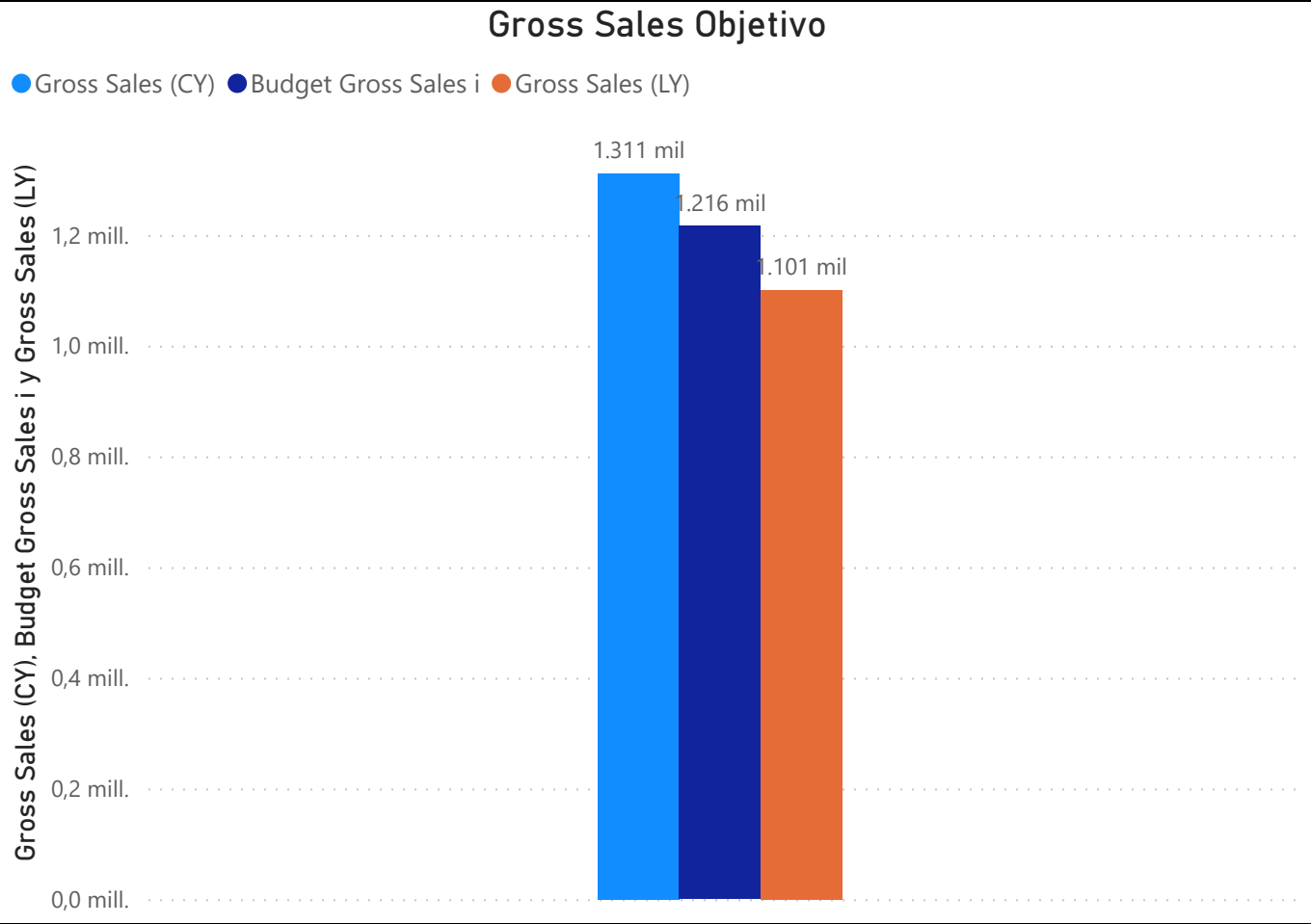
Gross Sales (CY)

1.100.797

Gross Sales (LY)

19 %

% Gross Sales (CY) -(LY)



1.216.123

Budget Gross Sales (CY)

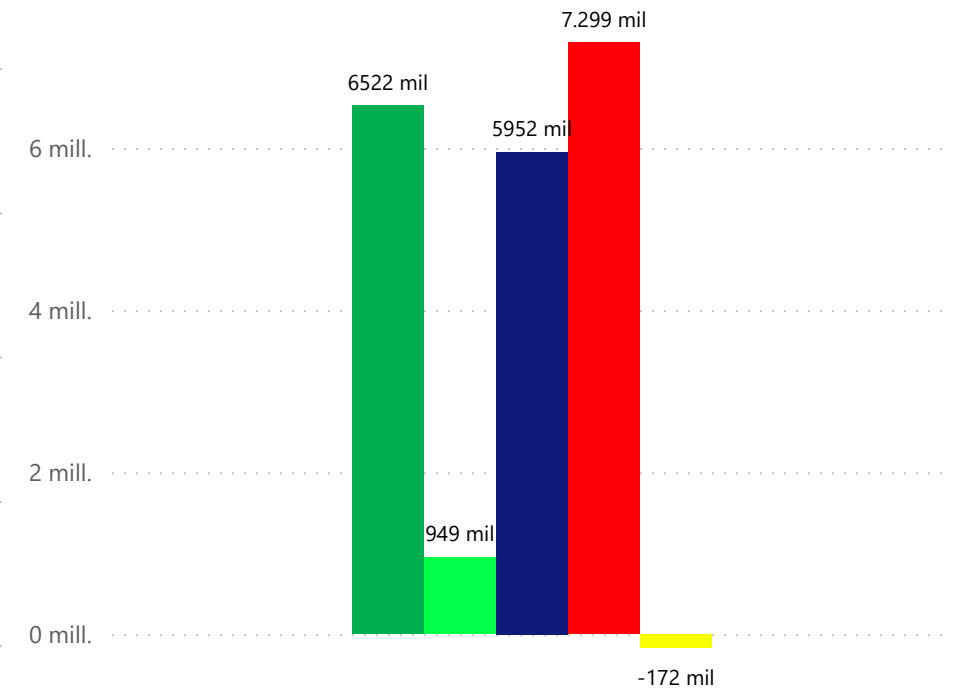
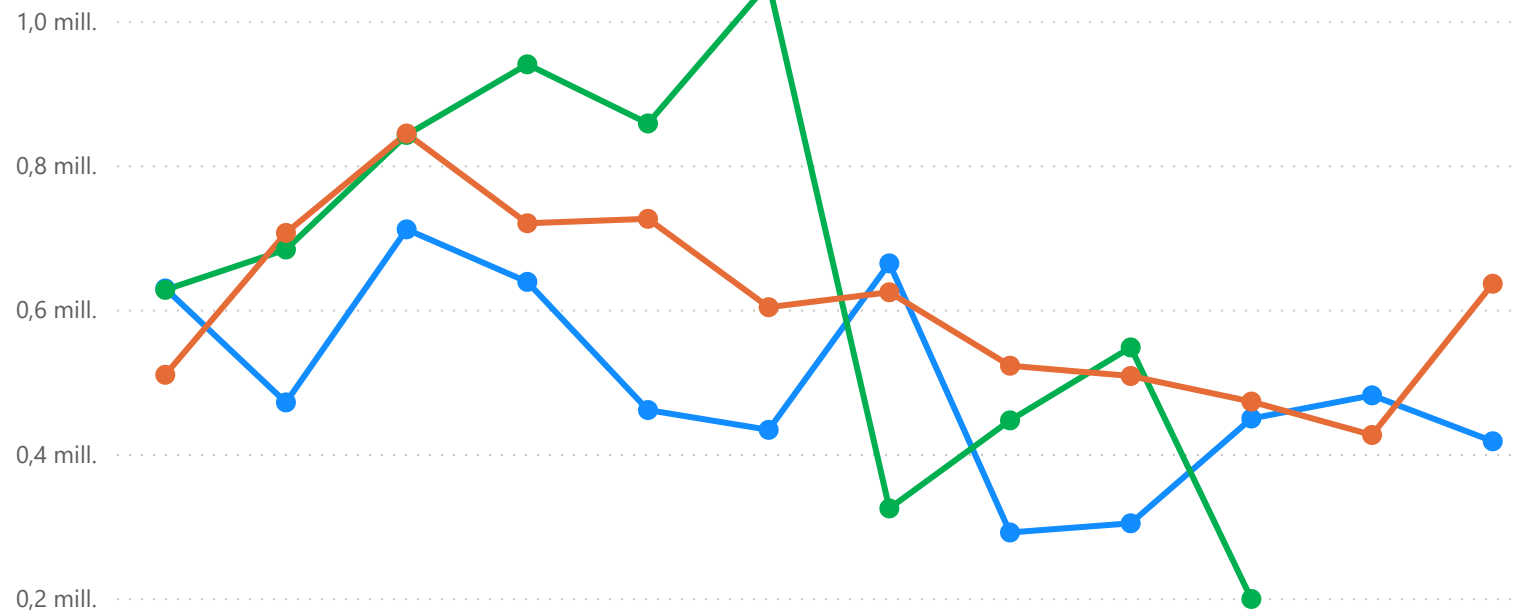
7,79 %

