

SALES DASHBOARD

Year: 2021

2021

2022

\$467.49K

Total Revenue

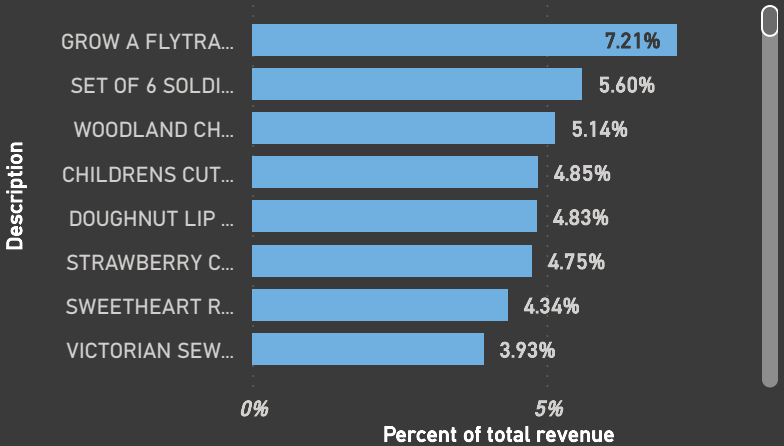
199K

Total Profit

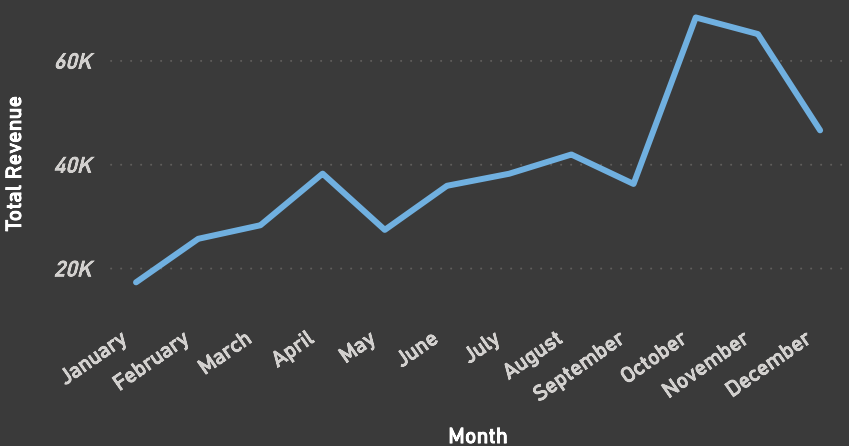
42.48%

Margin %

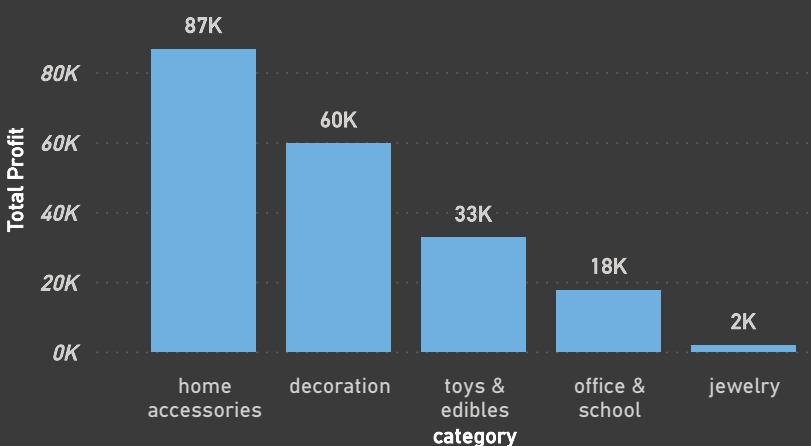
% contribution to total revenue



Total Revenue by Month



Total Profit by Category



Description

Revenue Curr. Year

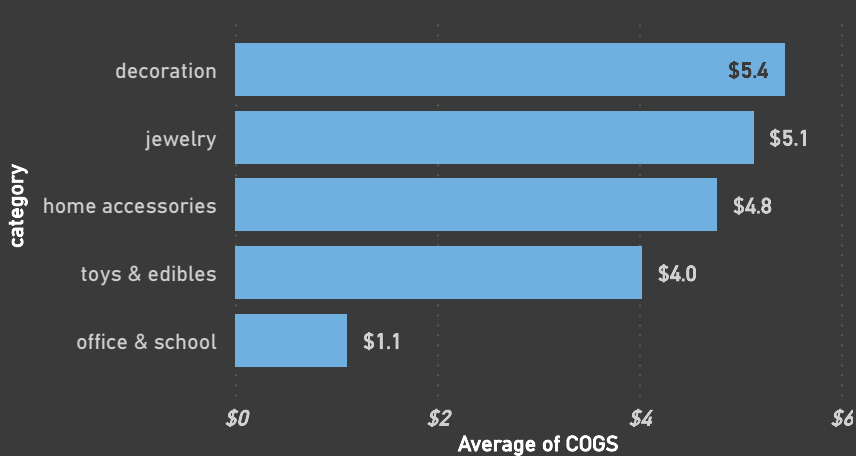
Revenue Prv Year

%Contri curr. rev

%Contri prv rev

GROW A FLYTRAP OR SUNFLOWER IN TIN	33,718		7.21%	
SET OF 6 SOLDIER SKITTLES	26,176		5.60%	
WOODLAND CHARLOTTE BAG	24,014		5.14%	
CHILDRENS CUTLERY POLKADOT GREEN	22,661		4.85%	
DOUGHNUT LIP GLOSS	22,601		4.83%	
STRAWBERRY CERAMIC TRINKET BOX	22,205		4.75%	
SWEETHEART RECIPE BOOK STAND	20,276		4.34%	
VICTORIAN SEWING BOX SMALL	18,360		3.93%	
CLASSIC METAL BIRDCAGE PLANT HOLDER	17,503		3.74%	
REGENCY MILK JUG PINK	16,738		3.58%	
SET OF 6 KNICK KNACK TINS POLY	15,182		3.21%	
Total	4,67,487		100.00%	

