



Foresight Pharmaceutical Dashboard

Executive Dashboard

Distributor Dashboard

Product Dashboard

Sales Team Performance



Foresight Pharmaceutical Sales Report

Executive Overview

Select Date

01-01-2017

01-12-2020

Select Country

☐ Germany

☐ Poland

Ask Q&A



Back



Total Sales

29.82 % YOY

\$12,09,19,46,737

Top City

Butzbach

\$9,63,74,052

Top Product Class

Analgesics

\$2,43,50,20,926

Top Product

lonclotide

\$17,15,84,675

Top Sales Team

Delta

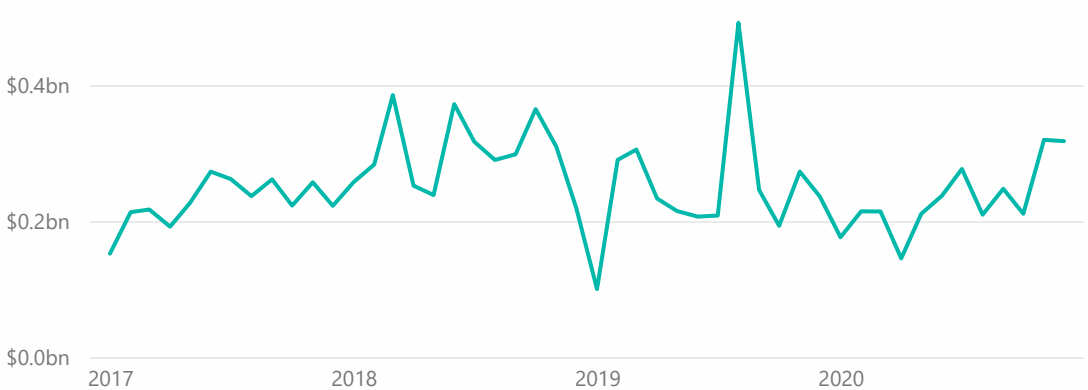
\$3,72,18,88,068

Top Distributor

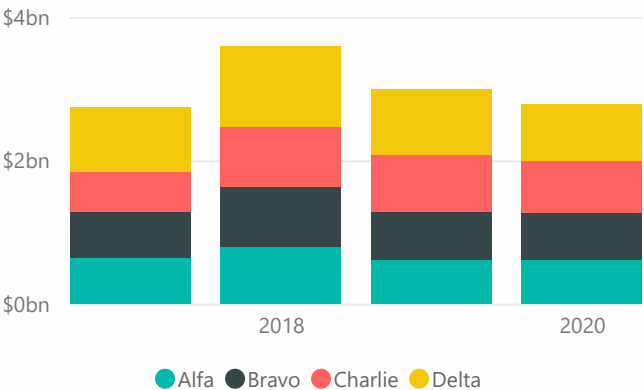
Gerlach LLC

\$3,58,15,70,757

Revenue over Time



Revenue by year & Sales team

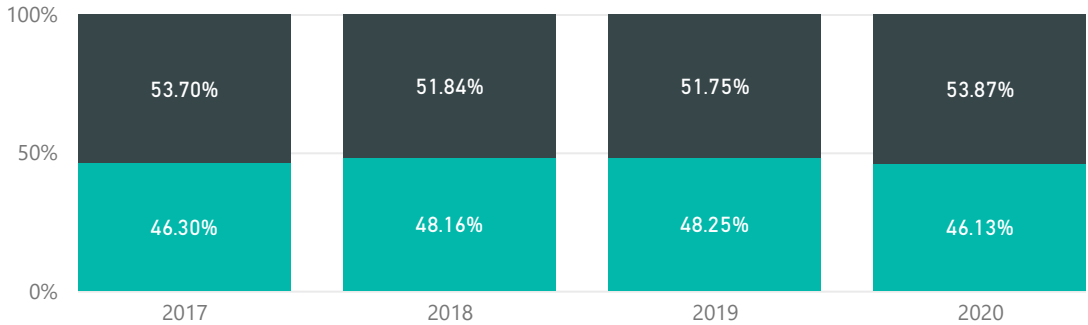


Revenue by Sub Channel

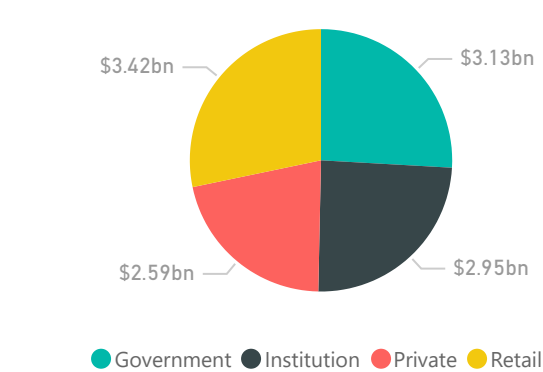


