

# Revenue & Margin Analysis

Month Name

All

Team

All

Supplier

All



## Operational Revenue

\$9.681.527



Best Month: November  
\$1.189.150



Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

## Gross Margin

\$4.018.847



Best Month: November  
\$496.568



Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

## % Gross Margin

41,5 %



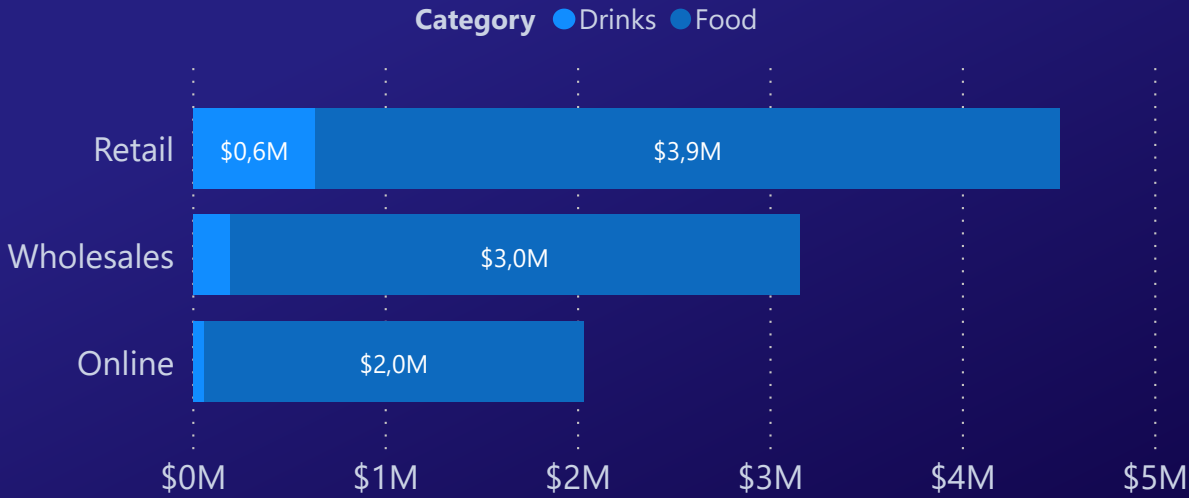
Best Month: November  
41,8 %



Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Supplier	Revenue	Gross Margin	GM %
+ Two Brothers Mill	\$5.124.316	\$1.907.750	37,2 %
+ Saint Rose Food	\$2.344.964	\$1.023.608	43,7 %
+ Kappa Drinks	\$878.548	\$495.336	56,4 %
+ King Coffee	\$857.316	\$365.097	42,6 %
+ Sweets Wholesale	\$476.384	\$227.055	47,7 %
Total	\$9.681.527	\$4.018.847	41,5 %

## Revenue by Team and Category



# Income Statement

Month Name

All

\$9.681.527

Revenue

\$5.662.680

Cost

\$1.849.758

Expenses

\$2.169.089

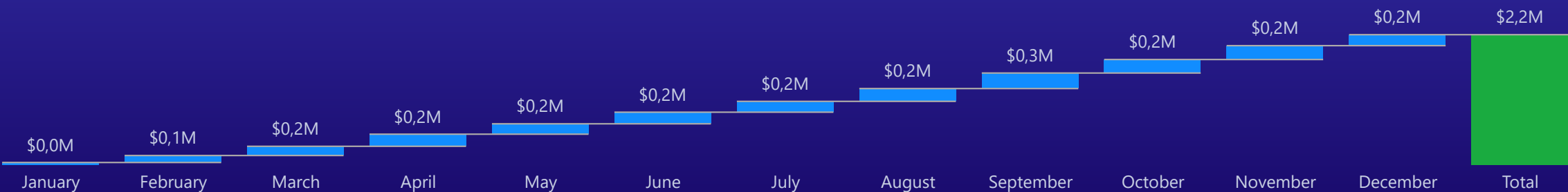
Operating Income

22,40 %

% of Op. Income

## Operating Income by Month Name

● Increase ● Decrease ● Total



Month Name	January			February			March			April	
Header Account	PnL	VA	HA	PnL	VA	HA	PnL	VA	HA	PnL	VA
GROSS REVENUE	\$256.569	100,0 %		\$555.492	100,0 %	↑ 116,5 %	\$641.542	100,0 %	↑ 15,5 %	\$784.661	100,0 %
(-) Cost of Sales	(\$148.107)	-57,7 %		(\$327.834)	-59,0 %	↓ -121,4 %	(\$374.851)	-58,4 %	↓ -14,3 %	(\$474.886)	-60,3 %
GROSS MARGIN	\$108.462	42,3 %		\$227.657	41,0 %	↑ 109,9 %	\$266.691	41,6 %	↑ 17,1 %	\$309.776	39,2 %
(-) Operating Expenses	(\$70.388)	-27,4 %		(\$111.287)	-20,0 %	↓ -58,1 %	(\$112.778)	-17,6 %	↓ -1,3 %	(\$107.849)	-13,5 %
OPERATING INCOME	\$38.074	14,8 %		\$116.370	20,9 %	↑ 205,6 %	\$153.913	24,0 %	↑ 32,3 %	\$201.927	25,3 %

# Financial Simulator

Month Name

All

\$0

VAR Revenue

\$0

VAR Costs

\$0

VAR Expenses

\$0

VAR Income

0,0 %

VAR Income %

If we change the Qty of items by:

0%

0,00 %

If we change the Unit Price by:

0%

0,00 %

What  
IF ?

If we change the Product Costs by:






0%

0,00 %

If we change the Expenses by:

0%

0,00 %

Month Name	January			February			March		
Header Account	PnL	PnL WIF	VAR PnL %	PnL	PnL WIF	VAR PnL %	PnL	PnL WIF	VAR PnL %
 GROSS REVENUE	\$256.569	\$256.569	0,0 %	\$555.492	\$555.492	0,0 %	\$641.542	\$641.542	0,0 %
 (-) Cost of Sales	(\$148.107)	(\$148.107)	0,0 %	(\$327.834)	(\$327.834)	0,0 %	(\$374.851)	(\$374.851)	0,0 %
 GROSS MARGIN	\$108.462	\$108.462	0,0 %	\$227.657	\$227.657	0,0 %	\$266.691	\$266.691	0,0 %
 (-) Operating Expenses	(\$70.388)	(\$70.388)	0,0 %	(\$111.287)	(\$111.287)	0,0 %	(\$112.778)	(\$112.778)	0,0 %
 OPERATING INCOME	\$38.074	\$38.074	0,0 %	\$116.370	\$116.370	0,0 %	\$153.913	\$153.913	0,0 %