Average COGS by category





VOLUME ANALYSIS

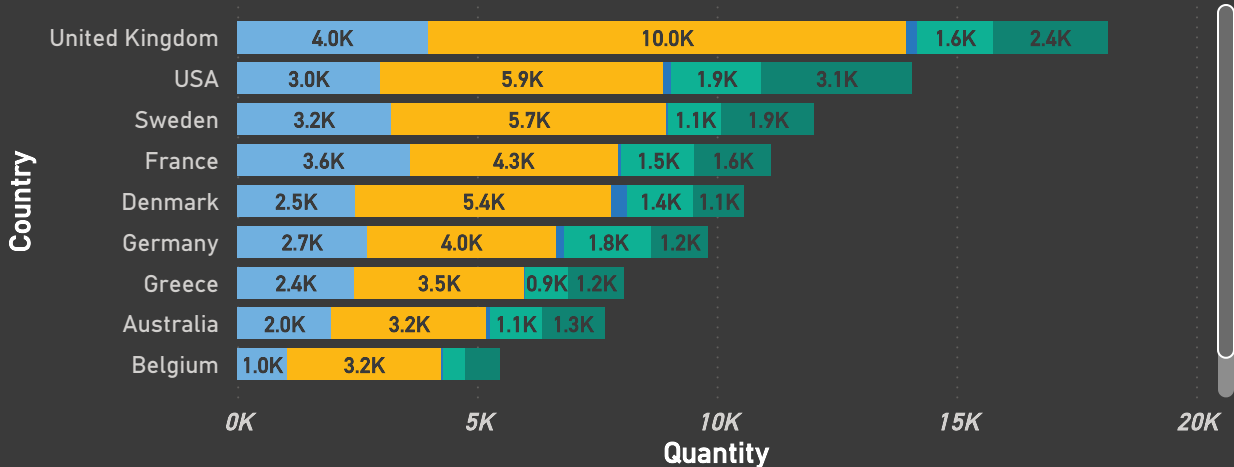
Year: 2021

2021

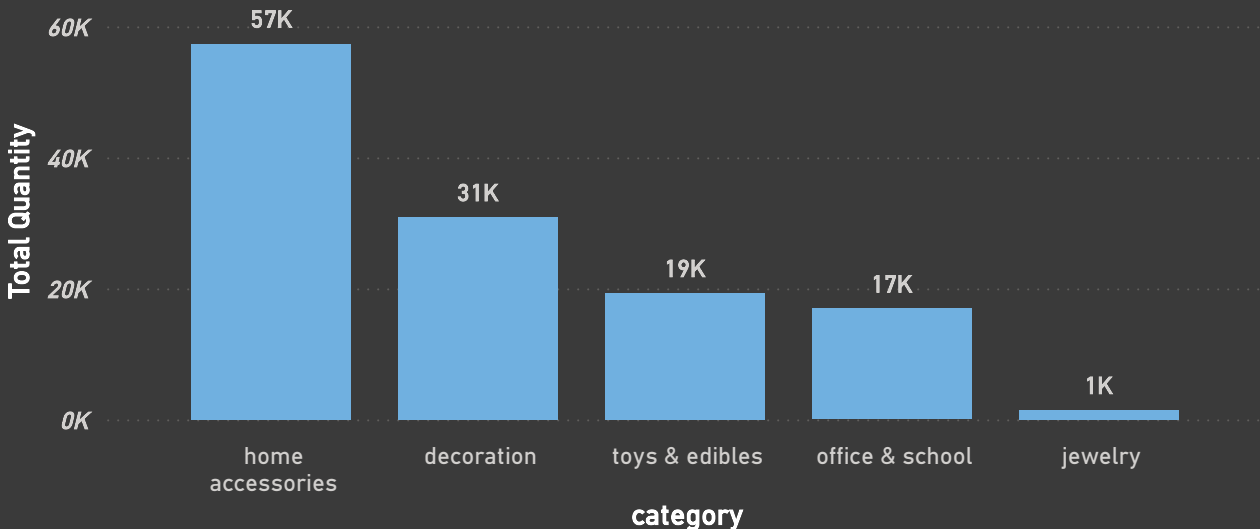
2022

Top 10 Country in terms of Quantity

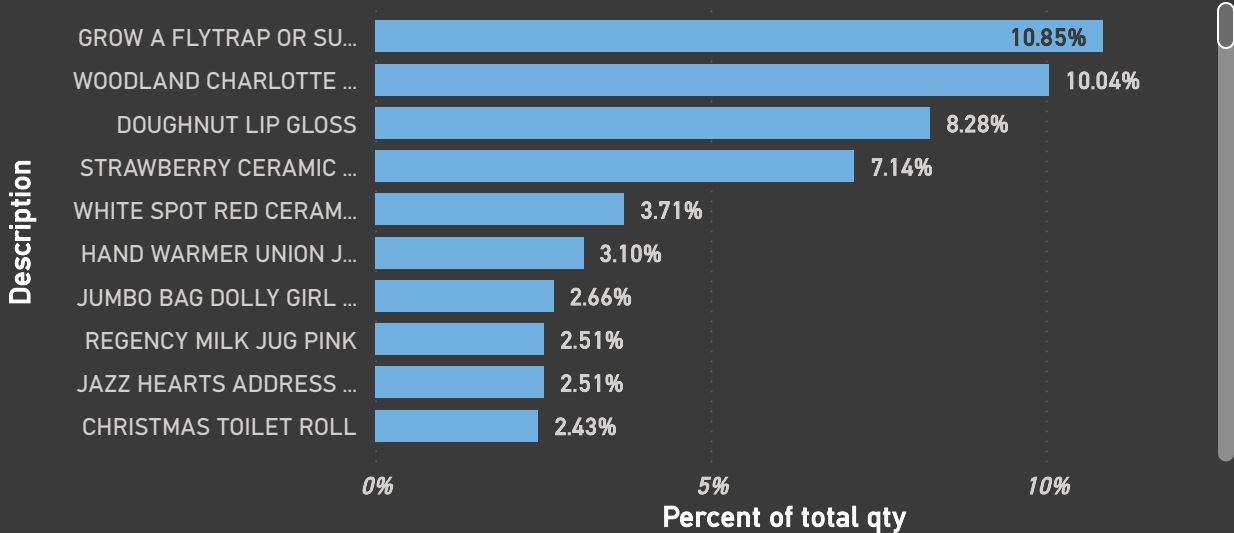
category ● decoration ● home accessories ● jewelry ● office & school ● toys & edibles



