



DEPARTMENT 1 | PRODUCT DASHBOARD

Period: 2018 | Aug

DE Company | Amount in kEUR | Filter selection:



FILTERS

Monthly

2018

Aug

NAVIGATION

Dashboard

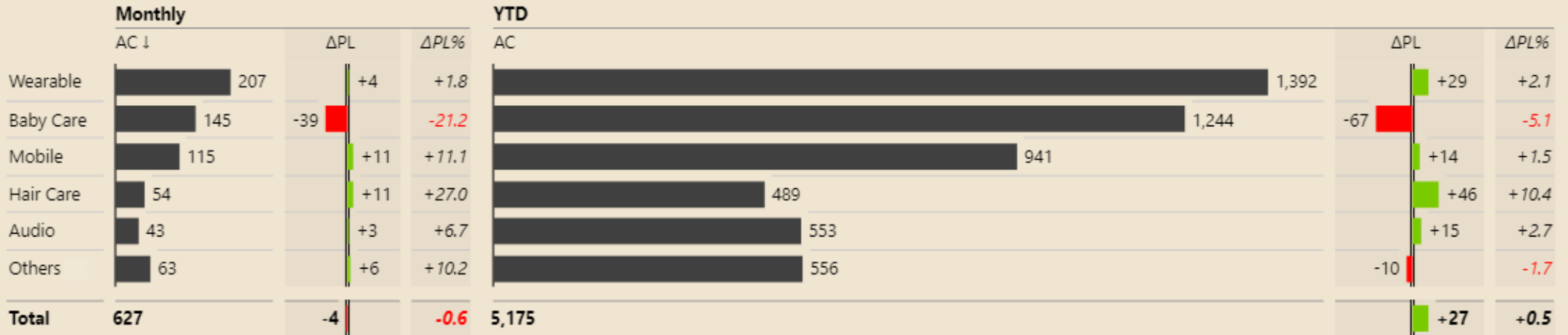
Product

Sales

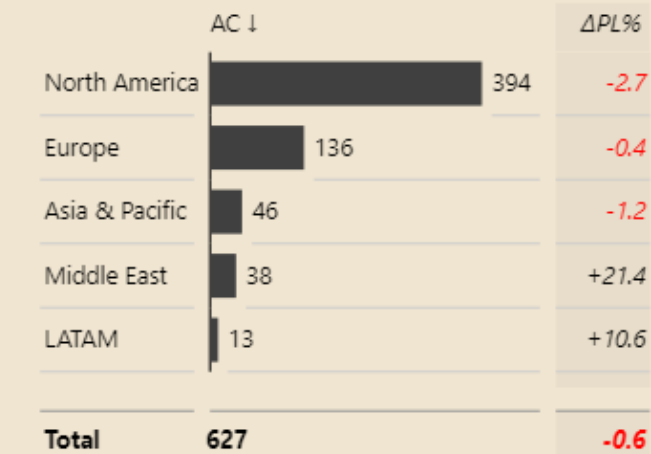
Business Unit

Country

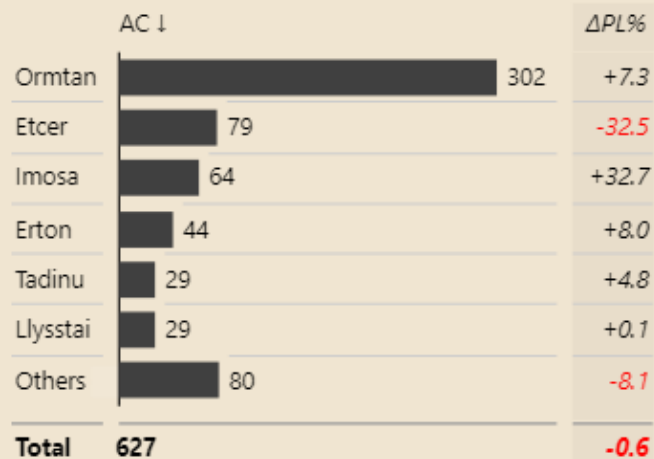
BUSINESS UNITS (TP2) ▾



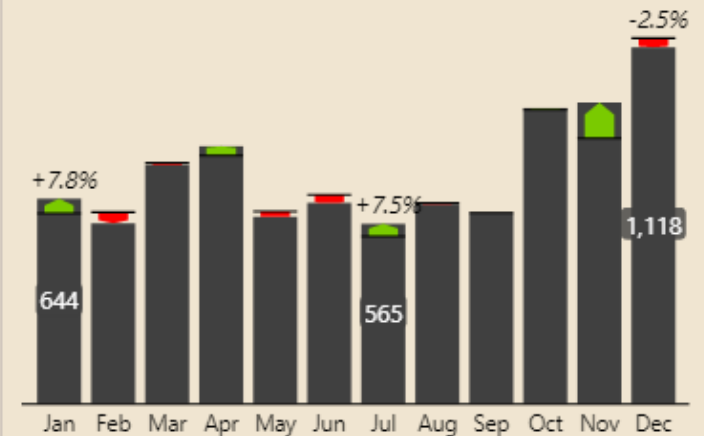
REGIONS (TP1) ▾



BRANDS (TP1) ▾



TIMELINE





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Monthly ▼

