



- Overview
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# Financial Analysis



\$2.30M

Total Sales

\$286.40K

Net Profit

12.5%

Net Profit %

\$37.9K

Total Quantity

\$1.6K

Total Discount

## KPI's

Gross Profit

OPEX

EBIT

Interest & Tax view

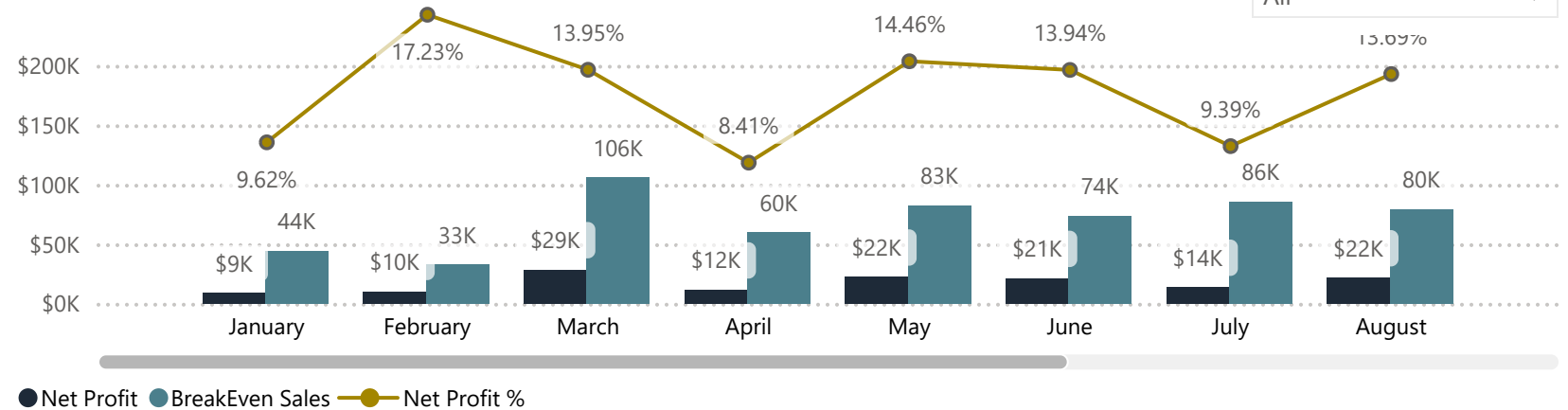
Net Profit

## \$ Net Profit and Net Profit Margin VS Break-Even Point

Break-Even point is the sales level where total revenue matches total costs, resulting in no profit or loss for the business