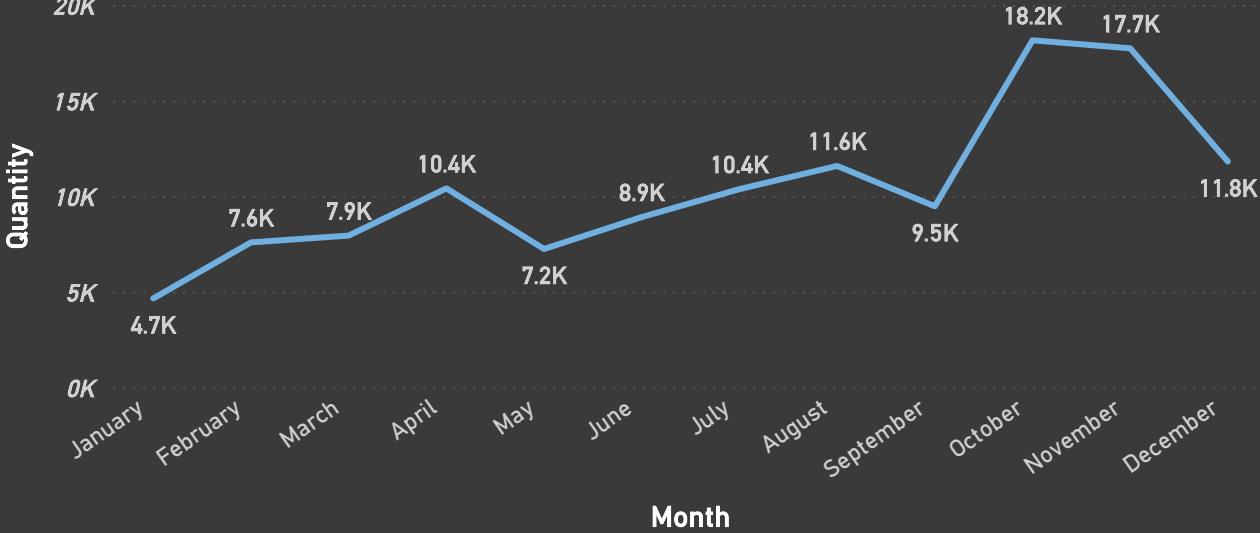
Quantity by category



%Contribution of articles by quantity



Order Quantity by Month



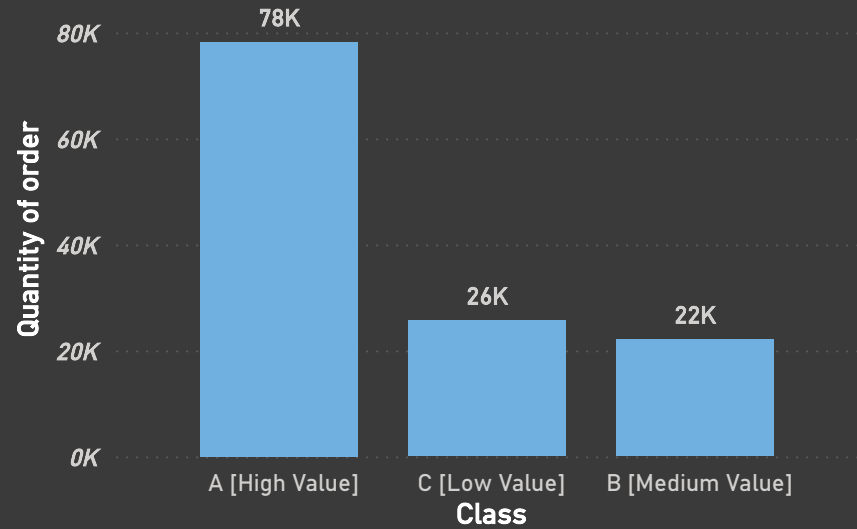
CATEGORY ANALYSIS

Year: 2021

2021