2018 ▼

Aug ▼

NAVIGATION

Dashboard

Product

Sales

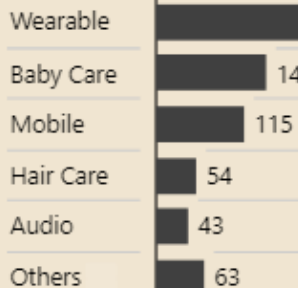
Business Unit

Country

BUSINESS UNITS (TP2) ▼

Monthly

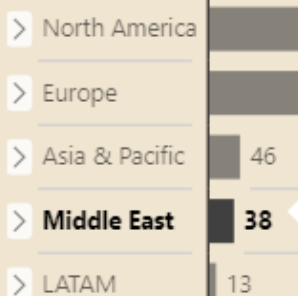
AC ↓



Total 627

REGIONS (TP1) ▼

AC ↓

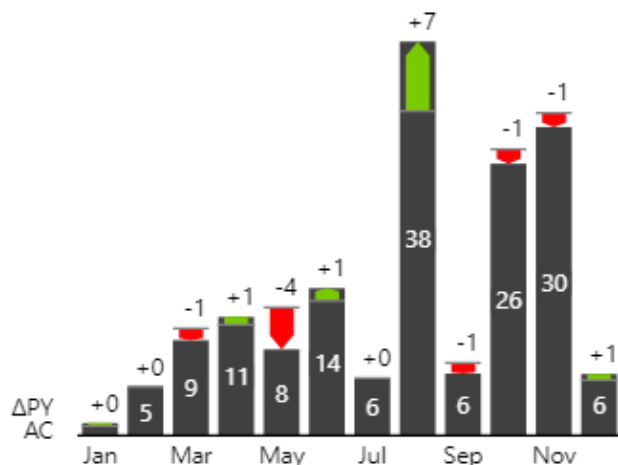


Total 627

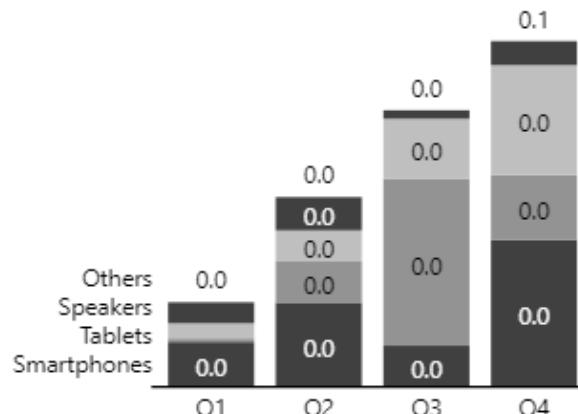
SALES CUSTOM TOOLTIP

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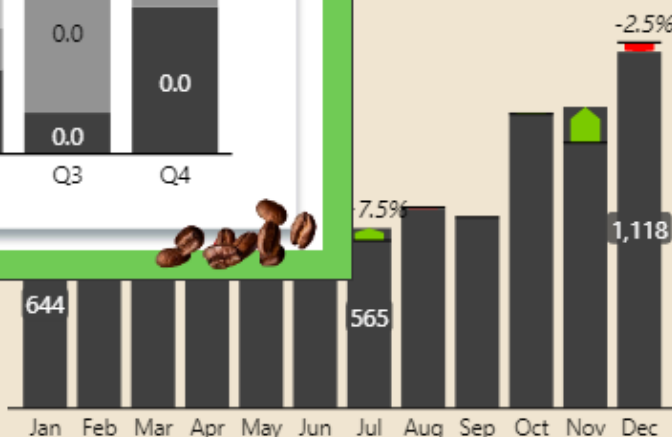
AC and PL by Month (in K)