Year

All

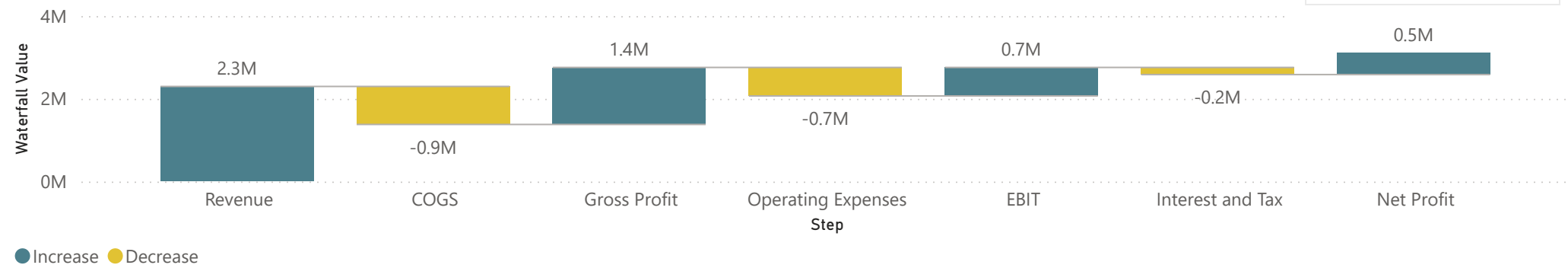


## Progression of Financial Metrics:

Expenses are the sum of COGS, Operating expenses and Interest taxes

Year

All





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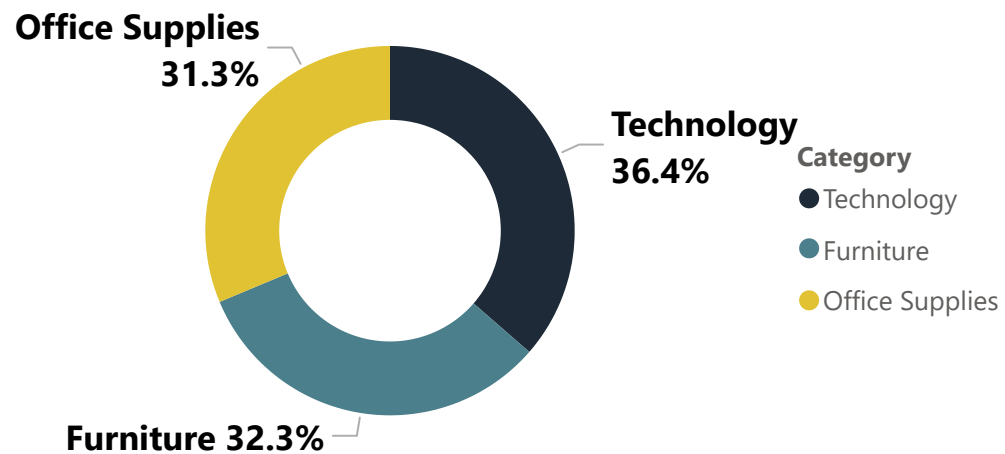
\$37.9K

