

31-12-2022

Data Date

Day

1

31

Month

Jan

May

Sep

Feb

Jun

Oct

Mar

Jul

Nov

Apr

Aug

Dec

Store Format

All

Classification

All

Promo Week

All

Promo Type

All

Head

All

Groups

All

Department

All

Class

All

Subclass

All

Product Code

All

Promotion Sales Ratio

PROMO SALES

NORMAL SALES

63.72%

36.28%

67.89%

32.11%

2021

2022

	2021	2022
NORMAL SALES	171.05M	180.12M
PROMO SALES	97.37M	85.19M

GP

GP PROMO SALES

GP NORMAL SALES

38.63M

17.75M

38.00M

17.53M

2021

2022

	2021	2022
% GP NORMAL	22.6%	21.1%
% GP PROMO	18.2%	20.6%

Total GP & Compensation

GP

COMPENSATION

47.76M

8.62M

47.39M

8.13M

2021

2022

	2021	2022
% COMPENSATION	3.2%	3.1%
% GP	17.8%	17.9%

Total Discount

DISC OTHERS

CPN3

DISC PROMO

187.66M

101.55M

33.15M

137.63M

133.73M

27.33M

2021

2022

	2021	2022
% DSIC PROMO	12.3%	10.3%
% CPN3	37.8%	50.4%
% DISC OTHERS	69.91%	51.87%

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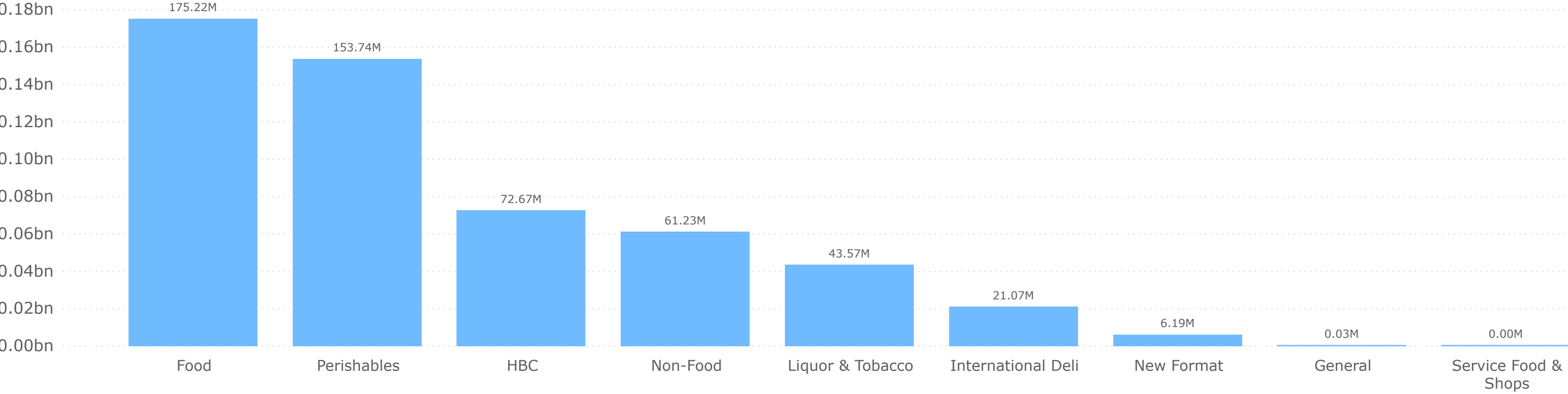
All