AC and PL by BusinessUnit, Quarter (in M)



	ΔPL	ΔPL%
	+29	+2.1
	-67	-5.1
	+14	+1.5
	+46	+10.4
	+15	+2.7
	-10	-1.7
	+27	+0.5





DEPARTMENT 1 | PRODUCT VIEW

Period: 2018 | Aug

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FILTERS

Monthly ▼

2018 ▼

Aug ▼

NAVIGATION

Dashboard

Product

Sales

Business Unit

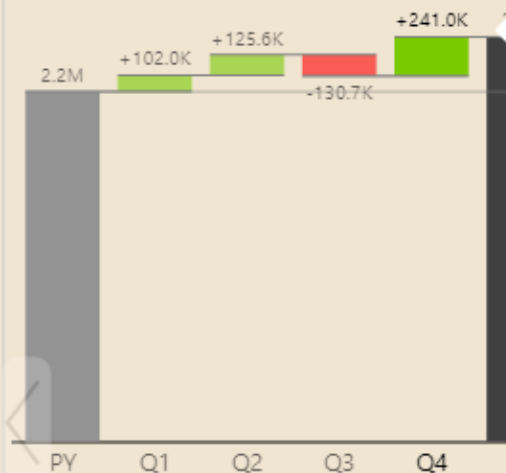
Country

Small multiples zoom function by Product (TP2)

Baby Care

Wearable

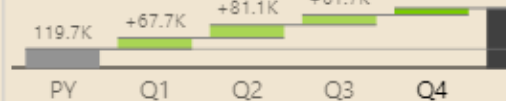
Mobile



Audio



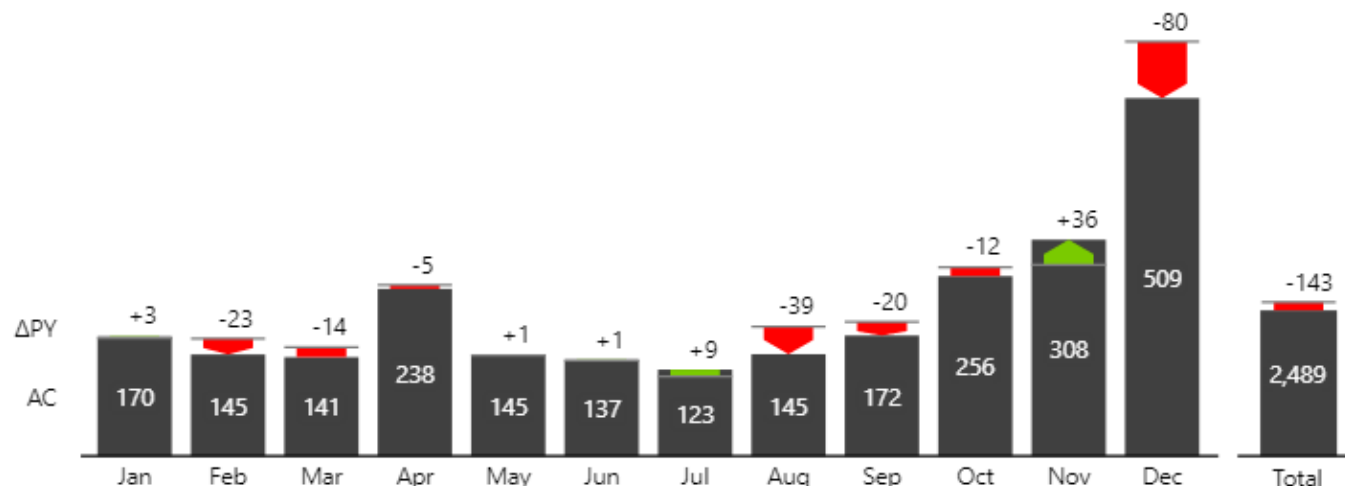
Video



SALES CUSTOM TOOLTIP

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AC and PL by Month (in K)





