



Net Sales and GP% Development in Excel

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Net Sales and GP% Development

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Pivot financials

Column Labels									
Big-box									
Row Labels	Sum of Volume	Sum of Gross Sales	Sum of Discounts	Sum of Net Sales	Sum of Cost of Goods Sold	Sum of Distribution	Sum of Warehousing	Sum of Volume	Sum of Gross Sales
01	1379599.474	1314579.172	-38878.00885	1215563.164	-672404.0329	-33930.27243	-12617.8614	2276285.709	2104126.757
2019	618087.7919	585011.6825	-17849.92201	540344.8893	-298643.2935	-14508.73362	-5803.493288	1148465.429	1049689.197
1.25L	38059.56789	33514.44769	-1118.032007	30943.10109	-19561.53266	-803.6982628	-321.4793051	54211.55446	42434.39109
1.5L	69266.61921	68739.38698	-2387.586801	63477.16133	-35220.56705	-1732.141295	-692.856518	144716.8401	138818.6365
1.75L	66409.64585	63820.31182	-1991.975366	58880.27827	-33134.19834	-1604.163441	-641.6653764	101642.8196	95725.34131
2.25L	154747.0932	146483.4634	-4425.114528	135465.6582	-73488.89983	-3558.137711	-1423.255084	325117.7996	287462.6233
250ML	45822.32701	42504.31216	-1156.295475	39263.40672	-22236.67964	-1068.38835	-427.3551799	56016.9408	49327.09761
2L	81155.60272	76715.06861	-2138.097095	70846.87008	-36737.26848	-1840.38532	-736.1541278	84756.56489	80472.1839
500ML	65028.13645	60755.58998	-1906.997038	56122.33544	-31895.63271	-1538.340996	-615.3363986	178263.2223	167165.2978
600ML	67226.47704	64934.04264	-1906.291267	59911.76083	-33240.50917	-1677.656085	-671.062434	109081.2541	101269.7803
750ML	30372.32249	27545.05928	-819.5324309	25434.31733	-13128.00564	-685.8221597	-274.3288639	94658.43326	87013.84552
2020	761511.6823	729567.4896	-21028.08685	675218.2748	-373760.7394	-19421.53881	-6814.368114	1127820.28	1054437.56
1.25L	55416.56953	50388.05384	-1537.393261	46644.6854	-23421.14842	-1225.945149	-447.3585485	51180.54127	41721.59399
1.5L	128285.0189	125186.5349	-3462.281955	115922.5072	-63316.54321	-3305.275087	-1156.991095	200569.7685	195006.2132
1.75L	86326.30244	84927.764	-1905.45317	78587.5131	-45334.40735	-2312.541981	-807.4566228	127166.5445	121620.5839
2.25L	94332.49346	88972.67322	-2914.665707	82380.56305	-46598.25136	-2294.013882	-810.1979844	148043.6219	134320.9589
250ML	68728.15545	64432.39075	-1874.724302	59675.27126	-30825.10959	-1697.709948	-599.7564975	68913.52581	61066.29291
2L	91622.01754	87302.80993	-3057.324393	80822.72515	-43897.75508	-2260.675925	-792.5403742	106054.5755	99625.02979
500ML	101173.466	97009.95317	-2671.428842	89831.64137	-51584.08469	-2701.099575	-935.7596465	200488.5113	189070.5022