Gross Sales (CY) vs. Budget (CY)

General chart

COMPANY LOGO

Fiscal Year: FY21 ▼ Market Type: Todas ▼ Product Category: Todas ▼ Brand: Todas ▼ Escenary: BUD ▼ Units: \$ ▼



	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
Vs LY	-0 %	45 %	18 %	47 %	86 %	143 %	-51 %	53 %	80 %	-56 %	-100 %	-100 %
Vs Budget	23 %	-3 %	-0 %	31 %	18 %	74 %	-48 %	-15 %	8 %	-58 %	-100 %	-100 %

Vs LY	10 %
Vs Budget	-11 %

5

Recuento de Pais

13

Recuento de Cliente

160 mil

Export

5 mill.

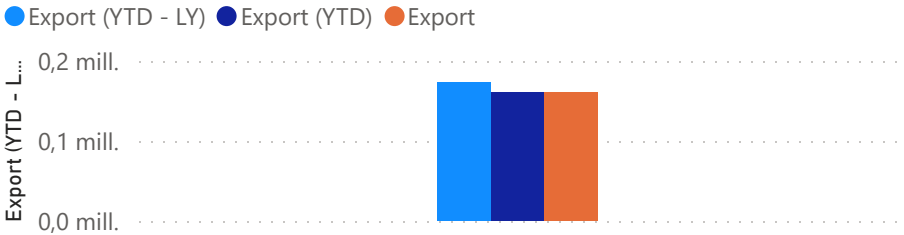
Gross Sales in Selected Cur...

174 mil

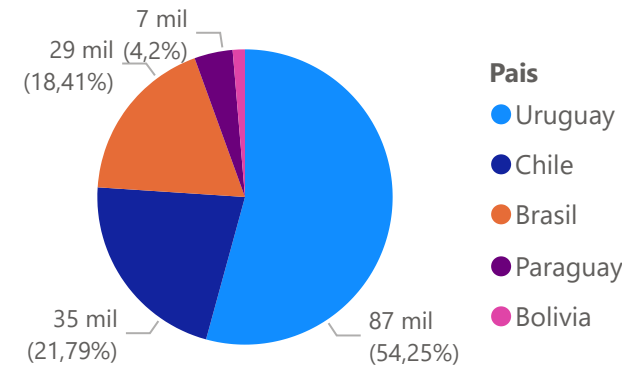
Export (LY)



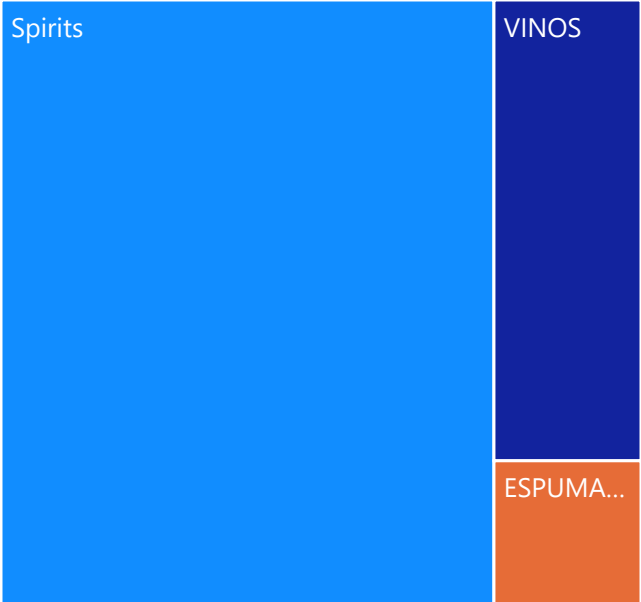
Export (YTD - LY), Export (YTD) y Export



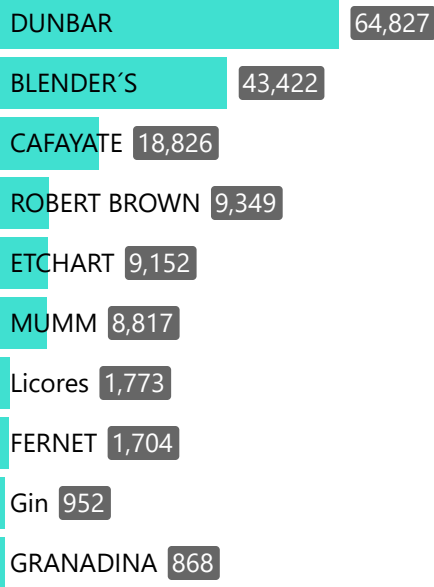
Export por Pais



Export por Cat. Producto



Marcas Top 10 CY



Fiscal Year

FY Month

Market Type

Customer

Country

Prod. Category

Brand

Currency

Escenary

Units

FY21

Jul

Todas

Todas

Todas

Todas

Todas

USD

BUD

C9L

EXPORT ORDERS									
Fiscal Year	Period	Country	Customer Code	Customer	Market Type	Region	Brand	SKU	Product
FY21	202007	United Kingdom	500001	PERNOD RICARD UK LTD.	Grupo	EXPO - EUROPE	Cafayate Rutas	51764	RUTAS DE CAFAYATE MALB
FY21	202007	Brasil	2139843	DMA DISTRIBUIDORA S/A	No Grupo	EXPO - SOUTH AMERICA	Etchart Privado Torrontes	51611	ETCHART PRIV. COS.TARDIA
FY21	202007	Brasil	2139843	DMA DISTRIBUIDORA S/A	No Grupo	EXPO - SOUTH AMERICA	Etchart Privado Torrontes	51609	ETCHART PRIV TORRONTES
FY21	202007	Brasil	2139843	DMA DISTRIBUIDORA S/A	No Grupo	EXPO - SOUTH AMERICA	Cafayate	51607	ETCHART PRIVADO ROSE 6
FY21	202007	Brasil	2139843	DMA DISTRIBUIDORA S/A	No Grupo	EXPO - SOUTH AMERICA	Etchart Varietales	51605	ETCH PRIV CABERNET SAUV
FY21	202007	Brasil	2139843	DMA DISTRIBUIDORA S/A	No Grupo	EXPO - SOUTH AMERICA	Etchart Varietales	51603	ETCH PRIV MALBEC BRASIL
FY21	202007	Brasil	2139843	DMA DISTRIBUIDORA S/A	No Grupo	EXPO - SOUTH AMERICA	Etchart Privado Varietales	51601	ETCH PRIVADO SYRAH 12X
FY21	202007	Brasil	2125261	MANACÁ DO BRASIL COMERCIO IMPORTACAO E E	No Grupo	EXPO - SOUTH AMERICA	Etchart Privado Torrontes	51426	ETCHART PRIV. COS.TARDIA
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Reserva	51372	ETCH RESERVE MALBEC 6x7
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Reserva	51371	ETCH RES CAB SAUV BRASI
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Varietales	51370	ETCH PRIV CABERNET SAUV
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Varietales	51369	ETCH MALBEC BRASIL 6X75
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Privado Torrontes	51357	ETCHART PRIVADO TTES 6x
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Arnaldo B	51356	ARNALDO B 6x750
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Cafayate Reserve	51355	ETCHART RES TORRONTES
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Gran Linaje	51354	C.GRAN LINAJE MALBEC 6x
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Gran Linaje	51353	C.GRAN LINAJE CAB.SAUV
FY21	202007	Brasil	2125159	MASSIMEX TRADING LTDA	No Grupo	EXPO - SOUTH AMERICA	Etchart Gran Linaje	51352	GRAN LINAJE TORRONTES
Total									