Total Quantity

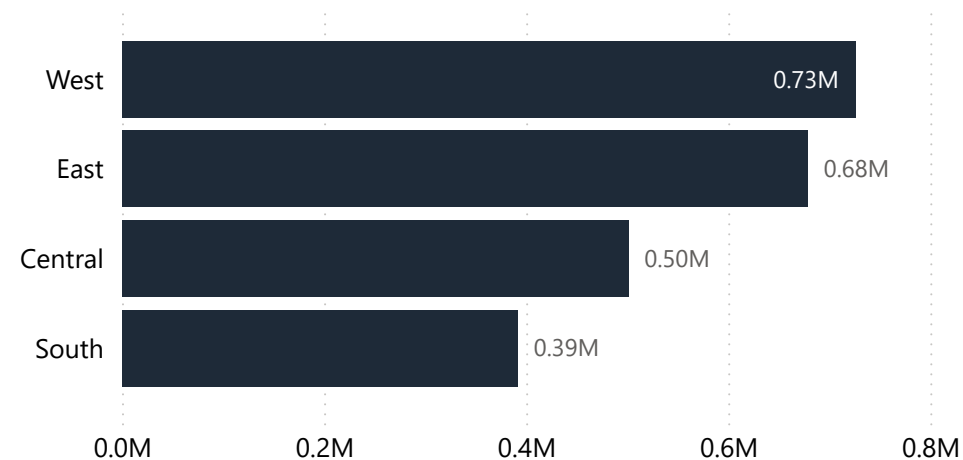
\$1.6K

Total Discount

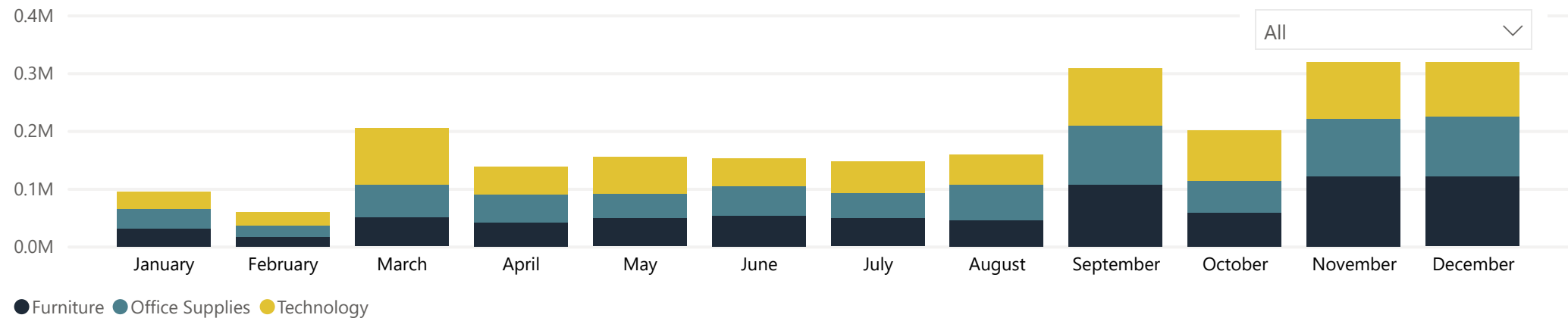
Total Revenue by Categories



Total Revenue by region



Revenue measure by MonthName and Category





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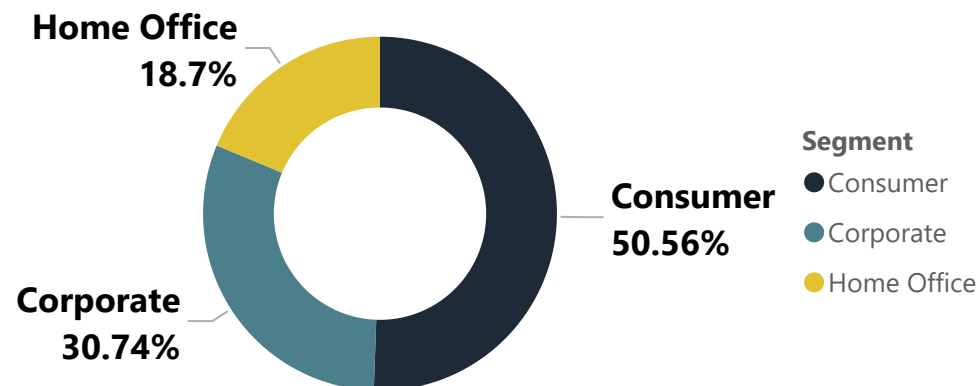
\$37.9K