Revenue by Channel & Year

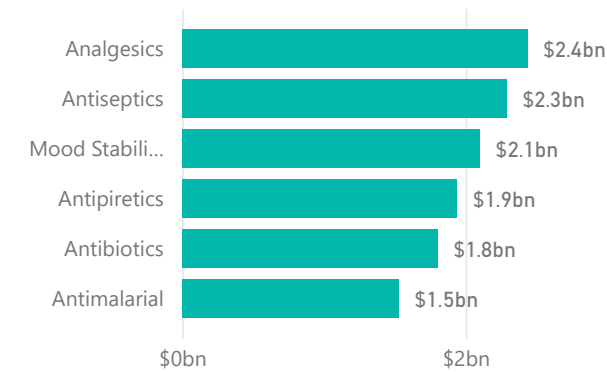
channel ● Hospital ● Pharmacy



Revenue by Sub Channel



Revenue by Product class





Foresight Pharmaceutical Sales Report

Distributor Performance

Select Distributor

All

Select Country

- ☐ Germany
- ☐ Poland

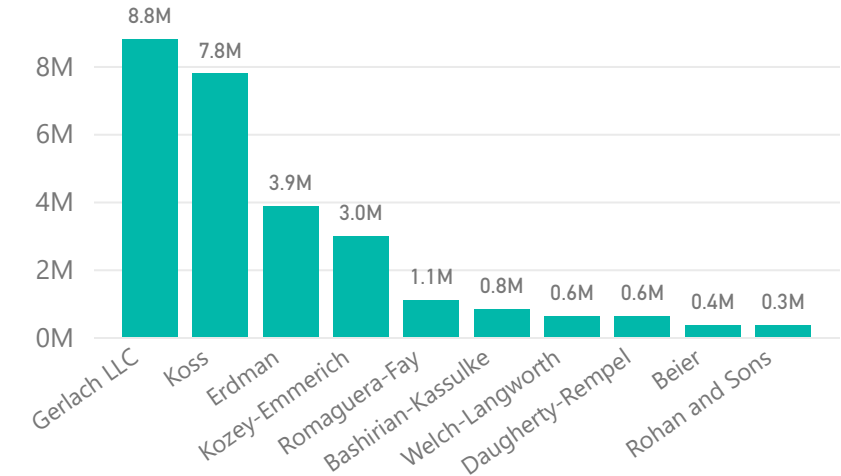
Ask Q&A



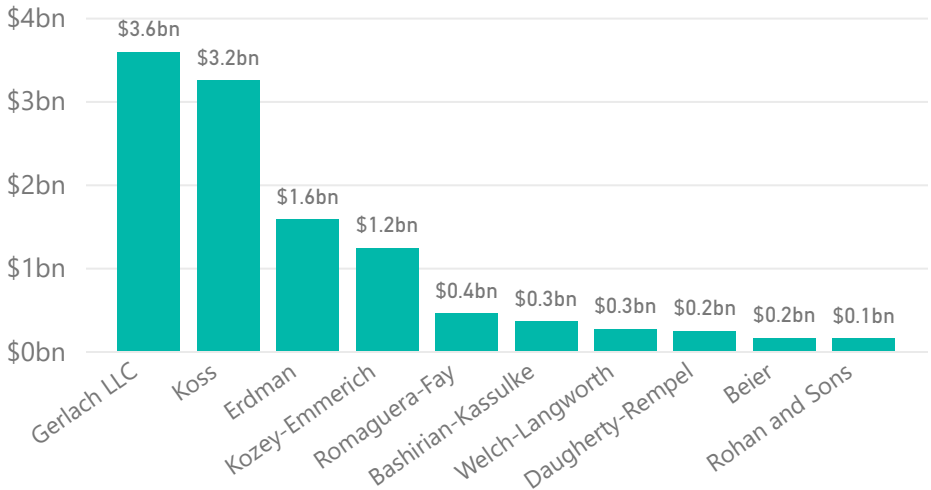
Back



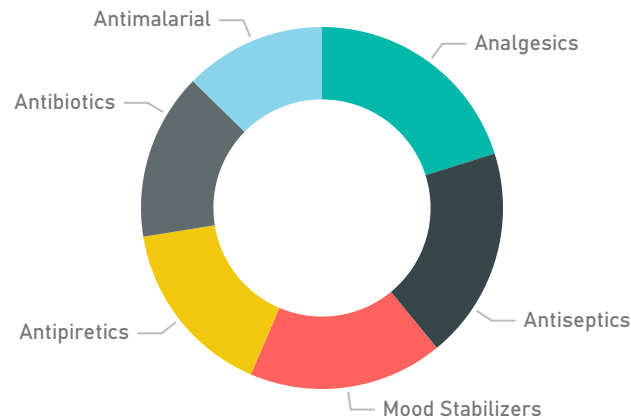
Top Distributor by Volume



Top Distributor by Revenue



Total Sales by Product



Revenue by Distributors for each Product Class

distributor	Analgesics	Antibiotics	Antimalarial	Antipiretics	Antisepsics	Mood Stabilizers	Total
Bashirian-Kassulke	\$90.1M	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$30.3M	\$120.3M
Beier	\$0.5M	\$0.8M	\$0.8M	\$0.3M	\$0.8M	\$0.5M	\$3.8M