DEPARTMENT 1 | SALES DASHBOARD



Period: 2018 | Aug
DE Company | Amount in kEUR | Filter selection:

FILTERS

- Monthly
- 2018
- Aug

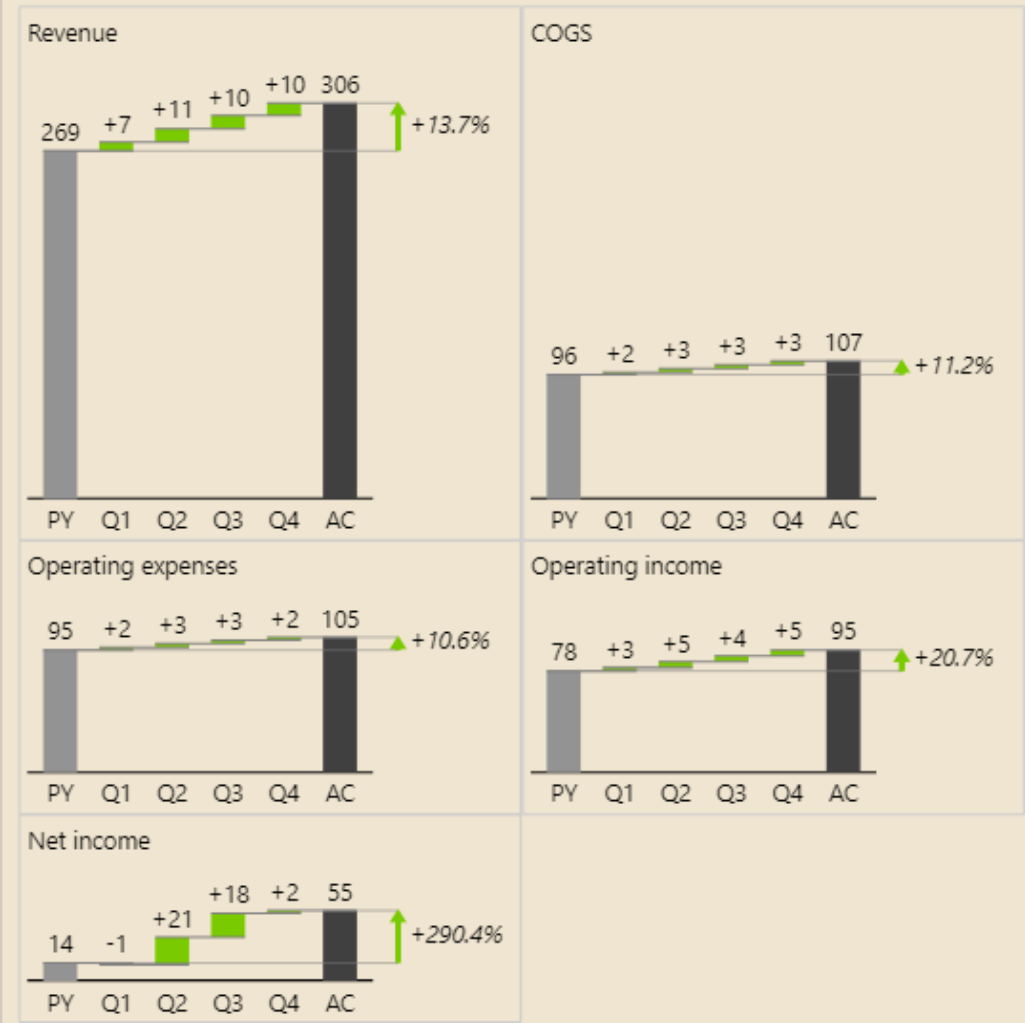
NAVIGATION

- Dashboard
- Product
- Sales
- Business Unit
- Country

PL STATEMENT BY YEAR

	PY	AC	ΔPY	ΔPY%
Product revenue	15.8	15.2	-0.6	-4.0
Service and other revenue	7.2	11.4	+4.3	+59.7
= Revenue	23.0	26.6	+3.6	+15.9
- Product cost	4.0	4.2	+0.1	+3.7
- Service and other costs	4.5	5.6	+1.2	+26.0
- COGS	8.5	9.8	+1.3	+15.5
= Gross profit	14.5	16.8	+2.3	+16.1
Gross margin %	63.1%	63.3%	+0.1pp	+0.2
- Research and development	3.1	3.4	+0.3	+11.0
- Sales and marketing	3.7	4.3	+0.5	+13.7
- General and administrative	1.0	1.0	+0.0	+0.8
- Operating expenses	7.8	8.7	+0.9	+11.0
= Operating income	6.7	8.2	+1.5	+22.2
Operating income %	29.1%	30.7%	+1.6pp	+5.4
Other income, net	0.2	0.4	+0.2	+84.3
= Income before income taxes	6.9	8.6	+1.7	+24.1
- Provision for income taxes	1.6	8.3	+6.7	+425.1
= Net income	5.3	0.3	-5.1	-95.0
Net income %	23.2%	1.0%	-22.2pp	-95.7

