



| Month | Profit  |
|-------|---------|
| Feb   | £136.96 |
| Jul   | £214.47 |
| Mar   | £232.93 |
| Jun   | £244.89 |
| May   | £298.08 |
| Jan   | £302.11 |
| Apr   | £312.30 |
| Oct   | £331.70 |
| Aug   | £350.90 |
| Nov   | £389.74 |
| Dec   | £416.66 |
| Sep   | £536.77 |

| Quarter | Total Cost  |
|---------|-------------|
| Qtr1    | £302,026.89 |
| Qtr2    | £365,501.17 |
| Qtr3    | £580,354.57 |
| Qtr4    | £505,245.66 |

| Total Sales   |
|---------------|
| £1,756,895.79 |

| Total Cost    |
|---------------|
| £1,753,128.29 |

| Category        | Quantity | Profit    | Segment     | Total Cost  | Total Sales |
|-----------------|----------|-----------|-------------|-------------|-------------|
| Furniture       | 1601     | £809.54   | Consumer    | £994,782.48 | £996,909.26 |
| Office Supplies | 4550     | £2,220.38 | Corporate   | £484,721.39 | £485,788.64 |
| Technology      | 1452     | £737.58   | Home Office | £273,624.42 | £274,197.89 |

| Region  | Quantity | Profit    | Ship Mode      | Quantity Sold | Profit    |
|---------|----------|-----------|----------------|---------------|-----------|
| Central | 1978     | £1,010.91 | First Class    | 1290          | £612.72   |
| East    | 919      | £440.92   | Same Day       | 276           | £136.31   |
| South   | 716      | £361.50   | Second Class   | 1611          | £799.83   |
| West    | 3990     | £1,954.18 | Standard Class | 4426          | £2,218.65 |

| No of Ship Mode |             | Ship Mode |              |                |
|-----------------|-------------|-----------|--------------|----------------|
| Year            | First Class | Same Day  | Second Class | Standard Class |
| 2015            | 42          | 5         | 82           | 173            |
| 2016            | 51          | 19        | 40           | 197            |
| 2017            | 110         | 29        | 100          | 225            |
| 2018            | 77          | 5         | 82           | 262            |

| Year | Unique Order ID |
|------|-----------------|
| 2015 | 140             |
| 2016 | 146             |
| 2017 | 213             |
| 2018 | 219             |

| Profit Region | Year    |         |         |         |  |
|---------------|---------|---------|---------|---------|--|
|               | 2015    | 2016    | 2017    | 2018    |  |
| Central       | £175.20 | £223.19 | £295.17 | £317.36 |  |
| East          | £81.66  | £92.47  | £151.84 | £114.95 |  |
| South         | £110.74 | £74.95  | £86.75  | £89.06  |  |
| West          | £505.35 | £395.54 | £566.09 | £487.20 |  |

| No of Ship Mode | Ship Mode   |          |              |                |
|-----------------|-------------|----------|--------------|----------------|
| Segment         | First Class | Same Day | Second Class | Standard Class |

| Quarter | Profit  |
|---------|---------|
| Qtr1    | £672.00 |
| Qtr2    | £855.26 |

| Year | Quantity | Profit  |
|------|----------|---------|
| 2015 | 1707     | £872.96 |
| 2016 | 1547     | £786.14 |

|             |     |    |     |     |
|-------------|-----|----|-----|-----|
| Consumer    | 129 | 32 | 173 | 464 |
| Corporate   | 88  | 12 | 85  | 246 |
| Home Office | 63  | 14 | 46  | 147 |

|      |           |      |      |           |
|------|-----------|------|------|-----------|
| Qtr3 | £1,102.14 | 2017 | 2304 | £1,099.86 |
| Qtr4 | £1,138.10 | 2018 | 2045 | £1,008.55 |

Avg Monthly Sale  
£232.87