Carter-Conn	\$0.2M	\$0.0M	\$0.0M	\$0.0M	\$0.1M	\$0.4M	\$0.4M
Cassin	\$0.3M	\$0.1M	\$0.1M	\$0.3M	\$0.2M	\$0.4M	\$1.3M
Crist Inc	\$0.9M	\$0.0M	\$0.0M	\$0.0M	\$1.9M	\$0.7M	\$3.5M
Daugherty-Rempel	\$6.3M	\$0.6M	\$1.6M	\$0.3M	\$0.7M	\$1.3M	\$10.7M
Erdman	\$17.7M	\$7.0M	\$11.1M	\$12.8M	\$14.3M	\$13.3M	\$76.3M
Gerlach LLC	\$24.9M	\$27.2M	\$17.5M	\$23.1M	\$22.8M	\$27.8M	\$143.3M
Gleason	\$2.7M	\$1.0M	\$0.2M	\$0.3M	\$1.2M	\$0.1M	\$5.6M
Gottlieb-Cruickshank	\$0.1M	\$0.4M	\$0.2M	\$0.6M	\$0.5M	\$0.2M	\$1.9M
Graham and Sons	\$0.7M	\$0.0M	\$0.0M	\$0.0M	\$0.1M	\$0.2M	\$1.1M
Hansen Group Pharm	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.0M	\$0.0M
Koss	\$24.6M	\$30.9M	\$9.7M	\$29.2M	\$22.3M	\$27.2M	\$143.9M
Total	\$253.1M	\$82.8M	\$124.0M	\$88.7M	\$90.6M	\$138.5M	\$777.7M

