

PRODUCT PERFORMANCE

ProductClass	Sales Share	Actual Revenue	Target Revenue	Actual Revenue YTD	Target Revenue YTD	Actual Revenue PYTD	Target Revenue PYTD	Actual Revenue SPLY	Target Revenue SPLY
Antimalarial	12.6%	\$1,404,661,343	\$874,664,964	\$365,787,131	\$250,975,632	\$395,261,352	\$228,070,548	\$1,038,874,212	\$623,689,332
Antibiotics	14.9%	\$1,652,047,455	\$1,236,828,504	\$409,547,262	\$354,962,376	\$427,287,886	\$322,535,136	\$1,242,500,193	\$881,866,128
Antipiretics	16.0%	\$1,773,574,965	\$1,357,559,820	\$415,940,114	\$389,548,944	\$450,177,715	\$353,991,276	\$1,357,634,851	\$968,010,876
Mood Stabilizers	17.4%	\$1,937,812,289	\$1,582,942,152	\$463,782,173	\$454,170,120	\$470,527,569	\$412,733,928	\$1,474,030,116	\$1,128,772,032
Antiseptics	18.9%	\$2,103,318,224	\$1,675,284,228	\$513,537,361	\$480,688,116	\$543,441,889	\$436,803,996	\$1,589,780,863	\$1,194,596,112
Analgesics	20.2%	\$2,246,694,793	\$1,726,046,856	\$491,078,374	\$495,237,588	\$644,241,692	\$450,082,212	\$1,755,616,419	\$1,230,809,268
Total	100.0%	\$11,118,109,069	\$8,453,326,524	\$2,659,672,415	\$2,425,582,776	\$2,930,938,103	\$2,204,217,096	\$8,458,436,654	\$6,027,743,748