PL GROUPS BY QUARTER





DEPARTMENT 1 | SALES & GROSS PROFIT VIEW



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NAVIGATION

Dashboard

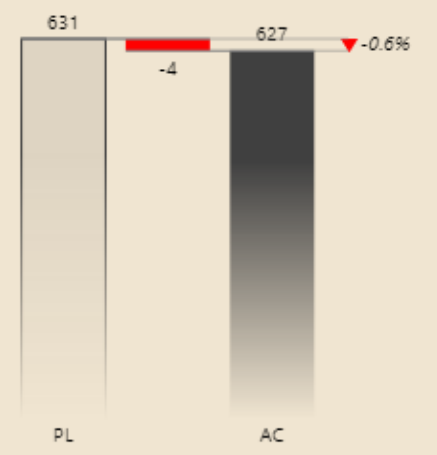
Product

Sales

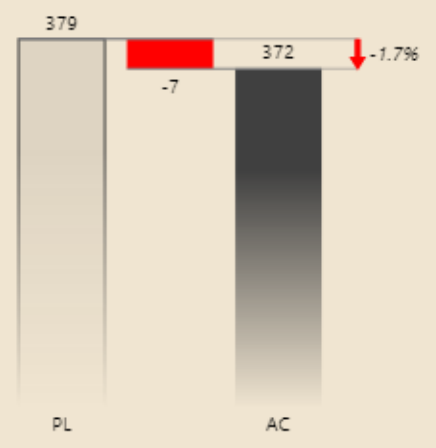
Business Unit

Country

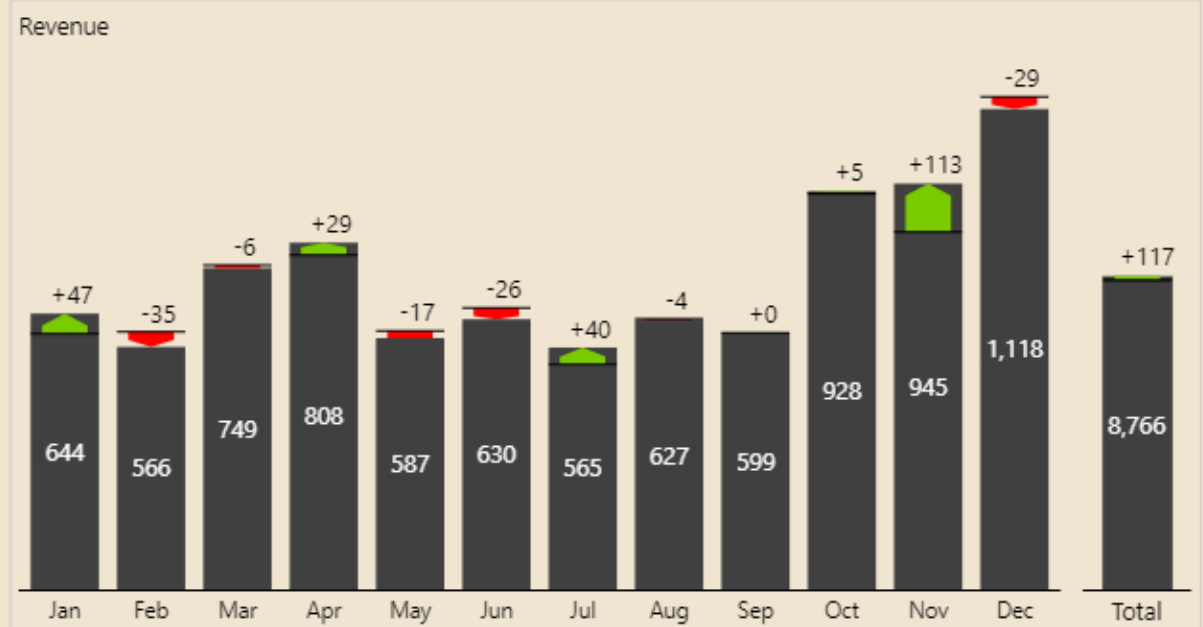
SALES



GROSS PROFIT



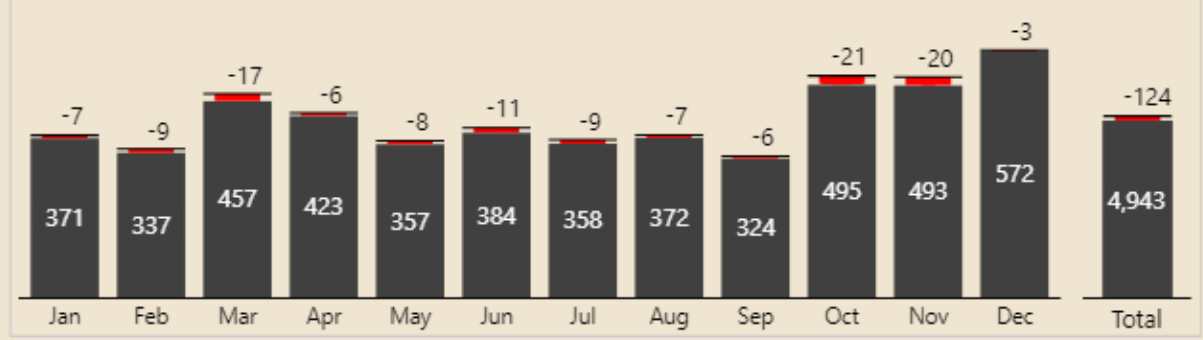
TIMELINE SMALL MULTIPLES



REGIONS

Region	Revenue		Gross Profit	
	AC	ΔPL%	AC	ΔPL%
North America	394	-2.7	254	+1.5
Europe	136	-0.4	66	-0.7
Asia & Pacific	46	-1.2	29	-4.4
Middle East	38	+21.4	14	-33.7
LATAM	13	+10.6	8	-13.8
Total	627	-0.6	372	-1.7

Gross Profit





DEPARTMENT 1 | SALES PERSON VIEW

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NAVIGATION

Dashboard

Product

Sales

Business Unit

Country

AC, PY, Forecast by TOP 15 SALES PERSON (TP2)

	PY	AC	FC		Δ PY	Δ PY%	Δ FC	Δ FC%	Margin %