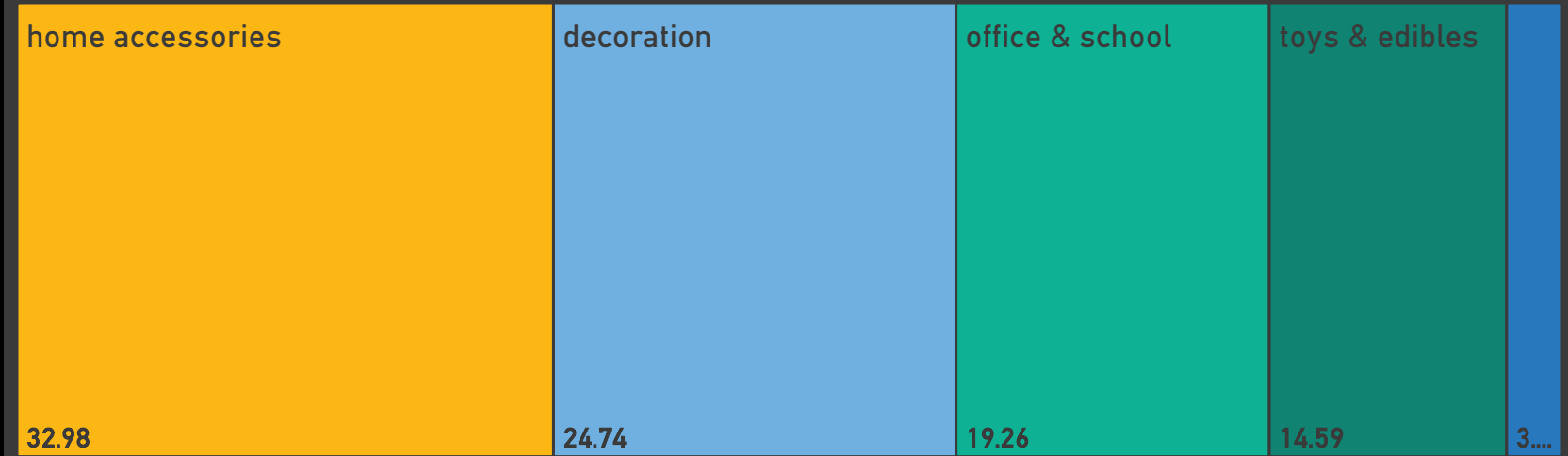
2022

Quantity of items by ABC class

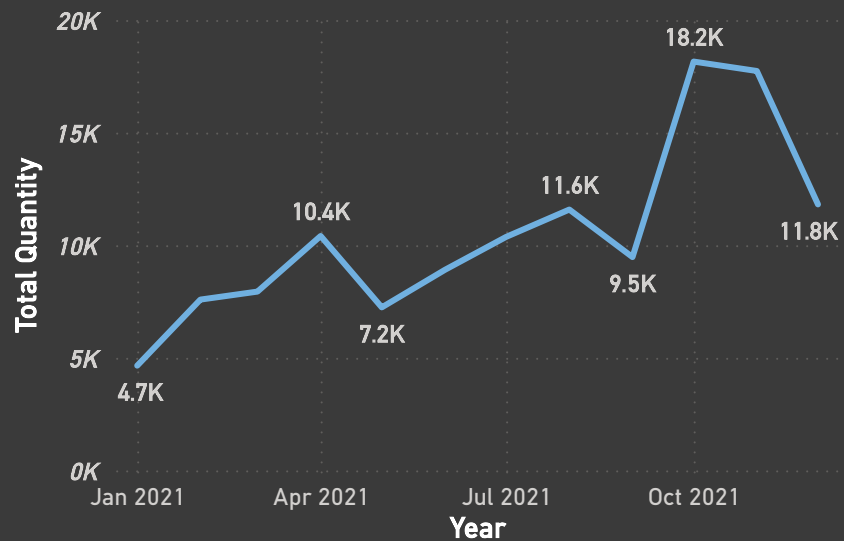


Inventory turnover by category

category ● home accessories ● decoration ● office & school ● toys & edibles ● jewelry

