A large, stylized black outline of a globe with latitude and longitude lines, centered in the background.

# GLOBAL EXPORT INC.

"Easier shipping, easier living"

**Presented by:** Fabrizio Biagioni



SUMMARY

MARKET ANALYSIS

PROFIT DETAILS



# MANAGEMENT REPORT



Year

2011

2012

2013

2014

2015

2016

2017

Quarter

Q1

Q2

Q3

Q4

Product Category

Not\_Profitable

Profitable

Regular

Very\_Profitable

\$50.554

Sales

\$47.794

Costs

Margin %

6,42 %!

Goal: 12,00 %  
(-46.47 %)

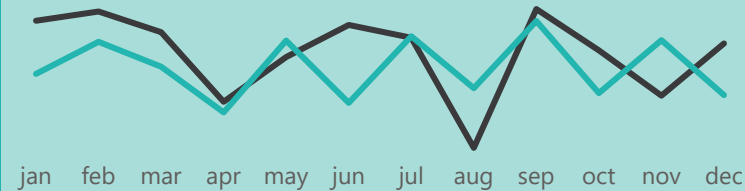
## Comparison of Profit vs. Previous N Year

Total Sales by Month

Number

2

● Profit ● Profit\_ny



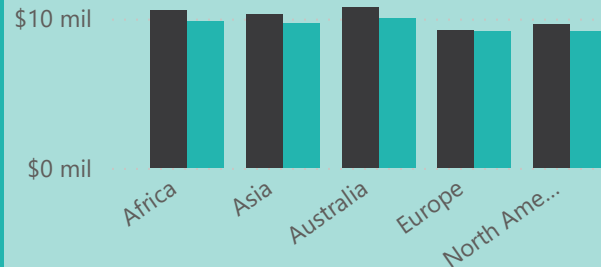
Year	Profit	Profit_NY	% Variation
2011	\$1.715,0	0	0,00 % →
2012	\$1.726,0	0	0,00 % →
2013	\$1.438,0	1715	-16,15 % ↓
2014	\$2.147,0	1726	24,39 % →
2015	\$2.760,0	1438	91,93 % ↑
2016	\$1.505,0	2147	-29,90 % ↓
2017	\$2.756,0	2760	-0,14 % ↓
Total	\$14.047,0	9786	43,54 %

More profit details:



## Total Sales by Region

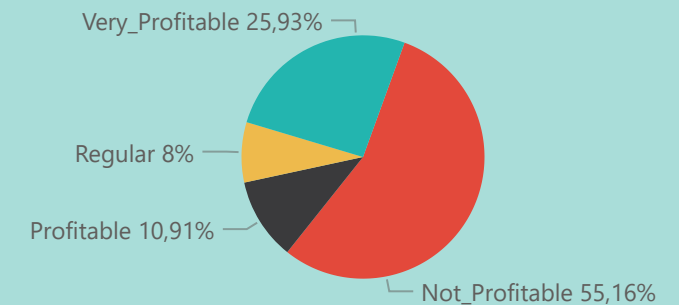
● Sales ● Costs



## Revision of Products

Product Category	Sales	Costs	Profit
Not_Profitable	\$27.884	\$33.076	(\$5.192,0)
Profitable	\$5.516	\$4.050	\$1.466,0
Regular	\$4.046	\$3.393	\$653,0
Very_Profitable	\$13.108	\$7.275	\$5.833,0
Meat	\$4.216	\$2.616	\$1.600,0
Snacks	\$4.840	\$2.634	\$2.206,0
Vegetables	\$4.052	\$2.025	\$2.027,0
Total	\$50.554	\$47.794	\$2.760,0