Revenue by Distributor by Year

Distributor	2017	2018	2019	2020	Total
Welch-Langworth	\$13,06,10,925	\$13,26,28,199	\$3,68,640		\$26,36,07,76
Stehr-Champlin		\$12,85,14,861			\$12,85,14,86
Smith Inc		\$11,95,47,346			\$11,95,47,34
Schuppe Inc		\$1,26,24,284			\$1,26,24,28
Schaefer LLC	\$1,29,23,354	\$89,06,803			\$2,18,30,15
Romaguera-Fay	\$30,89,72,390	\$12,55,04,182	\$1,12,61,567		\$44,57,38,13
Rohan and Sons	\$9,70,21,957	\$2,88,84,250	\$1,83,00,485		\$14,42,06,69
Rohan		\$3,17,96,171			\$3,17,96,17
Rogahn-Klein		\$71,37,098			\$71,37,09
Prohaska-Kuhic		\$8,22,83,762			\$8,22,83,76
Nader-Gaylord	\$2,33,79,484	\$37,12,580			\$2,70,92,06
Lockman	\$6,01,79,005	\$1,96,19,473	\$1,62,17,379		\$9,60,15,85
Total	\$2,73,43,79,001	\$3,58,43,02,586	\$2,99,58,29,371	\$2,77,74,35,779	\$12,09,19,46,73



