



FILTERS

Select Benchmak (BM)

vs LY

vs Target

2019

2020

2021

2022Est

Q1

Q2

Q3

Q4

YTD

YTG

BY REGION/COUNTRY

All

BY STORES/(S)

All

BY CATEGORY

All

Abbreviations

BM = Benchmark | LY=Last Year

GM = Gross Margin | NS = Net Sales

NP= Net Profit | Chg = Change

All values in Million \$

Get Job Ready
with Power BI

CODE
BASICS

NS \$

\$267.98M

BM: 111.37M | 140.61% ▲

GM%

37.10%

BM: 41.2% | -9.95% ▼

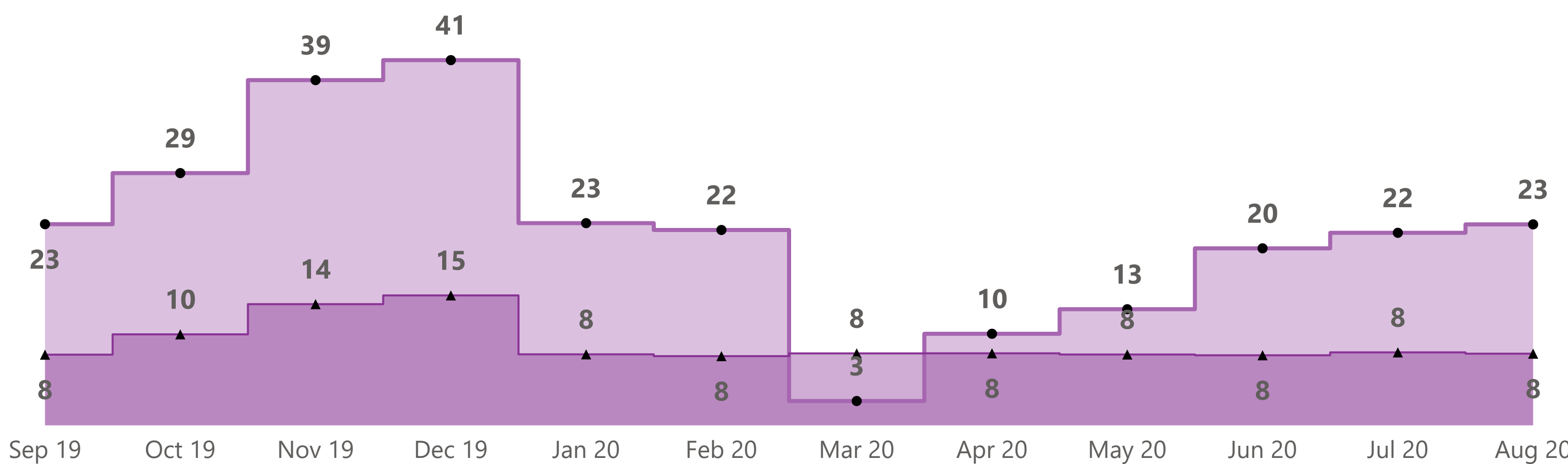
NP%

-0.85%

BM: 2.21% | -138.68% ▼

Net Sales Performance Over Time

● Selection ▲ vs BM



Top / Bottom Products & Customers by Net Sales

Primary Parameter

● REGION

○ CATEGORY

Secondary Parameter

● MARKET

○ PRODUCT

REGION

P & L Values

P & L Chg %

⊕ APAC

147.98

107.48

⊕ NA

62.21

182.70

⊕ EU

55.79

224.03

⊕ LATAM

2.00

141.89

Total

267.98

140.61

Profit & Loss Statement (P & L)

Line Item▲	2020	BM	Chg	Chg %
Gross Sales	535.95	209.06	326.88	156.36
Pre Invoice Deduction	124.69	47.44	77.26	162.85
Net Invoice Sales	411.25	161.62	249.63	154.45
- Post Discounts	95.85	29.72	66.13	222.51
- Post Deductions	47.43	20.53	26.90	131.02
Total Post Invoice Deduction	143.27	50.25	93.02	185.13
Net Sales	267.98	111.37	156.60	140.61
- Manufacturing Cost	160.30	62.34	97.96	157.14
- Freight Cost	7.16	2.64	4.52	171.46
- Other Cost	1.10	0.51	0.59	115.02
Total COGS	168.56	65.49	103.07	157.39
Gross Margin	99.42	45.89	53.53	116.66
Gross Margin %	37.10	41.20	-4.10	-9.95
GM / Unit	4.79	4.25	0.53	12.49
Operational Expense	-101.71	-43.43	-58.28	134.21
Net Profit	-2.29	2.46	-4.75	-193.08
Net Profit %	-0.85	2.21	-3.06	-138.68