72.243	51.318	(En blanco)	-20.925	-20.925
Actual C9L	C9 Budget	Open Order C9L	TO GO C9L	TO GO C9L Exc. Op OR
627.466	509.723	(En blanco)	-117.742	-117.742
Actual Gross Sales	Gross Sales Budget	Gross Sales Open Orders	Gross Sales TO GO	Gross Sales TO GO Exc. Op.OR

Exports por Marca

COMPANY LOGO

Fiscal YearFY21

FY MonthTodas

Market TypeTodas

CustomerTodas

CountryTodas

Prod. CategoryTodas

BrandTodas

CurrencyUSD

EscenaryBUD

UnitsC9L

Market Type	Brand	Country	Vol C9 (CY)	Vol C9 (LY)	% Export C9 CY vs LY	Budget C9 (CY)	% Vol C9 (CY) vs Budget	Gross Sales (CY)	Gross Sales (LY)	% Export vs		
Grupo	Blender's Honey	Chile	29.912	14.700	↑	103,48 %	11.700	↑	155,66 %	1.125.525	575.078	103
		Total	29.912	14.700	↑	103,48 %	11.700	↑	155,66 %	1.125.525	575.078	103
	Blenders Pride	Chile	26.365	17.912	↑	47,19 %	18.304	↑	44,04 %	656.083	476.716	47
		Uruguay	8.395	8.655	↓	-3,01 %	5.094	↑	64,80 %	242.016	287.428	-3
		Total	34.760	26.567	↑	30,84 %	23.398	↑	48,56 %	898.099	764.145	31
	Bulked Wine Argentina	Nueva Zelanda	136.000	269.333	↓	-49,50 %	282.667	↓	-51,89 %	420.984	917.372	-50
		Total	136.000	269.333	↓	-49,50 %	282.667	↓	-51,89 %	420.984	917.372	-50
	Cafayate	Uruguay	3.402	756	↑	350,00 %	1.470	↑	131,43 %	100.342	23.403	350
		Total	3.402	756	↑	350,00 %	1.470	↑	131,43 %	100.342	23.403	350
	Cafayate Gran Linaje	Uruguay			→	0,00 %	84	↓	-100,00 %			-100
		Total			→	0,00 %	84	↓	-100,00 %			-100
	Cafayate Reserve	Brasil		84	↓	-100,00 %		→	0,00 %		4.009	-100
		Uruguay	1.092	294	↑	271,43 %	336	↑	225,00 %	46.172	12.983	271
		Total	1.092	378	↑	188,89 %	336	↑	225,00 %	46.172	16.993	189
	Cafayate Rutas	Irlanda		1.036	↓	-100,00 %	1.050	↓	-100,00 %		37.412	-100
		United Kingdom	37.884		↑	100,00 %	25.500	↑	48,56 %	1.484.171		-100
		Total	37.884	1.036	↑	3556,76 %	26.550	↑	42,69 %	1.484.171	37.412	3557
	Dunbar	Uruguay	57.855	64.827	↓	-10,76 %	51.706	↑	11,89 %	1.351.813	1.683.017	-11
		Total	57.855	64.827	↓	-10,76 %	51.706	↑	11,89 %	1.351.813	1.683.017	-11
	Etchart Arnaldo B	Brasil		27	↓	-100,00 %		→	0,00 %		3.651	-100
		Estonia	140		↑	100,00 %		↑	100,00 %	8.638		-100
		Francia		0	↓	-100,00 %		→	0,00 %		-1	-100
		Irlanda del Norte		56	↓	-100,00 %	56	↓	-100,00 %		3.389	-100
		Uruguay		42	↓	-100,00 %		→	0,00 %		3.106	-100
		Total	140	125	↑	11.60 %	56	↑	149.11 %	8.638	10.145	12

Market Type	Vol C9 (CY)	Vol C9 (LY)	% Export C9 CY vs LY	Budget C9 (CY)	% Vol C9 (CY) vs Budget	Gross Sales (CY)	Gross Sales (LY)	% Export vs LY	Budget Gross Sales	% Gross Sales (CY) vs Budget
Grupo	306.624	397.230	↓	-22,81 %	403.827	↓	-24,07 %	5.616.821	4.656.377	-23 %
No Grupo	32.839	38.661	↓	-15,06 %	67.794	↓	-51,56 %	904.774	1.295.451	-15 %
Total	339.464	435.891	↓	-22,12 %	471.621	↓	-28,02 %	6.521.595	5.951.828	-22 %

Exports por Pais

COMPANY LOGO

Fiscal YearFY21

FY MonthSelec...

Market TypeTodas

CustomerTodas

CountryTodas

Prod. CategoryTodas

BrandTodas

CurrencyUSD

EscenarioBUD

UnitsC9L

Market Type	Country	Vol C9 (CY)	Vol C9 (LY)	% Export C9 CY vs LY	Budget C9 (CY)	% Vol C9 (CY) vs Budget	Gross Sales (CY)	Gross Sales (LY)	% Export vs LY	Budget Gross Sales	% Gross Sales (CY) vs Budget
Grupo	Brasil		1.309	↓	-100,00 %	→		55.898	-100 %		→
	Chile	12.220	7.111	↑	71,85 %	↑	349.180	233.138	72 %	154.711	↑
	Nueva Zelanda	106.667	34.667	↑	207,69 %	↑	334.898	116.607	208 %	289.821	↑
	United Kingdom	2.296		↑	100,00 %	→	76.875		-100 %	94.735	↓
	Uruguay	19.067	24.245	↓	-21,36 %	↑	431.650	593.798	-21 %	411.748	↑
	Total	140.249	67.332	↑	108,30 %	↑	1.192.603	999.440	108 %	951.015	↑
No Grupo	Bolivia	1.733	720	↑	140,74 %	↑	28.000	24.849	141 %		↑
	Brasil	1.560	2.374	↓	-34,29 %	↓	31.522	76.507	-34 %	181.999	↓
	Francia	1.449		↑	100,00 %	↑	38.746		-100 %	60.383	↓
	Paraguay	1.600		↑	100,00 %	↑	19.996		-100 %	22.726	↓
	Total	6.342	3.094	↑	104,99 %	↓	118.265	101.357	105 %	265.107	↓
Total		146.592	70.426	↑	108,15 %	↑	1.310.868	1.100.797	108 %	1.216.123	↑

Market Type	Vol C9 (CY)	Vol C9 (LY)	% Export C9 CY vs LY	Budget C9 (CY)	% Vol C9 (CY) vs Budget	Gross Sales (CY)	Gross Sales (LY)	% Export vs LY	Budget Gross Sales	% Gross Sales (CY) vs Budget
Grupo	140.249	67.332	↑	108,30 %	↑	1.192.603	999.440	108 %	951.015	↑
No Grupo	6.342	3.094	↑	104,99 %	↓	118.265	101.357	105 %	265.107	↓
Total	146.592	70.426	↑	108,15 %	↑	1.310.868	1.100.797	108 %	1.216.123	↑