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All

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NET TOTAL BY DIVISION



division	NET TOTAL	PROMO SALES	NORMAL SALES	% PROMO SALES	% NORMAL SALES	DISCOUNT	% DISCOUNT	GP	GP NORMAL SALES	% GP	% GP NORMAL SALES
<div>Perishables</div>	153.74M	30.66M	123.08M	19.9%	80.1%	11.48M	7.5%	41.92M	32.93M	27.3%	26.8%
<div>+ RTE-Deli</div>	5.95M	0.12M	5.83M	2.1%	97.9%	0.03M	0.6%	1.34M	1.31M	22.4%	22.5%
<div>+ Retail F&B</div>	5.86M	0.44M	5.42M	7.5%	92.5%	0.05M	0.9%	2.01M	1.83M	34.3%	33.8%
<div>+ Produce</div>	60.62M	14.12M	46.50M	23.3%	76.7%	5.56M	9.2%	18.45M	13.36M	30.4%	28.7%
<div>+ Fresh Seafood</div>	13.69M	1.61M	12.07M	11.8%	88.2%	0.31M	2.3%	3.15M	2.87M	23.0%	23.8%
<div>+ Fresh Packaged</div>	15.78M	2.58M	13.20M	16.4%	83.6%	0.42M	2.7%	2.95M	2.46M	18.7%	18.6%
<div>+ Fresh Meat</div>	19.77M	3.60M	16.17M	18.2%	81.8%	0.62M	3.1%	4.80M	4.03M	24.3%	24.9%
<div>+ Deli</div>	22.50M	6.77M	15.73M	30.1%	69.9%	3.44M	15.3%	5.98M	4.29M	26.6%	27.3%
<div>+ Bakery</div>	9.58M	1.42M	8.16M	14.8%	85.2%	1.04M	10.9%	3.25M	2.76M	33.9%	33.9%
<div>Non-Food</div>	61.23M	33.30M	27.93M	54.4%	45.6%	12.02M	19.6%	9.60M	6.94M	15.7%	24.8%
<div>+ Home Care</div>	17.62M	9.97M	7.65M	56.6%	43.4%	1.96M	11.1%	2.32M	1.57M	13.2%	20.5%
<div>+ GM/Non FMCG</div>	2.29M	0.64M	1.66M	27.8%	72.2%	0.38M	16.5%	0.57M	0.48M	24.6%	29.3%
<div>+ GM</div>	8.16M	1.70M	6.46M	20.9%	79.1%	0.72M	8.8%	2.88M	2.46M	35.3%	38.0%
<div>+ Fashion</div>	0.51M	0.05M	0.46M	10.1%	89.9%	0.03M	6.6%	0.10M	0.10M	19.1%	21.9%
<div>+ Cleaning</div>	26.36M	16.10M	10.26M	61.1%	38.9%	7.70M	29.2%	2.92M	2.03M	11.1%	19.8%
<div>+ Appliances</div>	0.26M	0.13M	0.13M	48.9%	51.1%	0.10M	38.5%	0.01M	0.01M	5.0%	5.0%
<div>+ Adult & Baby Care</div>	6.02M	4.71M	1.31M	78.2%	21.8%	1.13M	18.8%	0.80M	0.29M	13.3%	22.2%
Total	533.74M	182.57M	351.17M	34.2%	65.8%	60.48M	11.3%	95.40M	76.87M	17.9%	21.9%