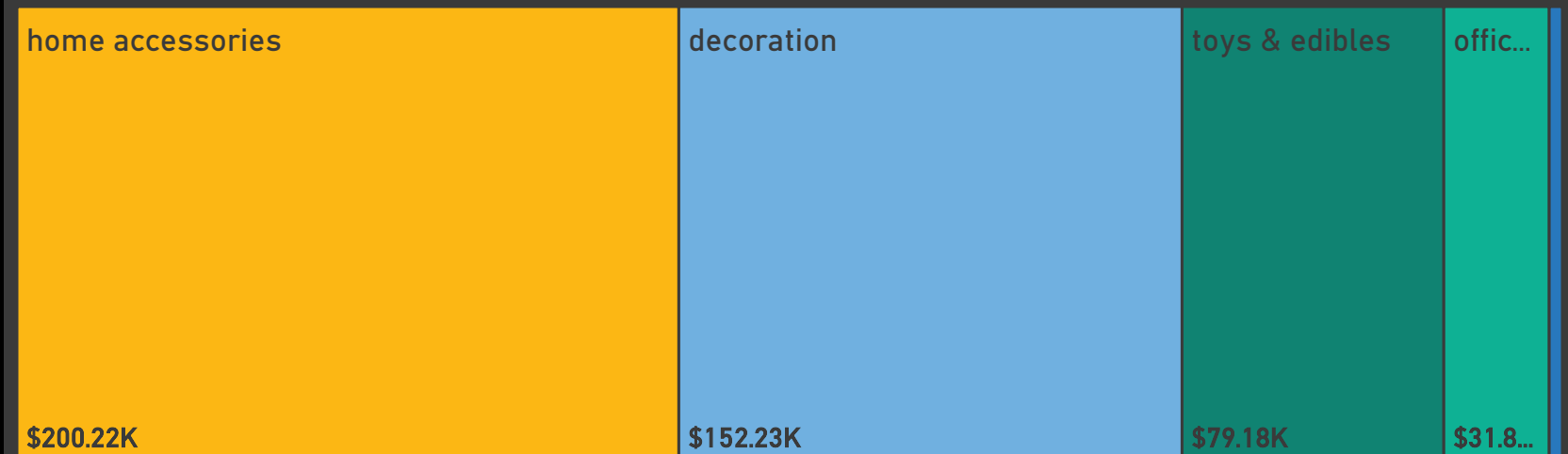


Total Quantity by Year and Month



Revenue by category

category ● home accessories ● decoration ● toys & edibles ● office & school ● jewelry