Fiscal Year

FY21

FY Month

Todas

Market Type

Todas

Customer

Todas

Country

Todas

Prod. Category

Todas

Brand

Todas

Currency

USD

Escenary

BUD

Units

C9L

Product Category	Market Type	Country	Brand	Vol C9 (CY)	Vol C9 (LY)	% Export C9 CY vs LY	Budget C9 (CY)	% Vol C9 (CY) vs Budget	Gross Sales (CY)	Gross Sales (LY)
VINOS	Grupo	Uruguay	Cafayate	3.402	756	↑	350,00 %	1.470	↑	131,43 %
			Cafayate Reserve	1.092	294	↑	271,43 %	336	↑	225,00 %
			Etchart Privado Torrontes	1.575	450	↑	250,00 %	840	↑	87,50 %
			Cafayate Gran Linaje			→	0,00 %	84	↓	-100,00 %
			Etchart Arnaldo B		42	↓	-100,00 %		→	0,00 %
			Total	6.069	1.542	↑	293,58 %	2.730	↑	122,31 %
		Estonia	Etchart Arnaldo B	140		↑	100,00 %		↑	100,00 %
			Total	140		↑	100,00 %		↑	100,00 %
		United Kingdom	Cafayate Rutas	37.884		↑	100,00 %	25.500	↑	48,56 %
			Total	37.884		↑	100,00 %	25.500	↑	48,56 %
		Brasil	Cafayate Reserve		84	↓	-100,00 %		→	0,00 %
			Etchart Arnaldo B		27	↓	-100,00 %		→	0,00 %
			Etchart Gran Linaje		27	↓	-100,00 %		→	0,00 %
			Total		138	↓	-100,00 %		→	0,00 %
		Francia	Etchart Arnaldo B		0	↓	-100,00 %		→	0,00 %
			Total		0	↓	-100,00 %		→	0,00 %
		Irlanda	Cafayate Rutas		1.036	↓	-100,00 %	1.050	↓	-100,00 %
			Etchart Privado Varietales		112	↓	-100,00 %	112	↓	-100,00 %
			Total		1.148	↓	-100,00 %	1.162	↓	-100,00 %
		Irlanda del Norte	Etchart Arnaldo B		56	↓	-100,00 %	56	↓	-100,00 %
			Etchart Privado Torrontes		112	↓	-100,00 %	112	↓	-100,00 %
			Etchart Privado Varietales		952	↓	-100,00 %	952	↓	-100,00 %
			Total		1.120	↓	-100,00 %	1.120	↓	-100,00 %
		Total		44.093	3.948	↑	1016,83 %	30.512	↑	44,51 %

Market Type	Vol C9 (CY)	Vol C9 (LY)	% Export C9 CY vs LY	Budget C9 (CY)	% Vol C9 (CY) vs Budget	Gross Sales (CY)	Gross Sales (LY)	% Gross Sales CY vs LY	Budget Gross Sales	% Gross Sales (CY) vs Budget
No Grupo	32.839	38.661	↓	67.794	↓	904.774	1.295.451	↓	2.502.757	↓
Grupo	306.624	397.230	↓	403.827	↓	5.616.821	4.656.377	↑	4.795.923	↑
Total	339.464	435.891	↓	471.621	↓	6.521.595	5.951.828	↑	7.298.680	↓

EVOLUCION EXPORTS C9 (CY)



Brand	Export C9 (CY)	%TG Export C9 (CY)	Export C9 (LY)
	0	0,00%	0
8 Hermanos			293
Blender¿s Honey	29.912	8,81%	15.370
Blenders Pride	34.760	10,24%	27.792
Blenders Reserve collection			260
Bulked Wine Argentina	136.000	40,06%	269.333
Cafayate	10.974	3,23%	14.545
Cafayate Gran Linaje	65	0,02%	41
Cafayate Reserve	2.184	0,64%	5.550
Cafayate Rutas	38.404	11,31%	1.666
Cusenier Liqueur Arg	1.540	0,45%	1.941
Doble V	5.067	1,49%	160
Dunbar	57.855	17,04%	64.827
Etchart Arnaldo B	270	0,08%	761
Etchart Gran Linaje	581	0,17%	1.707
Etchart Privado Torrontes	8.079	2,38%	4.228
Etchart Privado Varietales	240	0,07%	1.814
Total	339.464	100,00%	435.891

Evolution Gross Sales (CY)



Brand	Gross Sales (CY)	%TG Gross Sales (CY)	Budget Gro
Cafayate Rutas	1.501.195	23,02%	
Dunbar	1.351.813	20,73%	
Blender¿s Honey	1.125.525	17,26%	
Blenders Pride	898.099	13,77%	
Bulked Wine Argentina	420.984	6,46%	
Mumm Espumante	328.768	5,04%	
Cafayate	294.280	4,51%	
Etchart Privado Torrontes	197.432	3,03%	
Cafayate Reserve	89.654	1,37%	
Doble V	76.075	1,17%	
Cusenier Liqueur Arg	64.150	0,98%	
Etchart Varietales	47.360	0,73%	
Etchart Gran Linaje	36.972	0,57%	
Granadina	34.620	0,53%	
Robert Brown	31.718	0,49%	
Mumm 187	28.712	0,44%	
Total	6.521.595	100,00%	

Variations

COMPANY LOGO

Fiscal Year

FY21

FY Month

Todas

Country

Todas

Market Type

Todas

Product Category

Todas

Brand

Todas

Stage

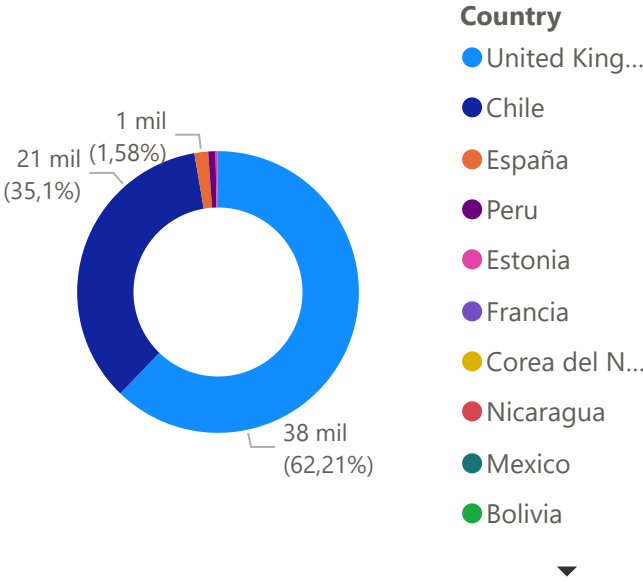
BUD

Units

C9L

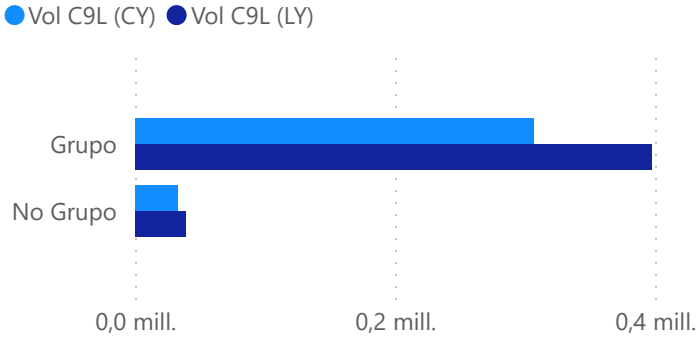
Brand	Market Type	Vol C9 (CY)	Vol C9 (LY)	% Var (CY vs LY)	Var C9 (CY vs LY)	Gross Sales (CY)	Gross Sales (LY)	% Var (CY vs LY)	Var USD (CY vs LY)
	No Grupo	0	0	↓ -100,00 %	0	-56.346	-24.718	↑ 128 %	-31.629
	Total	0	0	↓ -100,00 %	0	-56.346	-24.718	↑ 128 %	-31.629
8 Hermanos	No Grupo		293	↓ -100,00 %	-293		9.685	↓ -100 %	-9.685
	Total		293	↓ -100,00 %	-293		9.685	↓ -100 %	-9.685
Blender¿s Honey	Grupo	29.912	14.700	↑ 103,48 %	15.212	1.125.525	575.078	↑ 96 %	550.448
	No Grupo		670	↓ -100,00 %	-670		26.274	↓ -100 %	-26.274
	Total	29.912	15.370	↑ 94,61 %	14.542	1.125.525	601.352	↑ 87 %	524.174
Blenders Pride	Grupo	34.760	26.567	↑ 30,84 %	8.192	898.099	764.145	↑ 18 %	133.954