Foresight Pharmaceutical Sales Report

Sales Team Performance

Select Date

01-01-2017

01-12-2020

Select Country

- ☐ Germany
☐ Poland

Ask Q&A



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Select Sales Team

Select all

Alfa

Bravo

Charlie

Delta

Top Performing Sales Manager

Britanny Bold
Manager

Delta
Sales Team

\$3,72,18,88,068
rRevenue

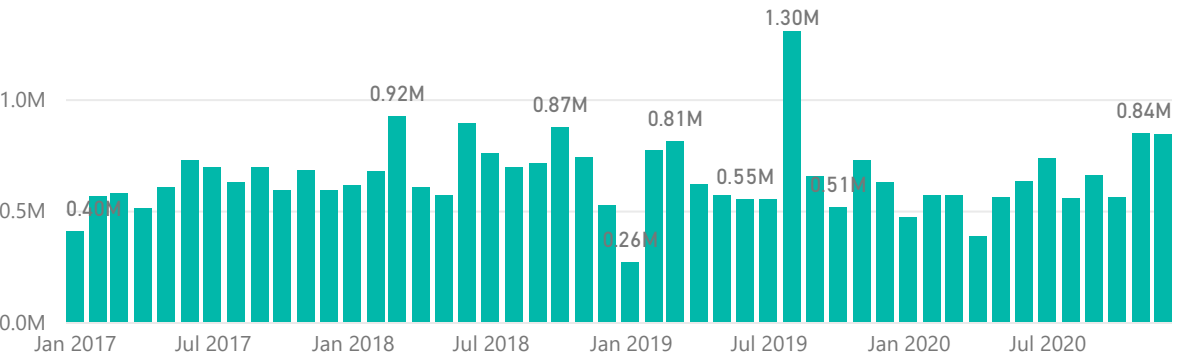
Top Performing Sales Rep

Jimmy Grey
Sales Rep

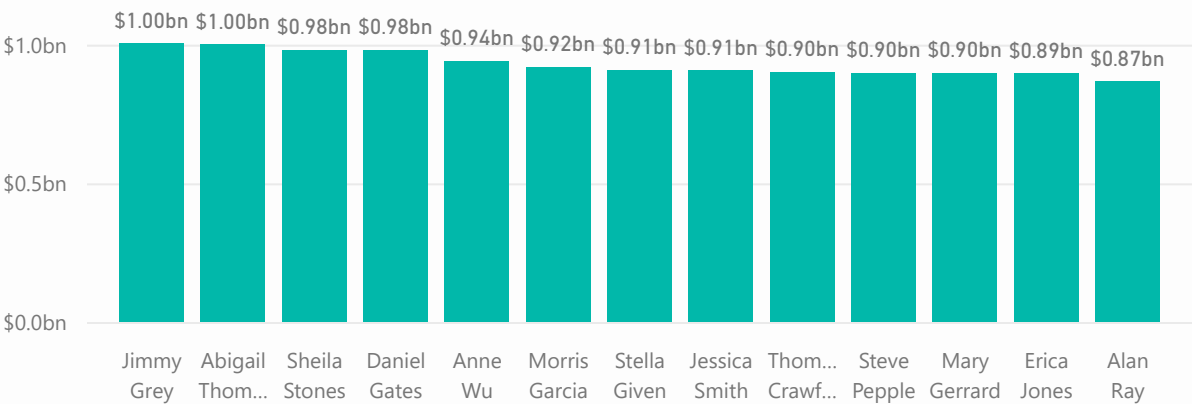
Charlie
Sales Team

\$1,00,39,17,380
Total Sales

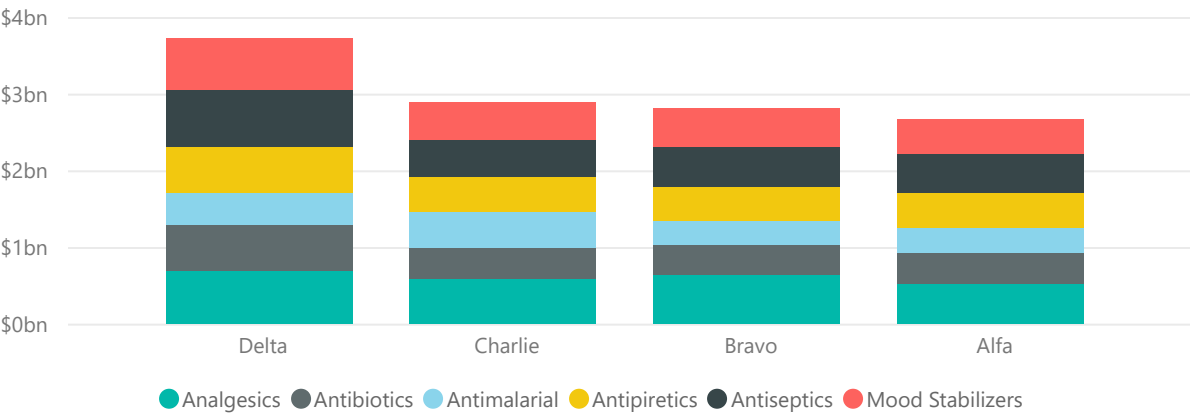
Revenue Per Customer



Revenue per Sales Rep



Revenue by Product Class





Foresight Pharmaceutical Sales Report

Product Performance

Select Date

01-01-2017

01-12-2020

Select Country

- ☐ Germany
☐ Poland

Ask Q&A



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Select Product...

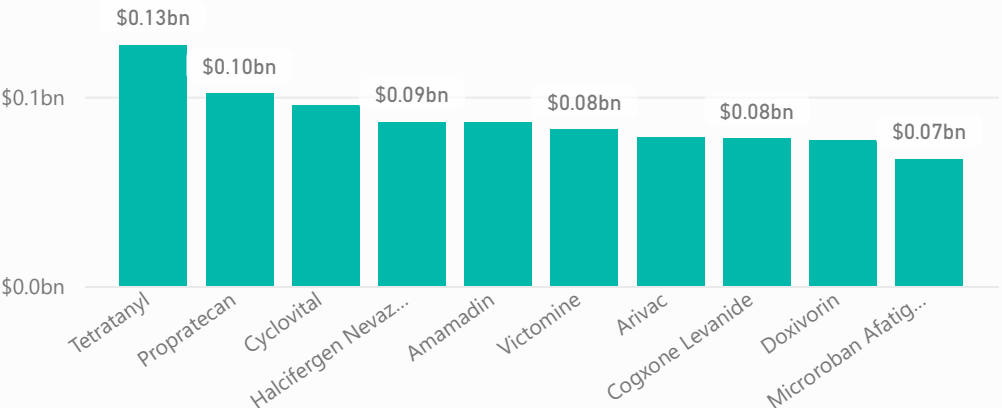
- ☐ Analgesics
☐ Antibiotics
☒ Antimalarial
☐ Antipiretics
☐ Antiseptics
☐ Mood Stabilizers

