EUROPHARMA COO / SALES BRIEF

2026-07-17 | Cardyn Advisor | Cardyn Decision Intelligence

EUROPHARMA · COO/SALES BRIEF · July 17, 2026

SALES PERFORMANCE

- Yesterday Revenue: $822,180 USD · Margin: 22.9%
- MTD Revenue: $16,153,600 USD (ON TRACK · $199,582 ahead of prorated goal · 14 days remaining)
- YTD Revenue: $166,402,341 USD · YoY Growth: 19.6%

CHANNEL PERFORMANCE

Data not available in current feed.

REGIONAL PERFORMANCE

- DE Germany — $2,775,175 · 17.2% of total · margin 18.2% · ↑ (revenue largest country contributor) ⚠ Margin 4.7pp below network average · Bavaria, Hesse, Berlin, Hamburg, NRW all High RiskBand
- BE Belgium — $2,483,037 · 15.4% of total · margin 23.1% · → ⚠ Revenue share 9.6pp below 25% exit target · Wallonia sub-regions Top Performer
- FR France — $2,483,509 · 15.4% of total · margin 19.4% · → ⚠ Margin 3.5pp below network average · Île-de-France High RiskBand at pharmacy level
- IT Italy — $2,364,587 · 14.6% of total · margin 26.5% · ↑ Network margin leader · Lombardy Top Performer
- NL Netherlands — $1,716,055 · 10.6% of total · margin 17.9% · ↓ ⚠ Lowest margin in network · 5.0pp below average · South Holland, Gelderland, North Holland all High RiskBand

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PRODUCT / SKU ALERTS

- OTC — $5,099,437 MTD · 22.9% margin · Top Performer · Highest-volume category; monitor for generic substitution pressure in DE/NL markets
- ⚠ Vienna HealthPoint #115 — High RiskBand · Zero sales/margin data available in current feed · Unquantified risk across all SKUs at this location · Data remediation required by July 31
- Berlin HealthPoint #101 — $190,525 MTD · 18.1% margin · High RiskBand · Over-indexed to commodity lines; specialty SKU reallocation indicated

• Paris HealthPoint #013 — $29,589 MTD · 18.0% margin · High RiskBand · Lowest-volume pharmacy in network · Consolidation or volume ramp decision required

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OPERATIONS WATCH ITEMS

• ⚠ Netherlands margin recovery — 17.9% margin is network floor; South Holland and Gelderland High RiskBand; COO to initiate Dutch pharmacy chain contract renegotiations and specialty SKU reallocation — due August 15

• ⚠ Belgium volume gap — 15.4% revenue share vs. 25% exit target; margin infrastructure is healthy (23.1%); constraint is pure volume; CEO Belgium acceleration plan (organic + M&A) due to Board August 1

• Vienna HealthPoint #115 data gap — High RiskBand pharmacy with no gross sales, profit, or margin data in feed; unquantified LP reporting liability; full data remediation required by July 31