Var Export C9 CY vs LY by Brand and Market Type



Market Type	Brand	Vol C9 (CY)	Vol C9 (LY)	% Var (CY vs LY)	Var C9 (CY vs LY)	Gross Sales (CY)	Gross Sales (LY)	% Var (CY vs LY)	Var USD (CY vs LY)
Grupo	Blender¿s Honey	29.912	14.700	↑ 103,48 %	15.212	1.125.525	575.078	↑ 96 %	550.448
	Blenders Pride	34.760	26.567	↑ 30,84 %	8.192	898.099	764.145	↑ 18 %	133.954
	Bulked Wine Argentina	136.000	269.333	↓ -49,50 %	-133.333	420.984	917.372	↓ -54 %	-496.388
	Cafayate	3.402	756	↑ 350,00 %	2.646	100.342	23.403	↑ 329 %	76.938
	Cafayate Gran Linea			→ 0,00 %				→ 0 %	

Vol C9L (CY) y Vol C9L (LY) por Market Type



Fiscal Year

FY20

FY Month

Todas

Cod Cliente

500034

Cliente

Todas

State

Facturado

Cod. Moneda

Todas

Stage

Todas

Units

Todas

DIFFERENCES

0

Quantity of orders

0

Volume (LT)

Order

Suma de Cod Cliente

Cliente

Periodo

Quantity of orders

Month ORDERS JDE

Volume

Month ORDERS JDE

Quantity of orders and volume only shows those months in which there is a difference between that reported by FO_Orders and JDE.
In case of differences, positioning the cursor on the quantity will show a detail of the orders affected

Below you can see the data from both tables with and without differences

Order

Todas

EXPORT ORDERS									
Period	Doc	Order	Line	Costumer Code	SKU	Qty_C9	Qty_LT	Dif in Vol	
201910	SX	6308	4	500034	50542	293	2.640	0	
201910	SX	6308	7	500034	50616	240	2.160	0	
201910	SX	6308	11	500034	9283	213	1.920	0	
201910	SX	6308	5	500034	13188	168	1.512	0	
201907	SX	6270	3	500034	9299	160	1.440	0	
201907	SX	6270	1	500034	9283	150	1.350	0	
201910	SX	6308	2	500034	9334	140	1.260	0	
201907	SX	6270	2	500034	9287	130	1.080	0	
Total						2.148	19.332	0	

Order

Todas

JDE							
Period	Doc	Order	Line	Costumer Cod	SKU	volc9	
201907	SX	6270	1	500034	9283	1.350	
201907	SX	6270	2	500034	9297	1.080	
201907	SX	6270	3	500034	9299	1.440	
201907	SX	6270	4	500034	50235	374	
201907	SX	6270	5	500034	50236	500	
201907	SX	6270	6	500034	50237	500	
201907	SX	6270	7	500034	50240	374	
201907	SX	6270	8	500034	50241	374	
Total						19.332	

Fiscal Year

▼

FY Month

▼

Cod Cliente

▼

Cliente

▼

Doc

▼

State

▼

Cod. Moneda

▼

Stage

▼

Units

▼

FY21

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Jul

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Todas

▼

Todas

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SX

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Todas

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Todas

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BUD

▼

Todas

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EXPORT ORDERS

Periodo	Tipo Documento	State	Order	Line	Pais	REGION	Tipo Mercado	Cod Cliente	Cliente	SKU	Producto	Marca
202007	SX	Facturado	6401	7	Brasil	EQUIPO EXPORTACIONES	No Grupo	2139843	DMA DISTRIBUIDORA S/A	50494	COMMERCIAL DISCOUNT	Overhea
202007	SX	Facturado	6401	1	Brasil	EQUIPO EXPORTACIONES	No Grupo	2139843	DMA DISTRIBUIDORA S/A	51605	ETCH PRIV CABERNET SAUV 6x750	ETCHAR
202007	SX	Facturado	6401	2	Brasil	EQUIPO EXPORTACIONES	No Grupo	2139843	DMA DISTRIBUIDORA S/A	51603	ETCH PRIV MALBEC BRASIL 6x750	ETCHAR
202007	SX	Facturado	6401	3	Brasil	EQUIPO EXPORTACIONES	No Grupo	2139843	DMA DISTRIBUIDORA S/A	51601	ETCH PRIVADO SYRAH 12X750ML	ETCHAR
Total												

OPEN ORDERS

Order-Line	Qty_C9	Gross Sales
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EXCHANGE RATE

Periodo	Escenario	Moneda Source (ARG)	Moneda Target	Tarifa
▼				
202007	ACTUAL	ARG	BRL	13,51
202007	ACTUAL	ARG	CAD	52,89
202007	ACTUAL	ARG	EUR	81,87
202007	ACTUAL	ARG	GBP	90,50
202007	ACTUAL	ARG	MXN	3,19
202007	ACTUAL	ARG	PLN	18,40
202007	ACTUAL	ARG	SEK	7,91
202007	ACTUAL	ARG	USD	71,42

BUDGET

Periodo	Cod. Cliente	SKU	Moneda	BUD_C9	BUD_GROSS_SALES	LE_C9	LE_GF
202007	11563	3224	ARS	0	0	0	
202007	11563	3777	ARS	0	0	0	
202007	11563	12778	ARS	0	0	0	
202007	11563	14139	ARS	0	0	0	
202007	11563	14729	ARS	0	0	0	
202007	11563	50359	ARS	0	0	0	
202007	11563	50399	ARS	0	0	0	
202007	11563	50628	ARS	0	0	0	
Total				51.318	36.405.673	72242	44.

Fiscal Year

FY21

Currency

☐ BRL

☐ CAD

☐ EUR

☐ GBP

☐ MXN

☐ PLN

☐ SEK

☒ USD

Product Category

- ☐ (En blanco)
- ☐ DISCONTINUADOS
- ☐ ESPUMANTES
- ☐ Spirits
- ☐ VINOS
- ☐ VINOS GRANEL
- ☐ WHISKIES

Market Type 

☐ (En blanco)

☐ Grupo

☐ No Grupo

Brand

- ☐ (En blanco)
- ☐ 8 Hermanos
- ☐ Blender's Honey
- ☐ Blenders Pride
- ☐ Blenders Reserve collecti...
- ☐ Bulk'd Wine Argentina
- ☐ Cafayate
- ☐ Cafayate