Top Product

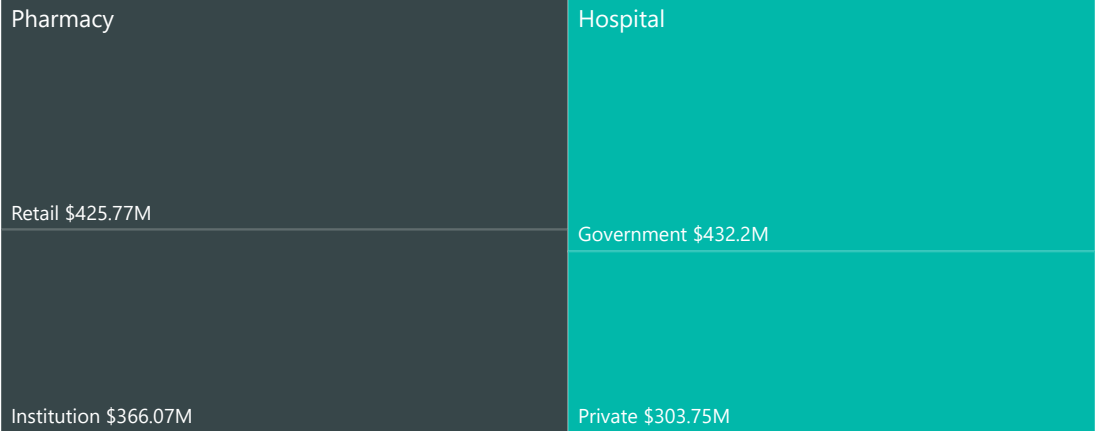
Tetratanyl

\$12,72,33,890

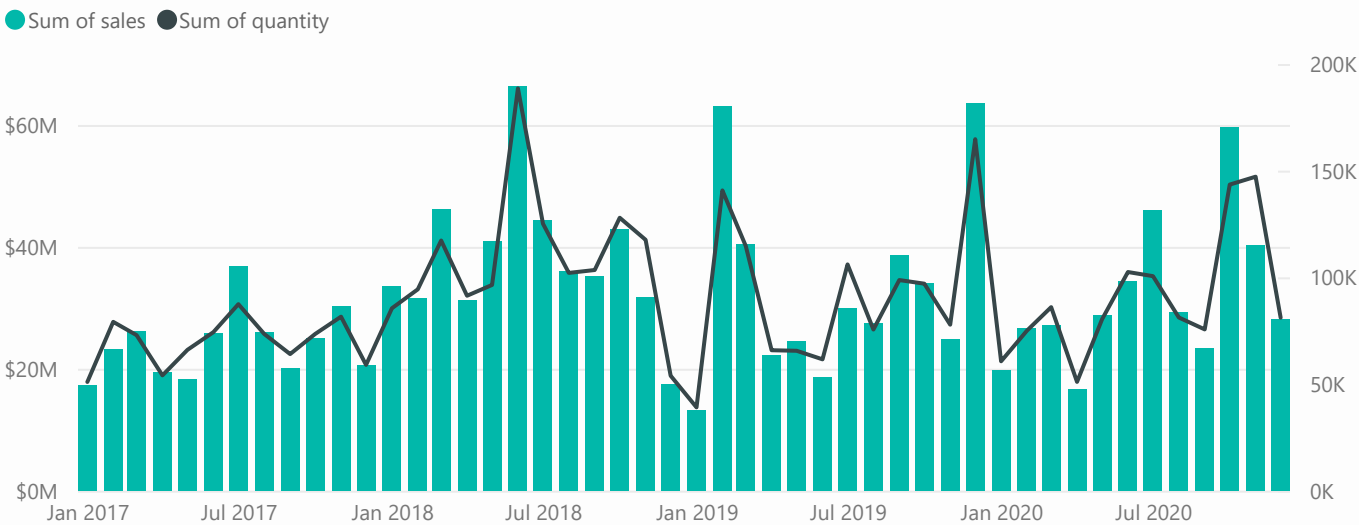
Revenue by Product



Revenue by Sub Channel



Revenue & Quantity over Time



Revenue by Distributor & Sub Channel