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Data Date

Year

2021	2022
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Month

Jan	May	Sep
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Classification

- ☐ Select all
- ☐ Direct Import
- ☐ NB
- ☐ Ownbrand

Head

Division

Groups

Class

Subclass

Product Code

year		2021							2022						
GROUP NAME		NET TOTAL	OI	COMPENSATION	CDA VALUE	DAMAGED VALUE	REBATE VALUE	MEMBER POINTS	NET TOTAL	OI	COMPENSATION	CDA VALUE	DAMAGED VALUE	REBATE VALUE	MEMBER POINTS
<div>+ </div> Produce		3,665.1M	167.77M	0.0M	117.99M		49.78M		3,471.4M	167.00M	0.0M	108.04M		58.96M	
<div>+ </div> Snack		2,477.8M	272.38M	167.5M	70.87M	0.06M	33.05M	0.88M	2,222.8M	236.27M	136.9M	66.34M	0.06M	32.15M	0.84M
<div>+ </div> Packaged		2,323.7M	198.97M	132.6M	50.94M		13.18M	2.28M	1,766.8M	142.32M	83.2M	44.29M	0.04M	12.05M	2.72M
<div>+ </div> Skin Care		2,130.3M	184.18M	127.1M	44.56M		9.48M	3.08M	1,919.5M	172.05M	118.3M	41.64M		9.28M	2.84M
<div>+ </div> Cooking		1,917.7M	190.63M	40.3M	75.88M		71.24M	3.16M	1,611.7M	108.28M	21.5M	65.06M		18.83M	2.92M
<div>+ </div> Beverage		1,638.8M	219.06M	127.1M	82.10M		9.71M	0.13M	1,634.1M	192.54M	98.3M	84.10M		9.87M	0.23M
<div>+ </div> Cleaning		1,593.7M	198.33M	152.6M	35.72M		9.01M	1.01M	1,519.7M	164.72M	119.3M	35.37M		9.02M	1.05M
<div>+ </div> Deli		1,475.5M	128.06M	0.1M	59.97M	28.38M	37.27M	2.37M	1,188.9M	106.10M	0.4M	50.07M	22.58M	30.82M	2.29M
<div>+ </div> Fresh Meat		1,325.0M	69.85M	0.0M	44.47M		25.38M		1,023.2M	65.63M	0.0M	43.04M	0.00M	22.60M	
<div>+ </div> Milk & Baby Food		1,213.4M	93.41M	42.6M	42.18M		6.62M	2.00M	1,048.8M	72.18M	28.4M	35.12M		6.40M	2.27M
<div>+ </div> Inter Packaged		1,178.6M	103.03M	52.5M	32.23M		18.32M	0.01M	935.5M	85.77M	45.2M	26.43M		14.18M	0.01M
<div>+ </div> Home Care		1,082.7M	118.48M	70.0M	38.13M	0.01M	10.23M	0.14M	1,002.3M	119.09M	72.0M	36.77M	0.01M	9.82M	0.45M
<div>+ </div> Fresh Packaged		991.3M	80.59M	0.3M	43.80M	23.69M	11.21M	1.58M	876.1M	73.08M	0.3M	39.97M	21.18M	10.03M	1.58M
<div>+ </div> Hair Care		910.1M	125.18M	104.2M	16.18M		3.43M	1.40M	828.8M	120.84M	100.9M	15.27M		3.33M	1.35M
<div>+ </div> Beer		851.2M	18.62M	0.0M	15.20M		3.42M		872.2M	23.15M	0.7M	18.15M		4.34M	
<div>+ </div> Spirits		832.9M	10.71M	0.0M	5.69M		5.02M		844.7M	14.26M	0.0M	7.09M		7.18M	
<div>+ </div> Fresh Seafood		876.6M	54.92M	0.0M	20.35M		34.57M		741.0M	48.96M	0.0M	17.92M		31.04M	
<div>+ </div> Oral Care		820.1M	59.94M	36.6M	19.28M		3.23M	0.83M	740.6M	53.86M	32.5M	17.53M		3.05M	0.78M
<div>+ </div> Frozen Food		746.8M	50.19M	4.0M	29.54M	3.66M	12.52M	0.45M	583.0M	28.74M	2.0M	16.86M	2.45M	7.09M	0.34M
<div>+ </div> Wine		599.7M	22.04M	0.0M	10.29M		11.75M		608.5M	25.49M	0.0M	12.29M		13.20M	
<div>+ </div> Bakery		568.5M	43.54M	0.0M	31.82M	0.89M	10.83M		556.7M	47.84M	0.0M	34.50M	0.80M	12.53M	
<div>+ </div> International Fresh Packaged		567.0M	35.01M	0.3M	22.99M	0.06M	11.64M		456.3M	27.34M	0.8M	17.49M	0.04M	8.96M	
<div>+ </div> GM		516.3M	24.64M	3.4M	12.47M		7.53M	1.27M	452.1M	19.45M	1.6M	10.25M		6.49M	1.11M
<div>+ </div> Adult & Baby Care		382.8M	51.03M	35.1M	11.27M		4.33M	0.36M	331.4M	41.33M	26.9M	10.19M		3.86M	0.39M
<div>+ </div> RTE-Deli		363.0M	13.62M	0.0M	4.04M	0.84M	8.70M	0.03M	341.8M	16.21M	0.0M	6.78M	1.27M	8.14M	0.01M
<div>+ </div> Retail F&B		337.0M	22.38M	0.0M	13.88M	2.15M	6.32M	0.03M	351.7M	20.35M	0.0M	12.31M	2.01M	6.01M	
<div>+ </div> Inter Cooking		372.2M	23.71M	6.7M	10.55M		6.44M		280.6M	22.63M	8.2M	8.39M		6.07M	
<div>+ </div> Adult Hygiene		299.2M	33.53M	22.2M	8.12M		2.82M	0.40M	280.0M	34.10M	22.8M	8.07M		2.80M	0.43M
<div>+ </div> Tobacco		200.2M	1.08M	0.0M	0.87M		0.22M		237.0M	1.08M	0.0M	0.85M		0.22M	
<div>+ </div> Health		129.4M	17.69M	11.5M	4.18M		0.98M	0.99M	264.4M	11.64M	7.0M	3.27M		0.82M	0.58M
<div>+ </div> GM/Non FMCG		148.4M	11.35M	5.0M	3.62M		2.10M	0.65M	123.8M	8.71M	3.5M	3.19M		1.29M	0.70M
<div>+ </div> Club Format		92.2M	0.00M	0.0M			0.00M		148.9M	0.00M	0.0M	0.00M			0.00M
<div>+ </div> Chef YIM		16.1M	0.00M	0.0M	0.00M	0.00M	0.00M	0.00M	203.8M	0.16M	0.0M	0.01M		0.15M	
<div>+ </div> Makeup		110.9M	7.36M	4.7M	1.98M		0.39M	0.32M	93.4M	6.45M	3.8M	2.07M		0.36M	0.27M
Total		33,012.8M	2,660.62M	1147.6M	985.48M	59.97M	443.77M	23.79M	29,841.3M	2,290.49M	938.3M	904.06M	50.67M	373.89M	23.60M

