



Annual Sales Report of Milk Daily Fresh-2022

Current Data				
Product	Qtr1	Qtr2	Qtr3	Qtr4
Full Cream	\$1,306,100	\$1,573,600	\$1,307,600	\$1,159,600
Unhomogenised	\$1,025,600	\$1,346,800	\$804,200	\$957,200
Skim	\$1,090,000	\$699,900	\$1,385,500	\$1,299,200
Fat Free	\$703,000	\$1,050,000	\$1,546,000	\$1,702,900
Goat Milk	\$1,265,000	\$1,361,400	\$1,358,800	\$1,558,900
Long Life	\$1,038,200	\$1,138,700	\$844,600	\$636,000
Almond	\$1,194,400	\$1,040,800	\$1,057,500	\$939,800
Rice-based	\$1,329,300	\$1,275,800	\$749,300	\$1,264,700

Last Year's Data				
Product	Qtr1	Qtr2	Qtr3	Qtr4
Full Cream	\$1,253,400	\$1,476,000	\$1,233,000	\$1,080,000
Unhomogenised	\$892,800	\$1,330,200	\$711,600	\$889,500
Skim	\$957,300	\$621,300	\$1,234,800	\$1,195,200
Fat Free	\$680,700	\$1,001,100	\$1,450,800	\$1,669,500
Goat Milk	\$1,132,300	\$1,176,000	\$1,146,900	\$1,250,400
Long Life	\$1,139,800	\$1,222,700	\$868,500	\$695,700
Almond	\$1,512,900	\$1,337,400	\$1,322,400	\$1,143,900
Rice-based	\$1,581,900	\$1,481,400	\$884,400	\$1,470,600

Change Analysis											
Product	Qtr1	%Change	Qtr2	%Change	Qtr3	%Change	Qtr4	T.Change	%Total		
Full Cream	\$52,700	4.0%	\$97,600	1.1%	\$74,600	5.7%	\$79,600	\$304,500	5.7%		
Unhomogenised	\$132,800	12.9%	\$16,600	5.8%	\$92,600	11.5%	\$67,700	\$309,700	7.5%		
Skim	\$132,700	12.2%	\$78,600	7.0%	\$150,700	10.9%	\$104,000	\$466,000	10.4%		
Fat Free	\$22,300	3.2%	\$48,900	17.7%	\$95,200	6.2%	\$33,400	\$199,800	4.0%		
Goat Milk	\$132,700	10.5%	\$185,400	-6.2%	\$211,900	15.6%	\$308,500	\$838,500	15.1%		
Long Life	-\$101,600	-9.8%	-\$84,000	-26.0%	-\$23,900	-2.8%	-\$59,700	-\$269,200	-7.4%		
Almond	-\$318,500	-26.7%	-\$296,600	-19.8%	-\$264,900	-25.0%	-\$204,100	-\$1,084,100	-25.6%		
Rice-based	-\$252,600	-19.0%	-\$205,600	0.0%	-\$135,100	-18.0%	-\$205,900	-\$799,200	-17.3%		

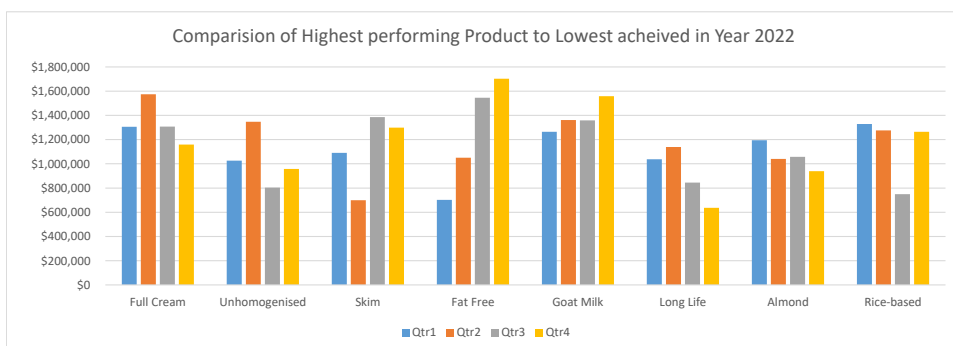


Fig: Column Chart showing comparison of highest performing product to lowest in Year 2022

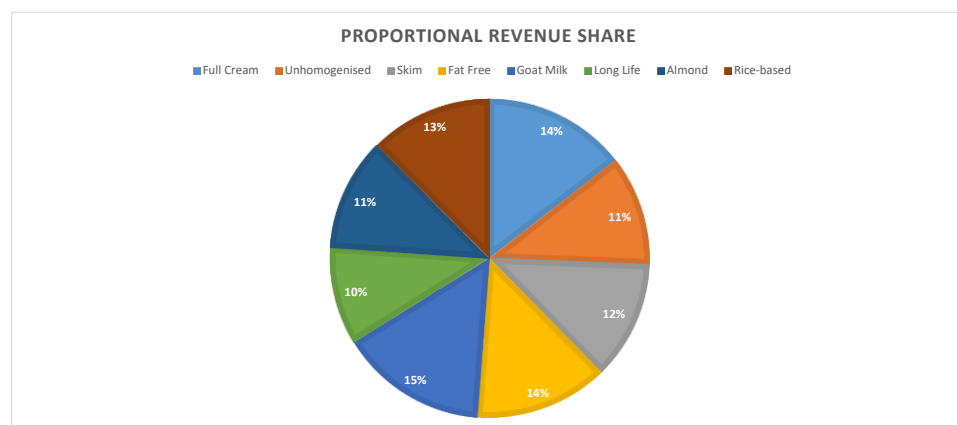


Fig: Pie Chart showing proportional revenue share of each product in Year 2022