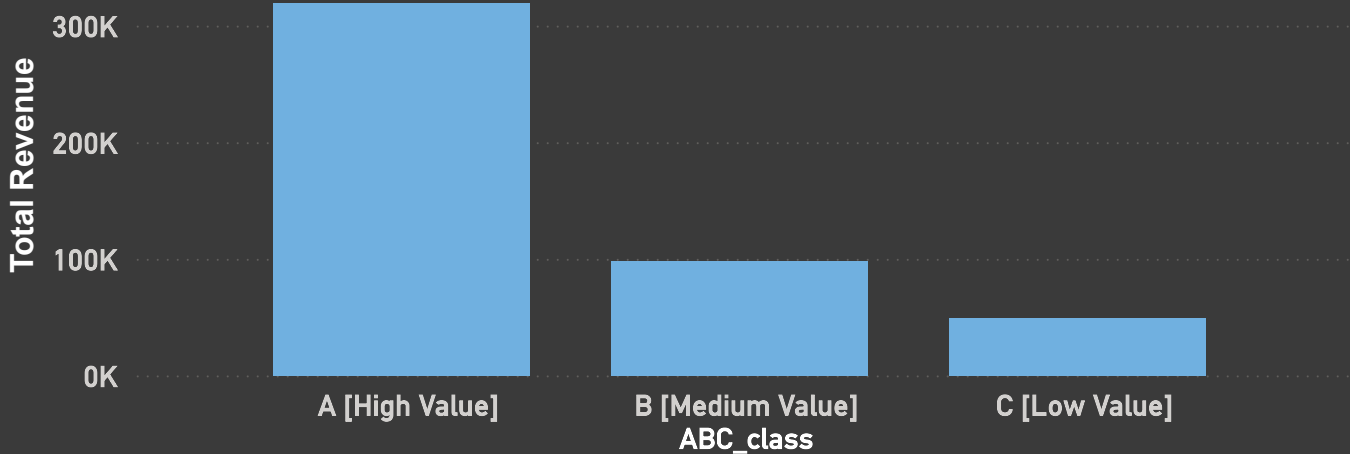
ABC ANALYSIS

Year: 2021

2021

2022

Revenue by ABC category



104

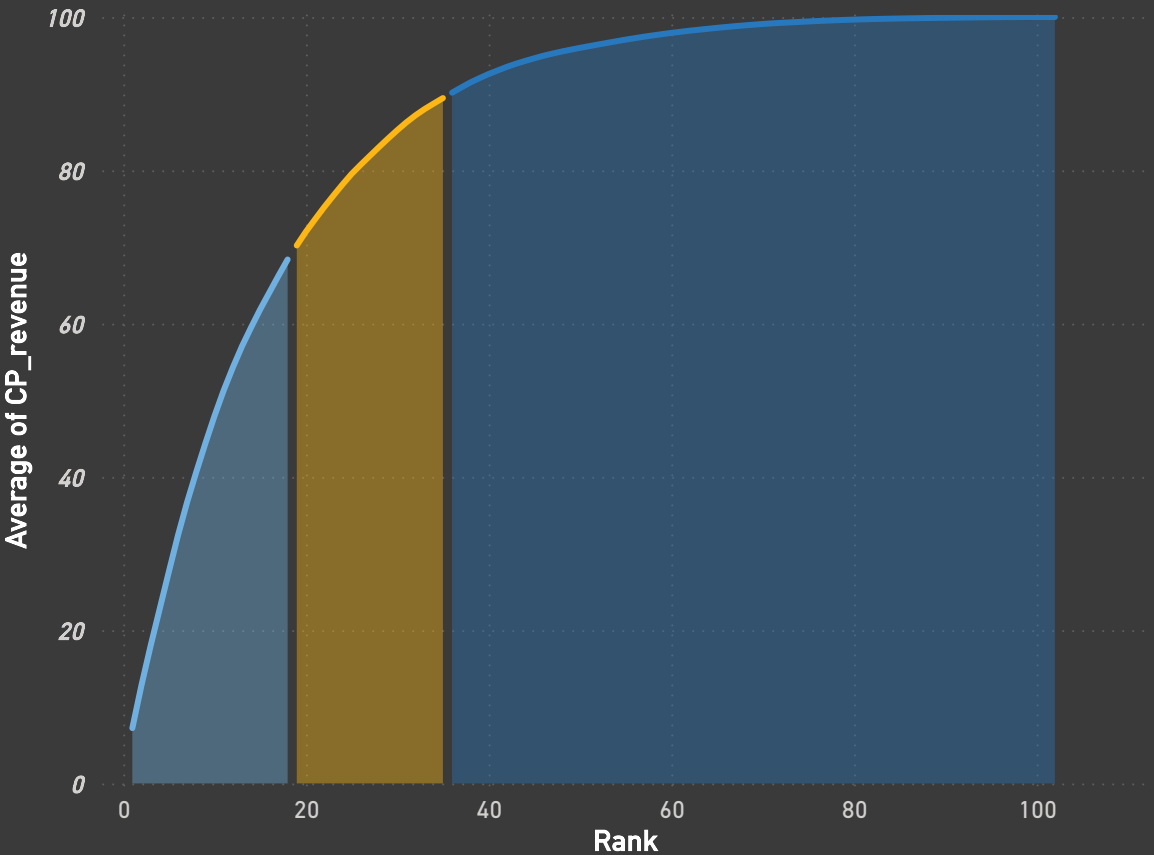
Count of SKU-ID

0.94

Average of Inventory_turnover

Distribution of ABC

ABC_class ● A [High Value] ● B [Medium Value] ● C [Low Value]



Description	Total Quantity	Inventory_turnover	ABC_class
DOUGHNUT LIP GLOSS	10,415	1.97	A [High Value]
DOLLY GIRL BEAKER	2,455	1.91	A [High Value]
JAZZ HEARTS ADDRESS BOOK	3,161	1.88	C [Low Value]
REGENCY MILK JUG PINK	3,164	1.87	A [High Value]
PAPER BUNTING VINTAGE PAISLEY	1,439	1.84	B [Medium Value]
