

Revenue and Margin Analysis

Supplier

All

Salesperson

All

MonthName

All

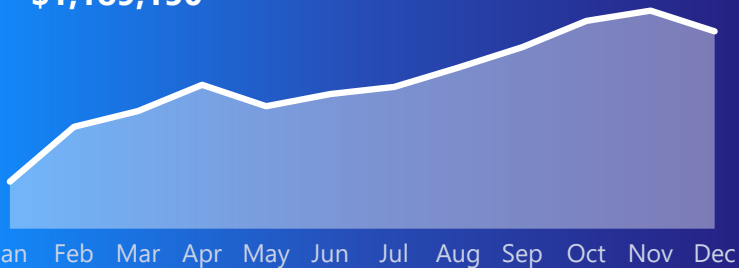


Operational Revenue

\$9,681,527



Best Month: November
\$1,189,150

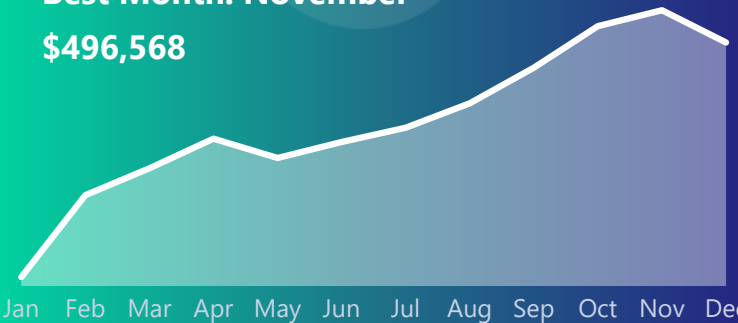


Gross Margin

\$4,018,847



Best Month: November
\$496,568



GM%

42 %

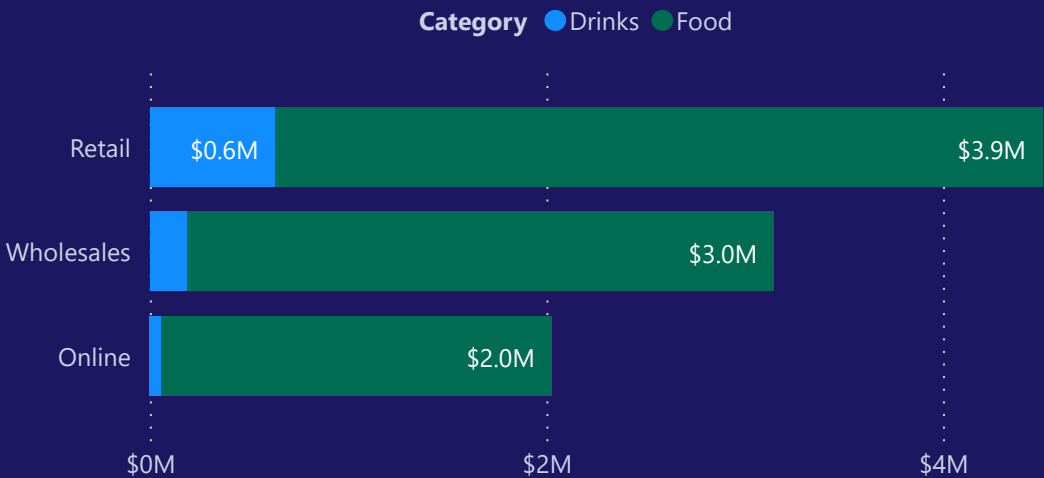


Best Month: November
42 %



| Supplier | Revenue | Gross Margin | % GM |
|---|-------------|--------------|------|
| <div><div></div>Two Brothers Mill</div> | \$5,124,316 | \$1,907,750 | 37 % |
| <div><div></div>Saint Rose Food</div> | \$2,344,964 | \$1,023,608 | 44 % |
| <div><div></div>Kappa Drinks</div> | \$878,548 | \$495,336 | 56 % |
| <div><div></div>King Coffee</div> | \$857,316 | \$365,097 | 43 % |
| <div><div></div>Powdered Milk</div> | \$289,788 | \$116,887 | 40 % |
| Total | \$9,681,527 | \$4,018,847 | 42 % |