Total Quantity

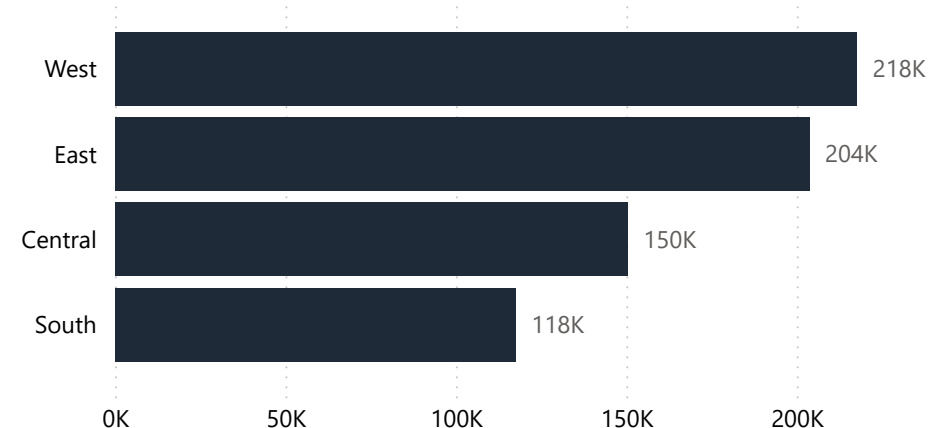
\$1.6K

Total Discount

Total Expenses by Categories



Total Expenses by region

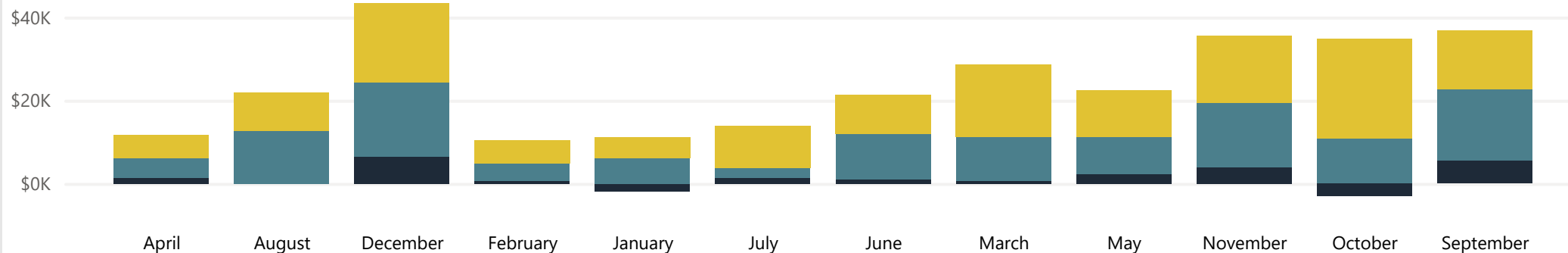


Monthly Profit Performance by sub-category

Category ● Furniture ● Office Supplies ● Technology

Year

All





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## KPI's

Gross Profit

OPEX

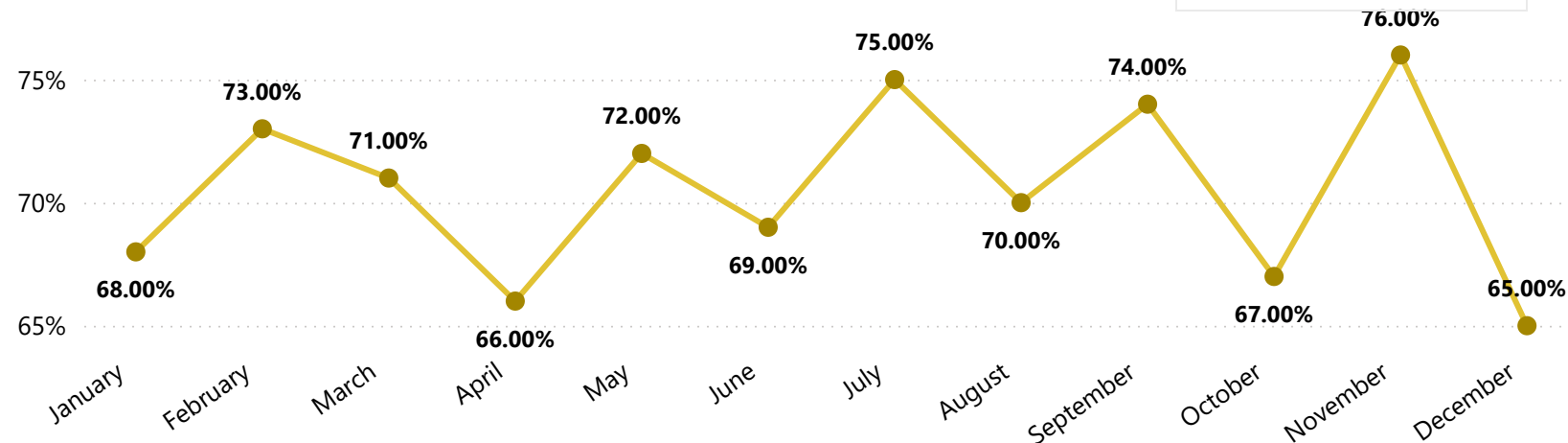
EBIT

Interest & Tax view

Net Profit

## Percentage of revenue spent on operating expenses each month

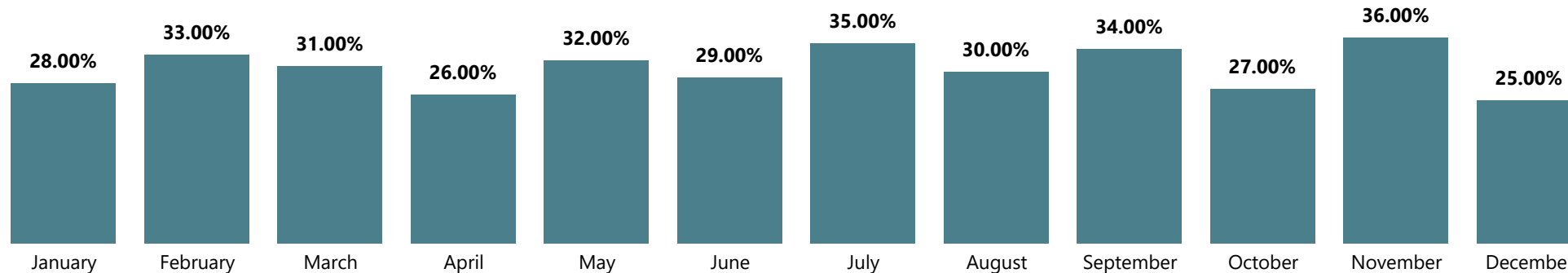
All









## Month-over-Month % Change in Operating Expenses (OPEX)

visualize the month over month % changes, reflecting fluctuations in the selected metric to track trends and performance variaions

All





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## Financial Analysis

Quarter



Q1	Q3
Q2	Q4

MonthName



January	March
February	

Region



Central	South
East	West

Metric

P&L Value

Revenue

359,681.58

COGS

143,872.63

Gross Profit

215,808.95

Operating Expenses

107,904.47

EBIT

107,904.47

Interest & Tax

26,976.12

Net Profit

0.13



Overview



Revenue



Expenses



Ratios



Table



Glossary

# Financial Analysis

## Break-even Point

The sales level where total revenue equals total costs, resulting in no profit or loss for the business.

## Revenue

The total income generated from sales of goods or services before any costs or expenses are deducted.

## COGS (Cost of Goods Sold)

The direct costs attributable to the production of the goods sold by a company, including materials and labor.