Actual Revenue

\$11bn

Target Revenue

\$8bn

Actual Quantity

27M

Target Quantity

21M

Total Products

240

Total Transaction

214K

- ☒ 2022
- ☒ 2023
- ☒ 2024
- ☒ 2025

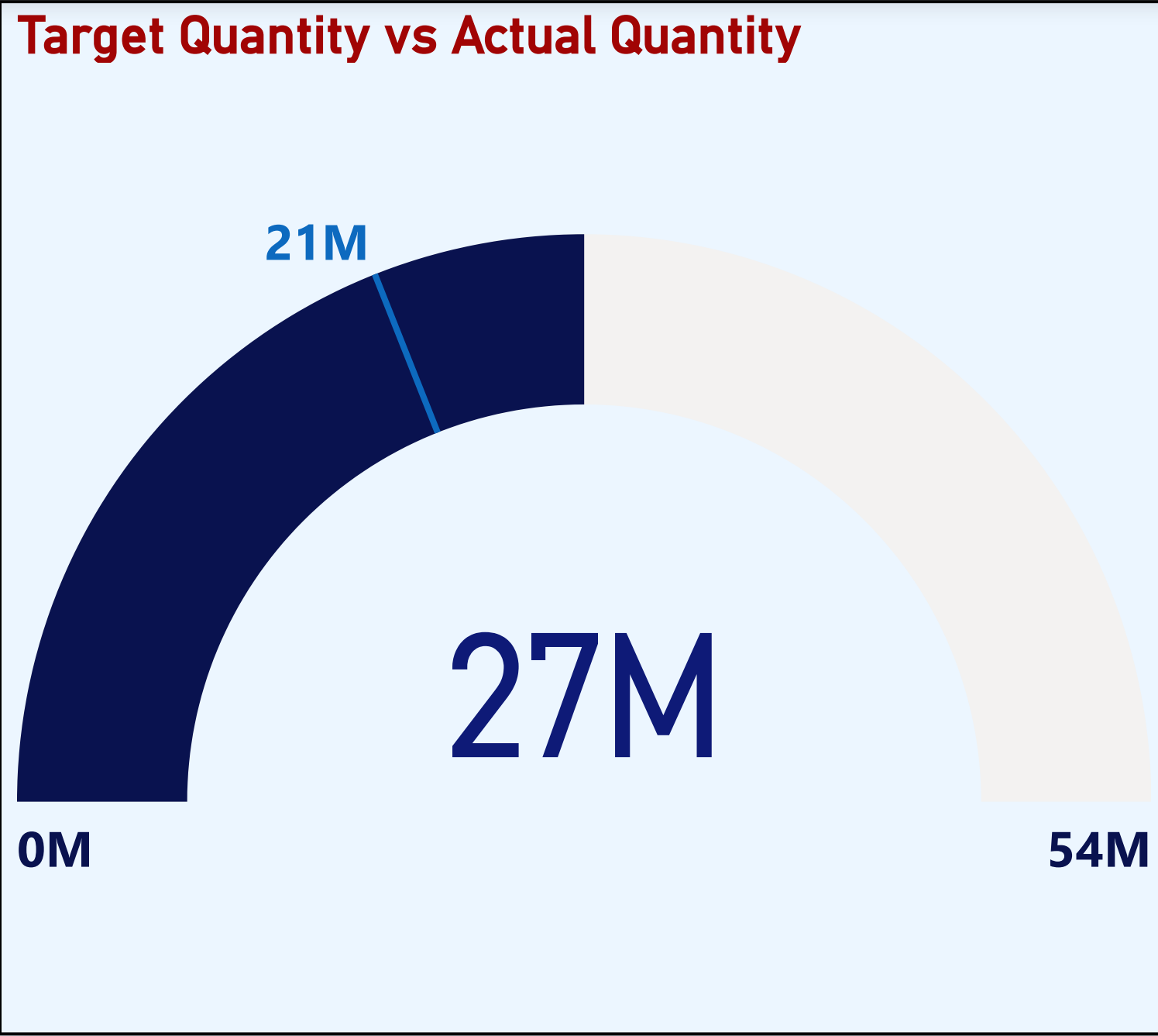
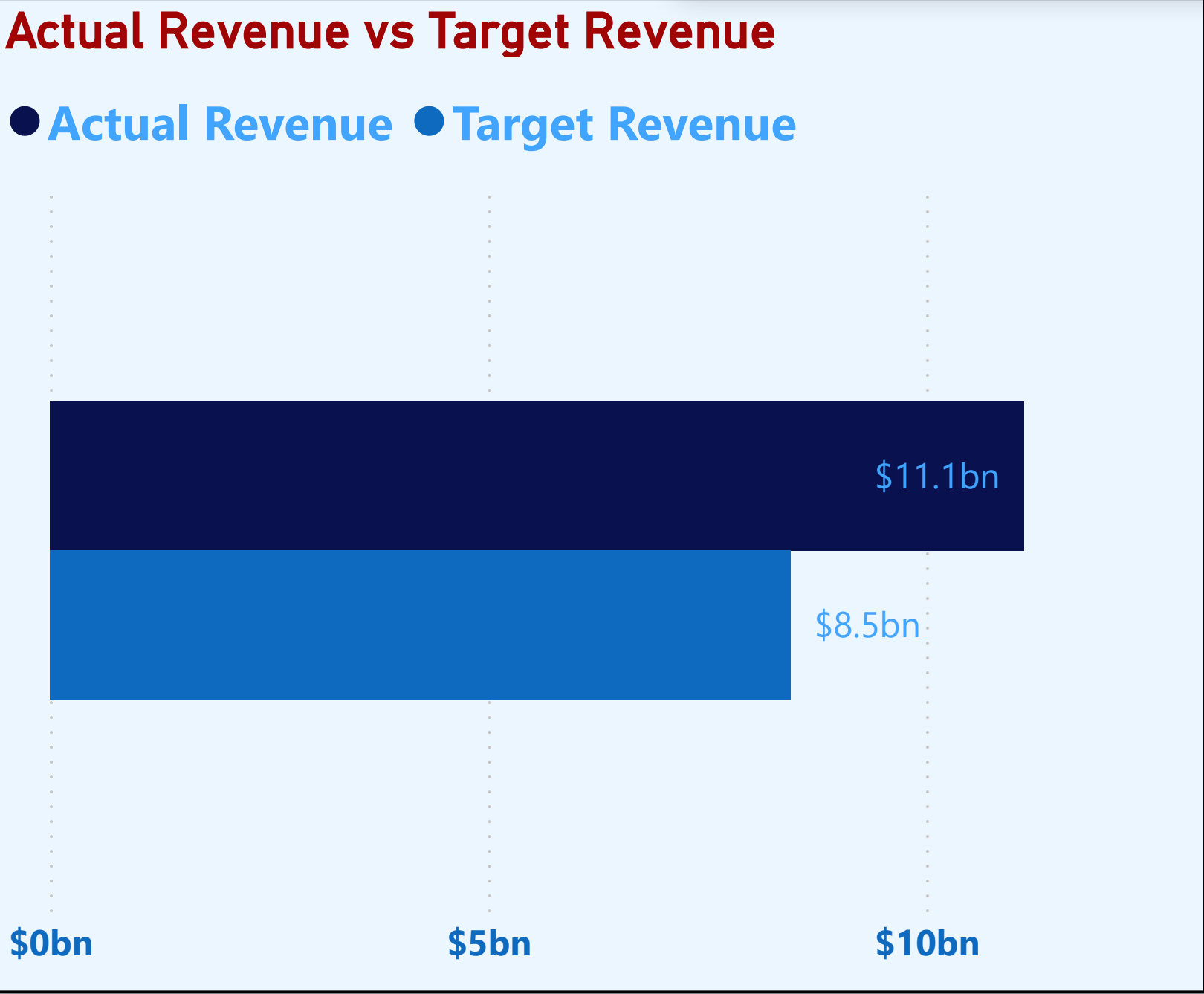
Team