Revenue by Team and Category



Income Statement

MonthName
All

\$9,681,527

Revenue

\$5,662,680

Cost

\$1,849,758

Expenses

\$2,169,089

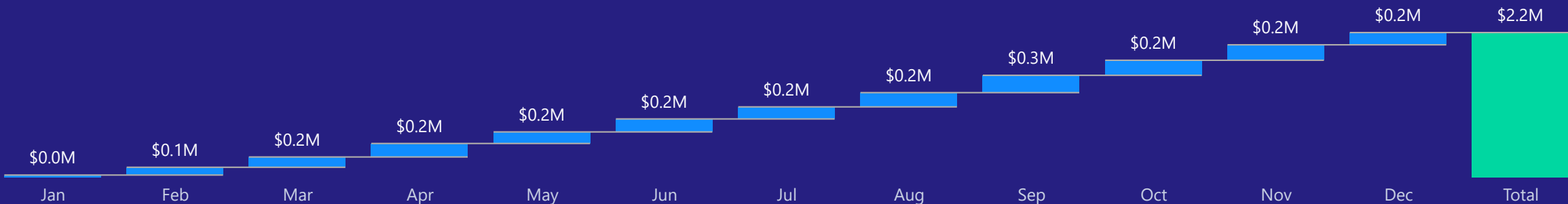
Operating Income

22.40 %

% Op. Income

Operating Income by MonthName

● Increase ● Decrease ● Total



| MonthName | Jan | | | Feb | | | Mar | | | Apr | | |
|------------------------|-------------|-------|----|-------------|-------|----------|-------------|-------|---------|-------------|-------|---------|
| Header Account | PnL | VA | HA | PnL | VA | HA | PnL | VA | HA | PnL | VA | HA |
| GROSS REVENUE | \$256,569 | 100 % | | \$555,492 | 100 % | ↑ 117 % | \$641,542 | 100 % | ↑ 15 % | \$784,661 | 100 % | ↑ 22 % |
| (-) Cost of Sales | (\$148,107) | -58 % | | (\$327,834) | -59 % | ↓ -121 % | (\$374,851) | -58 % | ↓ -14 % | (\$474,886) | -61 % | ↓ -27 % |
| GROSS MARGIN | \$108,462 | 42 % | | \$227,657 | 41 % | ↑ 110 % | \$266,691 | 42 % | ↑ 17 % | \$309,776 | 39 % | ↑ 16 % |
| (-) Operating Expenses | (\$70,388) | -27 % | | (\$111,287) | -20 % | ↓ -58 % | (\$112,778) | -18 % | ↓ -1 % | (\$107,849) | -14 % | ↑ 4 % |
| OPERATING INCOME | \$38,074 | 15 % | | \$116,370 | 21 % | ↑ 206 % | \$153,913 | 24 % | ↑ 32 % | \$201,927 | 26 % | ↑ 31 % |

Financial Simulator

MonthName
All

\$1,500,637
AVR Revenue

\$1,175,006
VAR Cost

\$0
VAR Expenses

\$325,631
VAR Income

✓ 15.0 %
VAR Income %

If we change the Qty of items by:

If we change the Unit Price by:

If we change the Product Cost by:

If we change the Expenses by:

WIFQty 5 %
5.00 %

WIFUnitPrice 10 %
10.00 %

What
If?

WIFCost 15 %
15.00 %

WIFExpenses 0 %
0.00 %

| MonthName | Jan | | | Feb | | | Mar | | | |
|--------------------------|-------------|-------------|-----------|-------------|-------------|-----------|-------------|-------------|-----------|------|
| Header Account | PnL | PnL WIF | VAR PnL % | PnL | PnL WIF | VAR PnL % | PnL | PnL WIF | VAR PnL % | |
| ⬆ | | | | | | | | | | |
| ⊕ GROSS REVENUE | \$256,569 | \$296,337 | 15.5 % | \$555,492 | \$641,593 | 15.5 % | \$641,542 | \$740,981 | 15.5 % | \$ |
| ⊕ (-) Cost of Sales | (\$148,107) | (\$178,839) | 20.8 % | (\$327,834) | (\$395,860) | 20.8 % | (\$374,851) | (\$452,632) | 20.8 % | (\$) |
| ⊕ GROSS MARGIN | \$108,462 | \$117,498 | 8.3 % | \$227,657 | \$245,733 | 7.9 % | \$266,691 | \$288,349 | 8.1 % | \$ |
| ⊕ (-) Operating Expenses | (\$70,388) | (\$70,388) | 0.0 % | (\$111,287) | (\$111,287) | 0.0 % | (\$112,778) | (\$112,778) | 0.0 % | (\$) |
| ⊕ OPERATING INCOME | \$38,074 | \$47,110 | 23.7 % | \$116,370 | \$134,446 | 15.5 % | \$153,913 | \$175,571 | 14.1 % | \$ |

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