SET OF 4 KNICK KNACK TINS DOILY	2,360	1.82	A [High Value]
CHILDRENS CUTLERY POLKADOT GREEN	1,829	1.78	A [High Value]
JUMBO BAG DOLLY GIRL DESIGN	3,343	1.76	A [High Value]
WOODLAND CHARLOTTE BAG	12,639	1.76	A [High Value]
PACK OF 12 VINTAGE CHRISTMAS TISSUE	3,051	1.75	B [Medium Value]
TREASURE TIN BUFFALO BILL	1,476	1.74	B [Medium Value]
VICTORIAN METAL POSTCARD SPRING	2,764	1.74	B [Medium Value]
WHITE WICKER STAR	1,473	1.74	B [Medium Value]

ABC_class: All

Year: 2021

A [High Value]

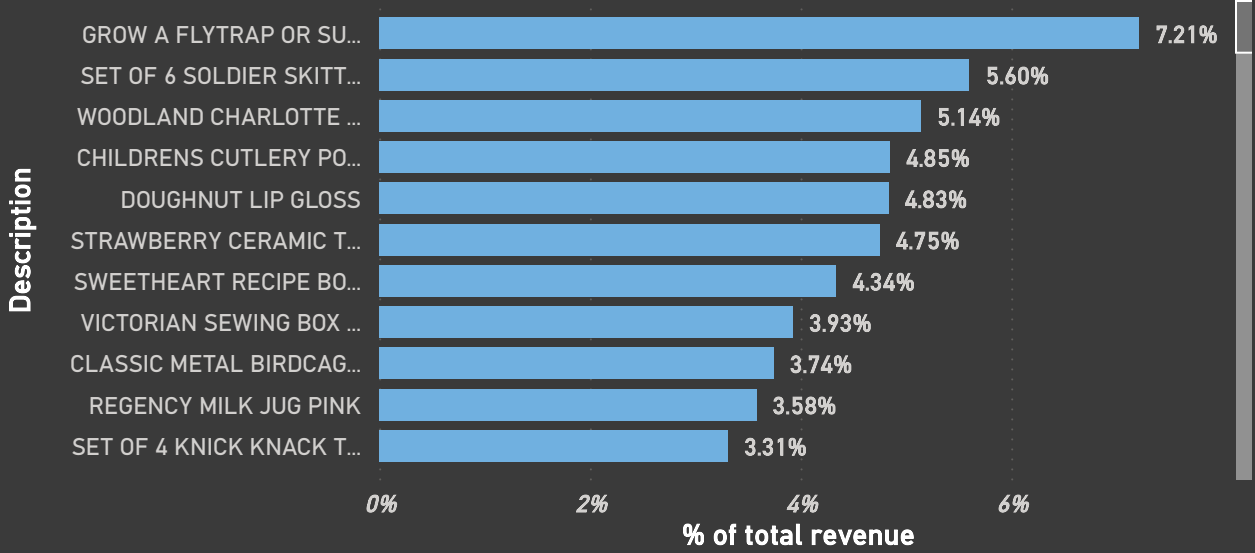
B [Medium Value]