COMPANY LOGO

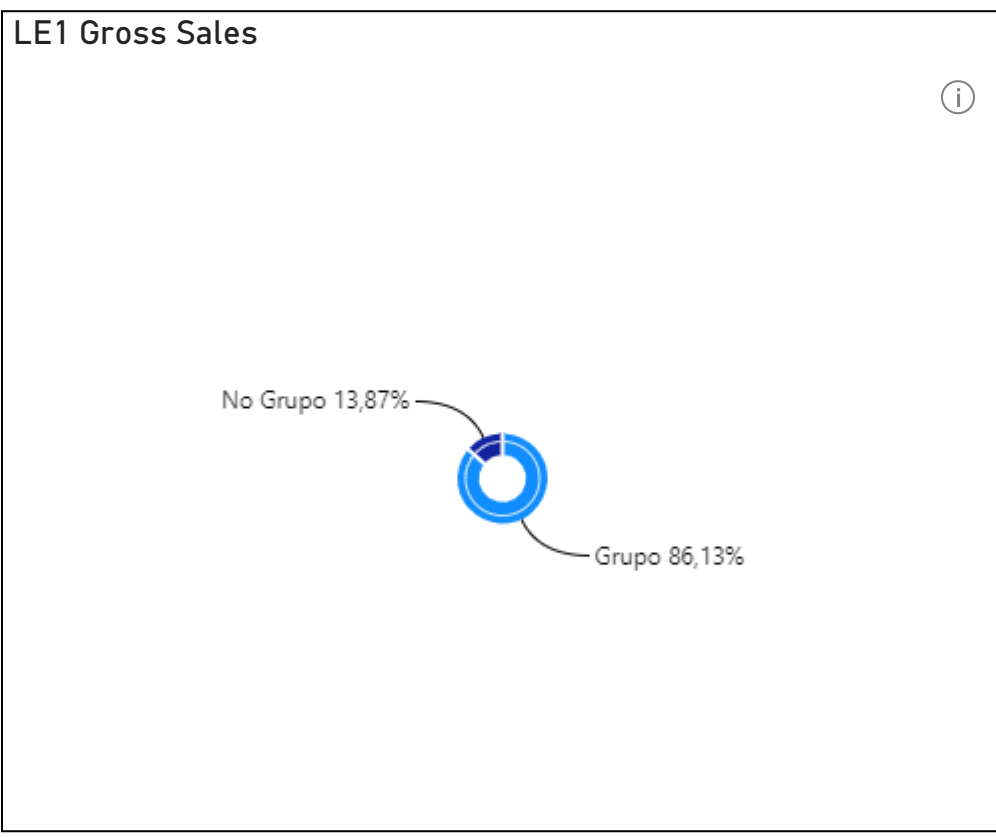
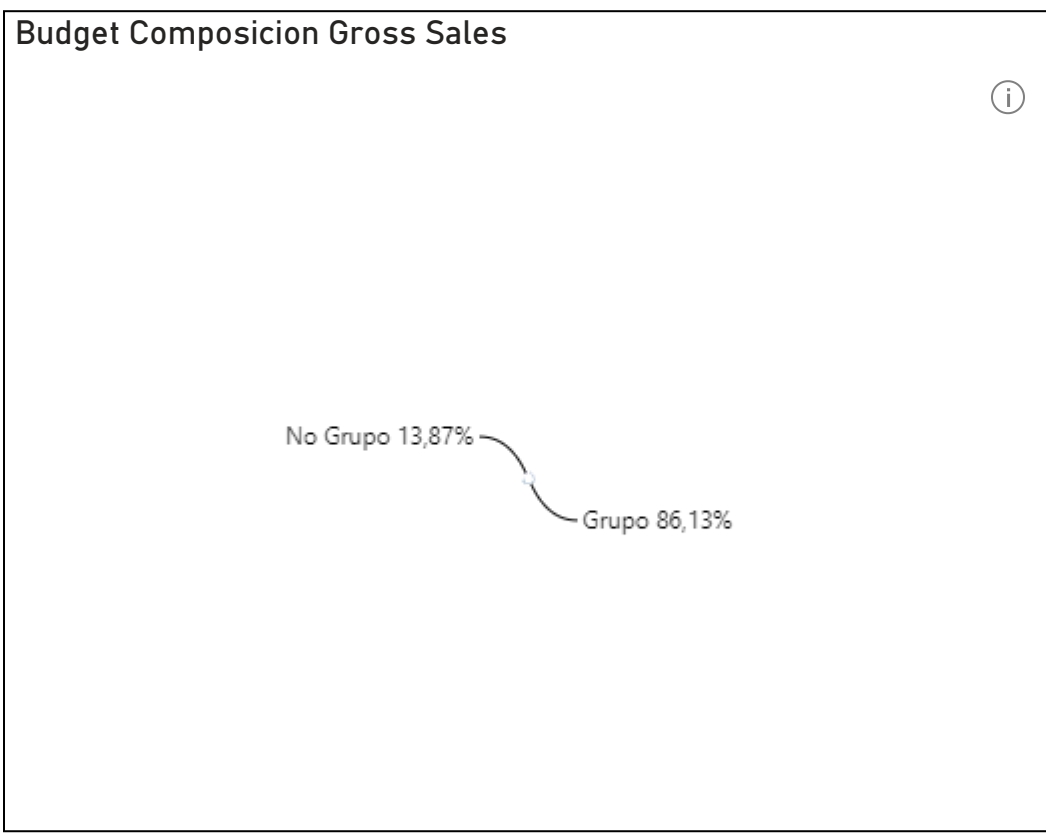
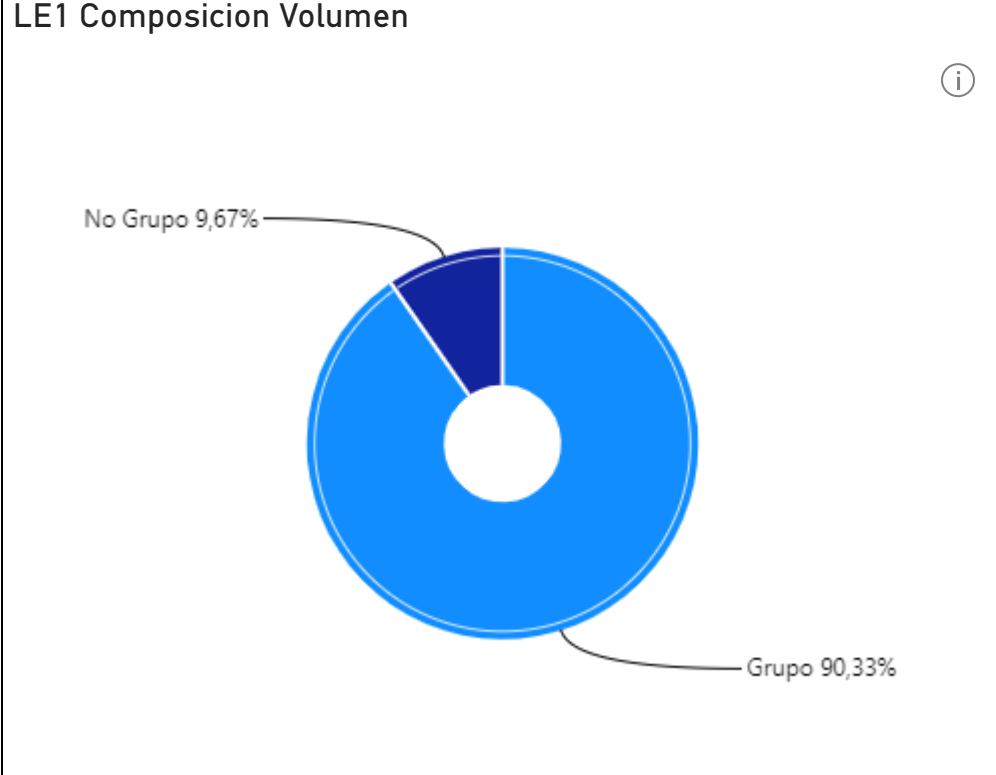
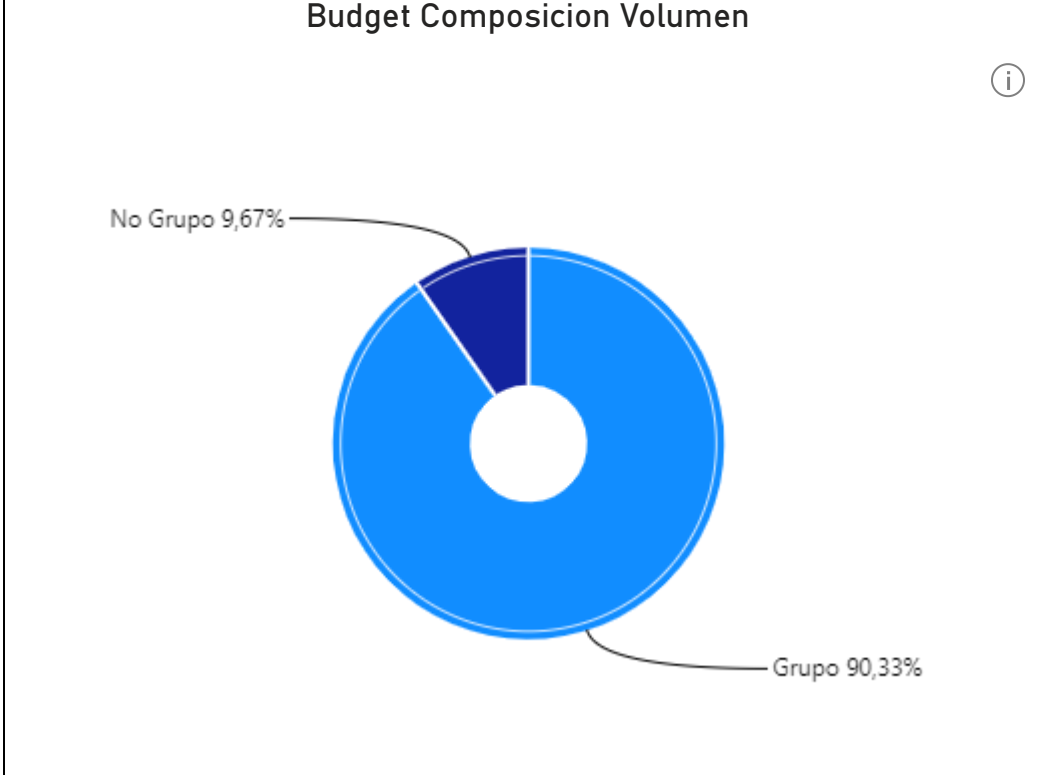