Net Sales and GP% Development

Current Period

Jul-20

Reference Period

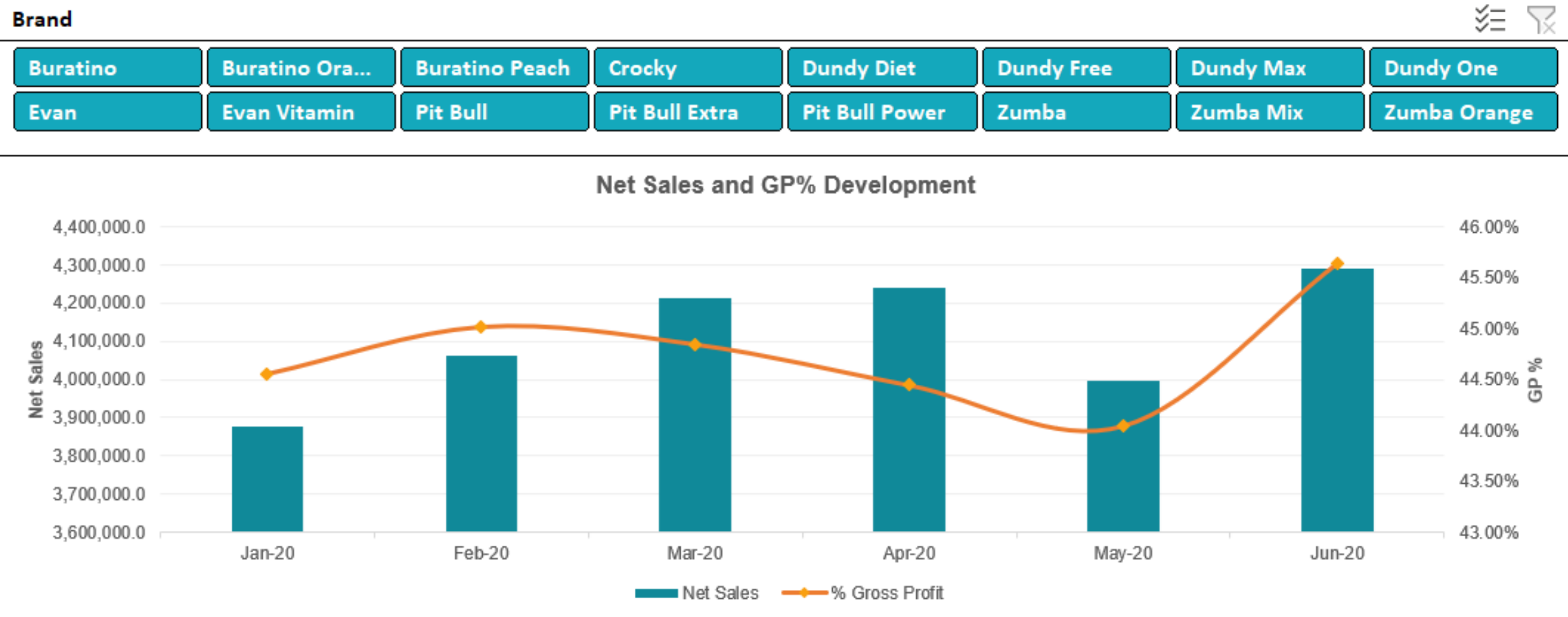
YTD

	1	2	3	4	5	6	7	8	9	10	11	12
LTM Months	Jul-19	Aug-19	Sep-19	Oct-19	Nov-19	Dec-19	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20
YTD Months	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20						
Month	01	02	03	04	05	06						
Year	2020	2020	2020	2020	2020	2020						
Selected Dates	Jan-20	Feb-20	Mar-20	Apr-20	May-20	Jun-20						

Net Sales and GP Development

Volume	4364940.0	4574452.8	4763332.1	4797935.0	4527636.2	4839379.6	0.0	0.0	0.0	0.0	0.0	0.0	
Gross Sales	4130939.5	4328133.9	4491469.0	4520416.4	4270742.0	4571864.5	0.0	0.0	0.0	0.0	0.0	0.0	
Discounts	-123909.1	-128430.2	-132644.8	-138024.0	-129637.4	-137575.1	0.0	0.0	0.0	0.0	0.0	0.0	
% Discounts	-3.00%	-2.97%	-2.95%	-3.05%	-3.04%	-3.01%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-1.50%
Net Sales	3876360.0	4064069.2	4213127.6	4241125.7	3995409.2	4289374.7	0.0	0.0	0.0	0.0	0.0	0.0	
Cost of Goods Sold	-2149239.5	-2234512.0	-2323691.3	-2356190.2	-2235660.2	-2331602.0	0.0	0.0	0.0	0.0	0.0	0.0	
Gross Profit	1727120.4	1829557.2	1889436.3	1884935.5	1759749.0	1957772.8	0.0	0.0	0.0	0.0	0.0	0.0	
% Gross Profit	44.56%	45.02%	44.85%	44.44%	44.04%	45.64%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	22.38%
Distribution	-110987.4	-116808.9	-121105.8	-121760.6	-114910.8	-123412.3	0.0	0.0	0.0	0.0	0.0	0.0	
% Distribution	-2.86%	-2.87%	-2.87%	-2.87%	-2.88%	-2.88%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	-1.44%
Warehousing	-38828.5	-40804.7	-42296.5	-42541.8	-40119.3	-43095.4	0.0	0.0	0.0	0.0	0.0	0.0	