Marline Mentzer	87	101	78		+15	+16.7	+23	+29.4	82.5%
Jeanelle Jeanbaptiste	34	88	106		+54	+157.7	-17	-16.4	32.8%
Theresa Tindall	76	72	75		-4	-5.2	-3	-3.4	80.5%
Lovie Larose	13	62	56		+49	+365.1	+6	+11.2	68.0%
Foster Farish	28	61	81		+32	+112.8	-21	-25.4	74.6%
Tonia Tallmadge	12	45	38		+33	+283.2	+7	+18.1	50.9%
Shery Shutter		34	31		+34		+4	+12.3	97.9%
Trang Tomey	55	29	33		-26	-47.2	-4	-11.6	41.4%
Izola Ikard	3	29	51		+26	+776.4	-22	-43.3	6.1%
Nakita Neuendorf	50	27	24		-23	-46.7	+3	+11.7	25.9%
Lucile Larocque	18	23	24		+5	+27.3	-1	-5.2	45.5%
Claretha Cripps	211	19	16		-192	-91.0	+3	+19.7	85.2%
Oralia Olmo	9	12	9		+3	+29.7	+3	+28.6	21.0%
Marvin Myricks	9	10	9		+0	+3.5	+1	+10.2	52.6%
Kirstin Knecht	13	7	5		-6	-45.2	+2	+39.9	128.8%
Others	37	8	9		-29	-77.8	0	-5.4	290.1%
Total	656	627	643		-29	-4.4	-17	-2.6	59.7%





DASHBOARD

PRODUCT

SALES

BUSINESS UNIT

COUNTRY