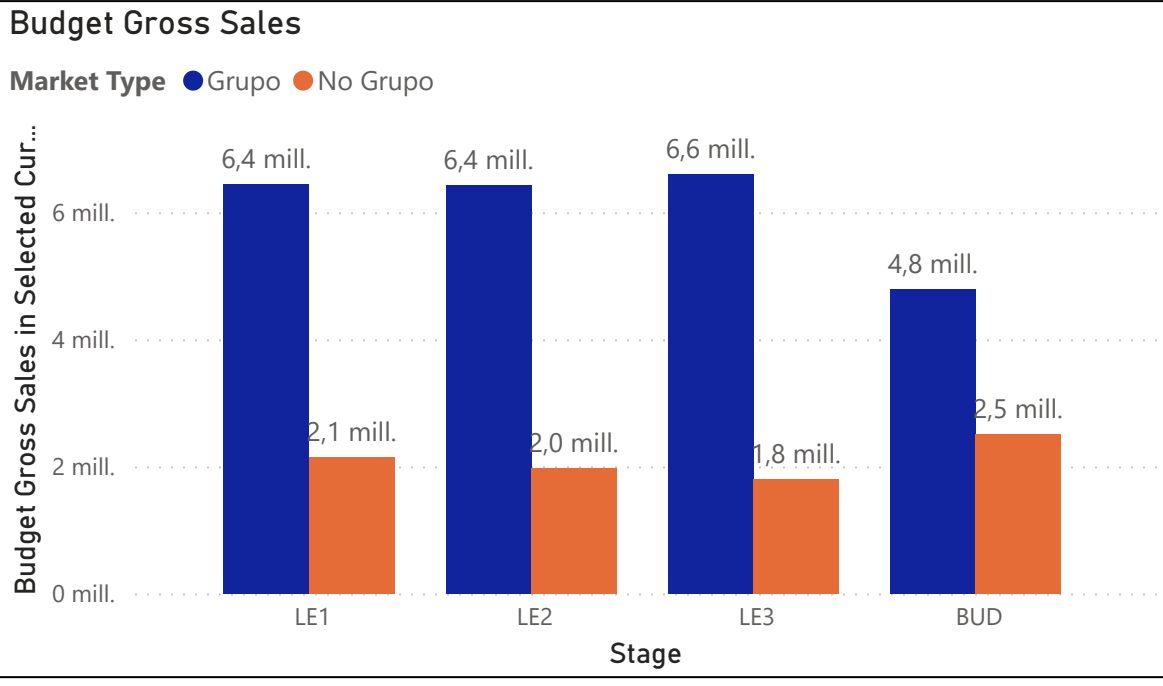
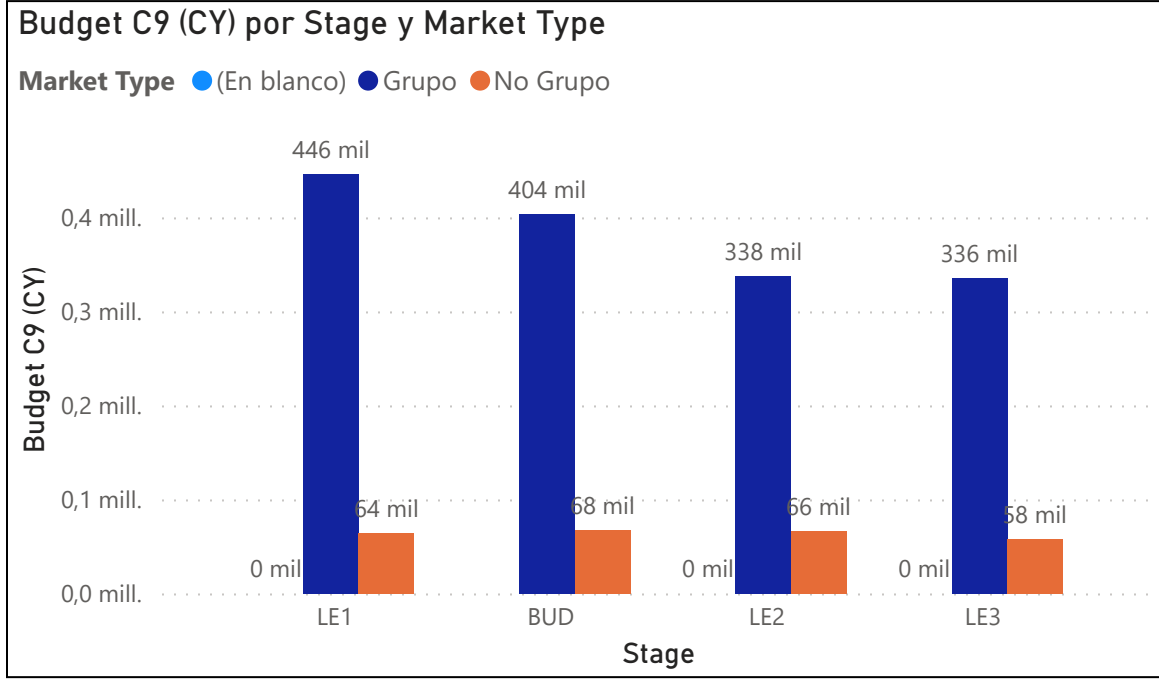
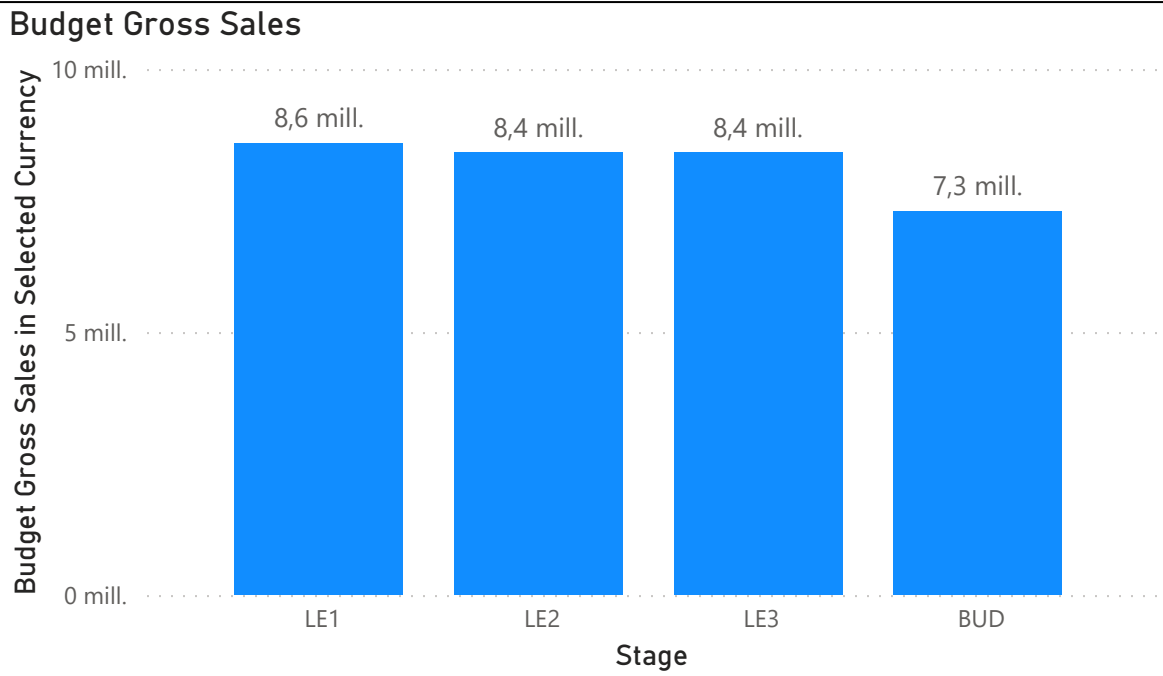
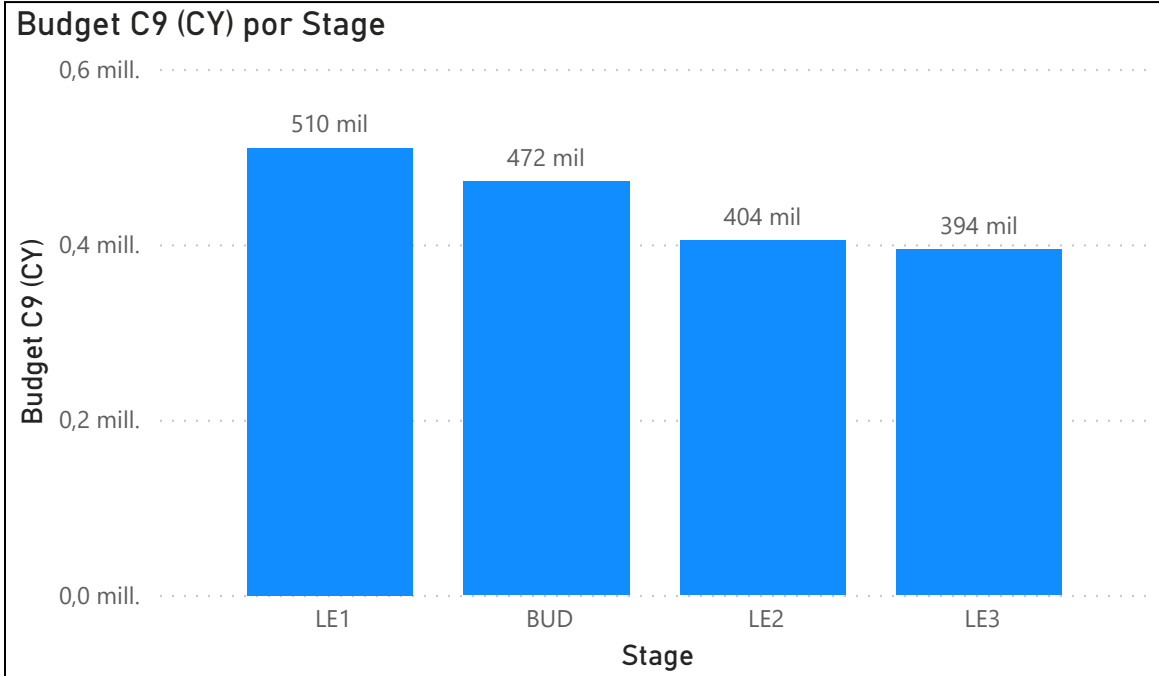
Customer