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Product Code

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TOP 10 TOTAL SALES BY PROMO TYPE

Normal Sales

351.8M

InStore Sales

106.7M

Red Hot

24.1M

BOGO

22.6M

Mix&Match

22.6M

B2G1

3.2M

Non-Sales Active

2.1M

B3G1

0.3M

Supplier Campaign

0.2M

B4G1

0.1M

TOP 10 PROMO SALES BY TYPE

InStore Sales

106.7M

Red Hot

24.1M

BOGO

22.6M

Mix&Match

22.6M

B2G1

3.2M

Non-Sales Active

2.1M

Normal Sales

0.7M

B3G1

0.3M

Supplier Campaign

0.2M

B4G1

0.1M

Campaign	NET TOTAL	PROMO SALES	GP	GP PROMO SALES	% GP	%GP PROMO SALES
Normal Sales	351.84M	0.66M	76.67M	0.04M	21.8%	6.3%
B2G1	3.16M	3.16M	-0.03M	0.69M	-1.0%	22.0%
B3G1	0.33M	0.33M	-0.03M	0.04M	-10.2%	11.0%
B4G1	0.12M	0.12M	0.01M	0.03M	12.6%	25.7%
B5G1	0.00M	0.00M	0.00M	0.00M	63.3%	63.4%
BOGO	22.58M	22.58M	2.61M	4.76M	11.5%	21.1%
InStore Sales	106.71M	106.71M	13.25M	22.09M	12.4%	20.7%
Mix&Match	22.56M	22.56M	1.25M	3.78M	5.5%	16.8%
Nearly-Expired	0.02M	0.02M	-0.01M	-0.01M	-52.6%	-52.6%
New Product	0.00M	0.00M	0.00M	0.00M	13.6%	17.2%
Non-Sales Active	2.13M	2.13M	-0.61M	-0.61M	-28.8%	-28.8%
Red Hot	24.05M	24.05M	2.01M	4.44M	8.4%	18.4%
Supplier Campaign	0.24M	0.24M	0.03M	0.03M	10.5%	13.1%
Total	533.74M	182.57M	95.15M	35.28M	17.8%	19.3%