Net Sales and GP% Development



Volume by Size and Client Type

Volume by Size

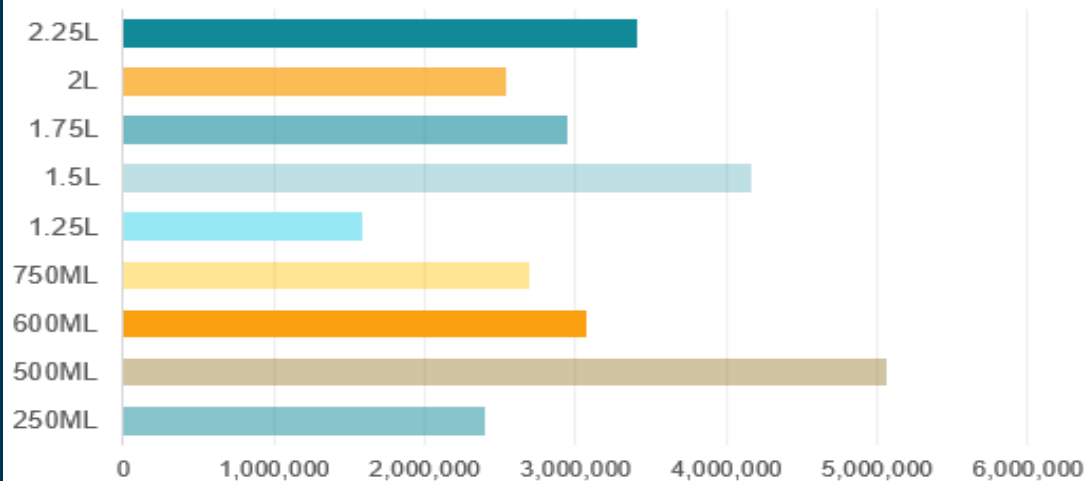
Volume													Total
250ML	368652.9	414235.3	417125.9	400206.3	383659.3	408948.6	0.0	0.0	0.0	0.0	0.0	0.0	2392828
500ML	809545.1	831783.9	871723.8	867717.2	770142.2	913531.6	0.0	0.0	0.0	0.0	0.0	0.0	5064444
600ML	482875.9	487681.8	534201.6	534844.2	489165.3	543851.8	0.0	0.0	0.0	0.0	0.0	0.0	3072621
750ML	411150.9	449865.8	476797.6	465951.2	423692.0	468044.8	0.0	0.0	0.0	0.0	0.0	0.0	2695502
1.25L	251107.6	257312.6	263444.8	267096.1	267272.1	285872.5	0.0	0.0	0.0	0.0	0.0	0.0	1592106
1.5L	694689.1	670560.2	710179.8	708743.6	679974.1	695161.2	0.0	0.0	0.0	0.0	0.0	0.0	4159308
1.75L	451224.6	470799.8	525087.6	521174.0	485060.8	488482.9	0.0	0.0	0.0	0.0	0.0	0.0	2941830
2L	388877.0	422804.4	423029.4	464731.7	409124.5	430811.9	0.0	0.0	0.0	0.0	0.0	0.0	2539379
2.25L	506816.9	569408.9	541741.7	567470.7	619545.9	604674.3	0.0	0.0	0.0	0.0	0.0	0.0	3409658

Volume by Client Type

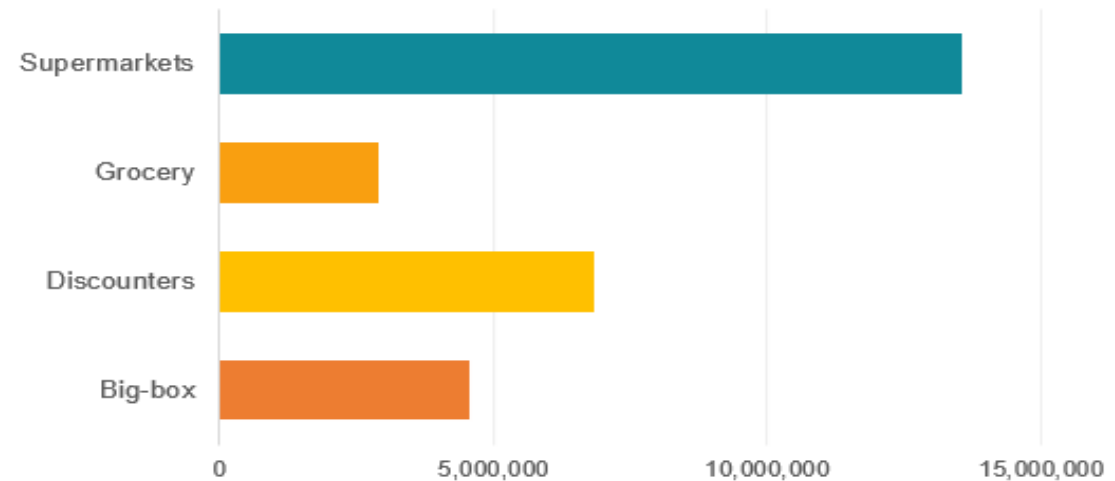
Volume													Total
Big-box	761511.7	730012.6	789028.6	777884.6	755072.8	746388.2	0.0	0.0	0.0	0.0	0.0	0.0	4559898
Discounters	1127820.3	1143175.0	1142908.1	1141826.3	1110037.0	1180281.7	0.0	0.0	0.0	0.0	0.0	0.0	6846048
Grocery	485255.0	479532.7	457651.0	481574.9	502371.8	495965.5	0.0	0.0	0.0	0.0	0.0	0.0	2902351
Supermarkets	1990353.0	2221732.5	2373744.4	2396649.2	2160154.6	2416744.1	0.0	0.0	0.0	0.0	0.0	0.0	13559378

Volume by Size and Client Type

Volume by Size



Volume by Client Type



Average Discount %

-1.50%

Average Gross Profit %

22.38%

Average Distribution Cost %

-1.44%