Todas

Country

Todas

Stage	Budget C9 (CY)	Budget Gross Sales in Selected Currency
LE1	509.887	8.585.324
LE2	404.259	8.412.065
LE3	393.920	8.409.406
BUD	471.621	7.298.680
Total	471.621	7.298.680



Stage	BUD		LE1		LE2	
Product Category	Budget C9 (CY)	Budget Gross Sales in Selected Currency	Budget C9 (CY)	Budget Gross Sales in Selected Currency	Budget C9 (CY)	Budget Gross Sales in Selected Currency
☑ Spirits	100.113	2.961.601	141.170	4.218.833	150.646	
☐ Grupo	88.912	2.575.065	130.294	3.894.713	142.080	
Uruguay	58.908	1.594.364	67.756	1.833.445	78.131	
Chile	30.004	980.701	62.538	2.061.267	63.949	
Peru			0		0	
☐ No Grupo	11.201	386.537	10.876	324.120	8.566	
Brasil	7.740	272.535	5.060	194.063	2.530	
Paraguay	2.316	77.903	3.112	70.891	3.116	
Bolivia	1.145	36.099	2.704	59.166	2.647	
España			0		140	
Nicaragua			0		133	
☐			0		0	
			0		0	
☐ VINOS	73.421	2.564.018	82.464	2.763.897	99.713	
☐ No Grupo	42.909	1.434.403	41.007	1.275.657	44.064	
Brasil	32.062	1.006.003	31.824	938.774	34.022	
Estados Unidos de America	5.000	174.453	3.078	102.878	3.078	
Francia	2.836	117.338	2.867	95.893	2.867	
Peru	917	48.678	1.145	52.477	1.145	
Paraguay	822	35.028	822	34.314	822	
Mexico	398	18.932	398	17.446	398	
Bolivia	500	17.040	499	16.943	495	
Corea del Norte	374	16.931	374	16.931	374	
España			0		821	
Nicaragua			0		12	
Total	471.621	7.298.680	509.887	8.585.324	404.259	

Exports por FY

COMPANY LOGO

Fiscal Year

FY Month

Market Type

Customer

Country

Prod. Category

Brand

Currency

Escenary

Units

Selecci... ▾

Jul ▾

Todas ▾

Todas ▾

Todas ▾

Todas ▾

Todas ▾

USD ▾

BUD ▾

C9L ▾

Market Type	Product Category	Fiscal Year	FY20		FY21		Total	
		Country	Vol C9 (CY)	Gross Sales (CY)	Vol C9 (CY)	Gross Sales (CY)	Vol C9 (CY)	Gross Sales (CY)
Grupo	ESPUMANTES	Uruguay			196	9.515	196	9.515
		Total			196	9.515	196	9.515
	Spirits	Chile	3.367	86.056	4.628	128.045	7.995	214.101
		Uruguay	18.272	441.973	8.042	178.660	26.314	620.632
		Total	21.639	528.029	12.670	306.705	34.308	834.733
	VINOS	United Kingdom			2.296	76.875	2.296	76.875
		Uruguay			588	16.238	588	16.238
		Total			2.884	93.112	2.884	93.112
	VINOS GRANEL	Nueva Zelanda			53.333	166.616	53.333	166.616
		Total			53.333	166.616	53.333	166.616
Total			21.639	528.029	69.083	575.948	90.721	1.103.976
No Grupo		Bolivia	0	-7.077			0	-7.077
		Brasil			0	-3.502	0	-3.502
		Paraguay			0	-2.222	0	-2.222
		Total	0	-7.077	0	-5.724	0	-12.801
	Spirits	Bolivia	430	13.213			430	13.213
		Paraguay			1.600	22.218	1.600	22.218
		Total	430	13.213	1.600	22.218	2.030	35.431
	VINOS	Bolivia	290	18.713			290	18.713
		Brasil	2.374	76.507	1.560	35.024	3.934	111.531
		Total	2.664	95.220	1.560	35.024	4.224	130.244
Total			3.094	101.357	3.160	51.518	6.254	152.875
Total			24.733	629.385	72.243	627.466	96.975	1.256.851

Escenary

BUD ▾