C [Low Value]

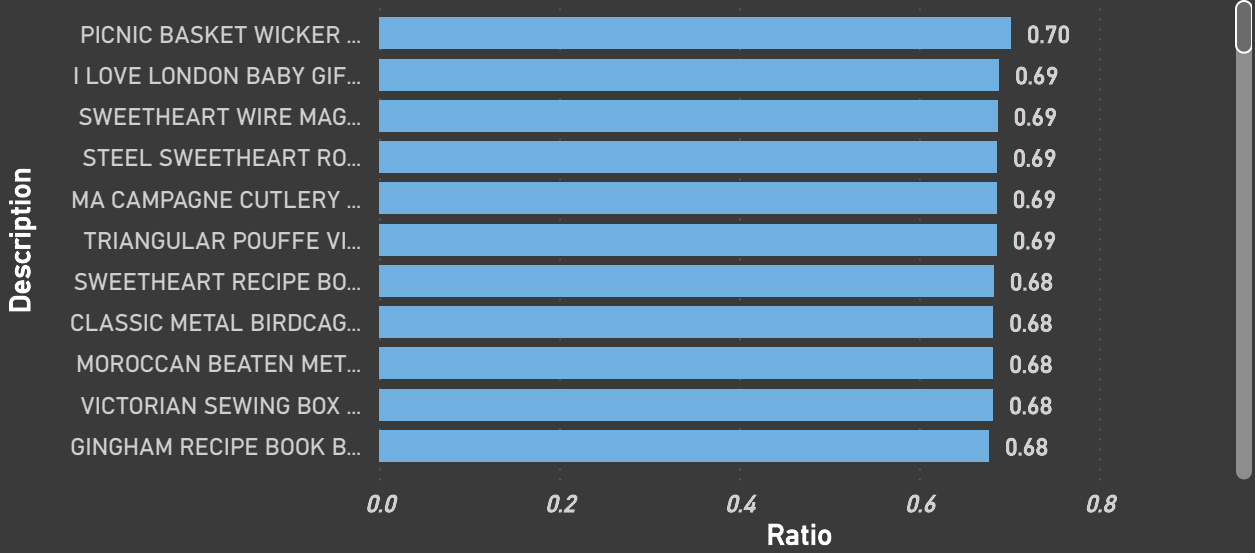
2021

2022

% contribution to total revenue



COGS to Revenue ratio



Description	Total Revenue	Total Profit	%GT Total Profit
GROW A FLYTRAP OR SUNFLOWER IN TIN	33,718	16,654	8.39%
WOODLAND CHARLOTTE BAG	24,014	13,145	6.62%
DOUGHNUT LIP GLOSS	22,601	11,769	5.93%
STRAWBERRY CERAMIC TRINKET BOX	22,205	10,968	5.52%
SET OF 6 SOLDIER SKITTLES	26,176	8,772	4.42%
CHILDRENS CUTLERY POLKADOT GREEN	22,661	7,499	3.78%
REGENCY MILK JUG PINK	16,738	6,455	3.25%
SWEETHEART RECIPE BOOK STAND	20,276	6,425	3.24%
VICTORIAN SEWING BOX SMALL	18,360	5,831	2.94%
WHITE SPOT RED CERAMIC DRAWER KNOB	11,540	5,700	2.87%
SET OF 4 KNICK KNACK TINS DOILY	15,482	5,688	2.86%
JUMBO BAG DOLLY GIRL DESIGN	13,940	5,683	2.86%
Total	4,67,487	1,98,566	100.00%

Margin % by ABC_class