## (1) Gross Profit / (2) Gross Margin

(1) The difference between revenue and COGS, representing the profit made from core business activities before deducting operating expenses.

(2) The percentage of revenue that exceeds the COGS, calculated as  $(\text{Gross Profit} / \text{Revenue}) \times 100$ .

## (3) Opex (Operating Expenses) / (4) Opex Ratio

(3) The expenses incurred in the regular operations of the business, such as rent, utilities, salaries, and marketing.

(4) The ratio of operating expenses to revenue, calculated as  $(\text{Opex} / \text{Revenue}) \times 100$ .

## (5) EBIT (Earnings Before Interest and Taxes) / (6) EBIT Margin

(5) The operating profit after subtracting operating expenses from gross profit, before deducting interest and taxes.

(6) The percentage of revenue remaining after operating expenses have been deducted, calculated as  $(\text{EBIT} / \text{Revenue}) \times 100$ .

## (7) Interest and Tax / (8) Interest Coverage Ratio

(7) The cost of borrowing (interest) and taxes owed, deducted from EBIT to calculate net profit.

(8) A measure of a company's ability to meet its interest payments, calculated as  $(\text{EBIT} / \text{Interest Expenses})$ .

## (9) Net Profit / (10) Net Profit Margin

(9) The final profit after all expenses, including COGS, operating expenses, interest, and taxes, have been deducted from revenue.

(10) The percentage of revenue that becomes net profit, calculated as  $(\text{Net Profit} / \text{Revenue}) \times 100$ .