Alfa

Charlie

Bravo

Delta



PRODUCT PERFORMANCE		
ProductClass	Actual Revenue	Total Quantity Sold
Analgesics	\$2,246,694,793	5,259,892
Antiseptics	\$2,103,318,224	5,170,828
Mood Stabilizers	\$1,937,812,289	4,870,408
Antipiretics	\$1,773,574,965	3,816,478
Antibiotics	\$1,652,047,455	3,902,861
Antimalarial	\$1,404,661,343	3,983,982

- Product Class
- ☐ Analgesics
- ☐ Antibiotics
- ☐ Antimalarial
- ☐ Antipiretics
- ☐ Antiseptics
- ☐ Mood Stabilizers

SALES REPRESENTATIVE PERFORMANCE					
Name	Actual Revenue	Target Revenue	Actual Quantities	Target Quantities	TargetRevenue Achieved %
Abigail Thompson	\$929,427,257	\$712,012,896	2,179,360	1,772,592	8.42%
Jimmy Grey	\$928,946,974	\$582,276,732	2,153,474	1,463,316	6.89%
Sheila Stones	\$903,565,506	\$638,908,128	2,252,562	1,529,244	7.56%
Daniel Gates	\$895,102,799	\$588,161,220	2,180,288	1,522,572	6.96%
Anne Wu	\$864,742,861	\$776,594,688	2,100,608	1,799,076	9.19%
Morris Garcia	\$844,681,990	\$702,790,524	2,119,503	1,720,944	8.31%
Stella Given	\$840,996,176	\$505,221,504	1,991,933	1,325,064	5.98%
Jessica Smith	\$832,986,693	\$715,518,168	2,019,806	1,769,328	8.46%
Mary Gerrard	\$827,667,061	\$700,871,196	1,984,219	1,587,852	8.29%
Steve Pepple	\$826,877,475	\$594,339,972	2,119,077	1,430,580	7.03%
Erica Jones	\$820,502,748	\$615,910,728	2,010,356	1,523,196	7.29%
Thompson Crawford	\$811,335,850	\$645,217,872	1,965,181	1,501,584	7.63%
Alan Ray	\$791,275,679	\$675,502,896	1,928,082	1,559,796	7.99%
Total	\$11,118,109,069	\$8,453,326,524	27,004,449	20,505,144	100.00%