## Total sales by product category





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Profitable

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Very\_Profitable

Select Market

Africa

## Top 5 Products by Sale

● Sales ● Costs



## Sales by Channel

Offline 50,64%

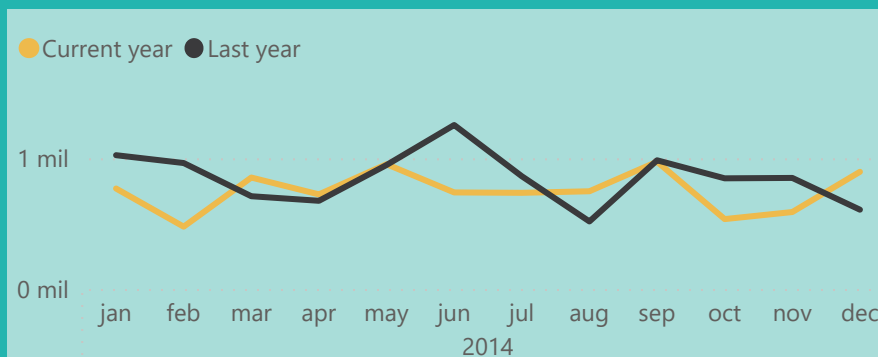
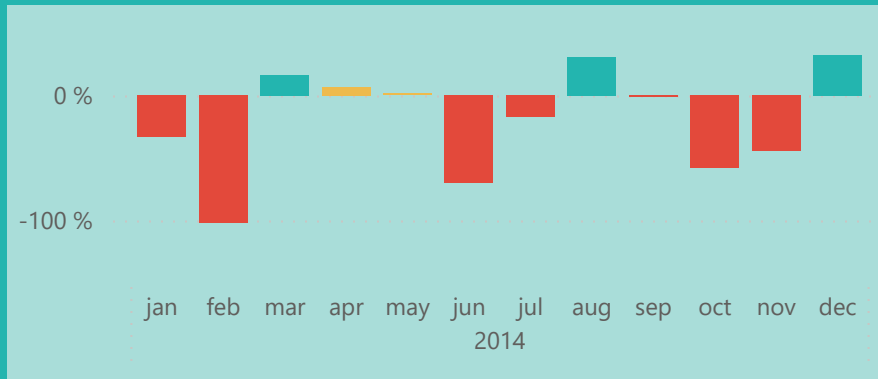


Online 49,36%

## Comparative vs. previous year

Costs

Sales



Month	Current year	Prev. year	%margin
jan	769	1024	-15,21 %
feb	477	964	2,52 %
mar	853	710	-1,29 %
apr	724	675	10,50 %
may	955	949	7,85 %
jun	739	1255	-3,65 %
jul	736	863	0,00 %
aug	748	517	31,28 %
sep	974	985	1,44 %
oct	535	847	1,87 %
nov	589	850	-32,43 %
dec	897	607	7,69 %
Total	8996	10246	1,60 %



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Product Category

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Profitable

Regular

Very\_Profitable

3,01 %

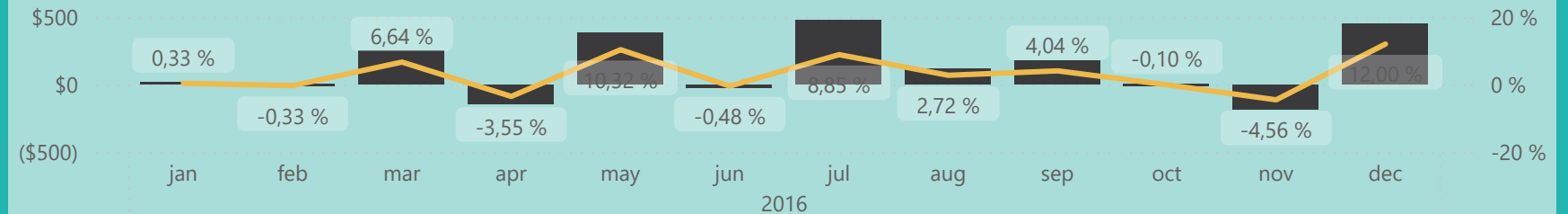
% Profit Margin

\$1.505,0

Profit

Profit and % Profit Margin per Month

● Profit ● % Profit Margin



Months	jan		feb		mar		apr		may		jun		jul		aug		sep		PRO
Region	PROFIT	%margin	PROFIT	%margin	PROFIT	%margin	PROFIT	%margin	PROFIT	%margin	PROFIT	%margin	PROFIT	%margin	PROFIT	%margin	PROFIT	%margin	PRO
Africa	\$17,0	2,20 %	(\$31,0)	-5,16 %	(\$66,0)	-13,17 %	\$60,0	6,61 %	(\$28,0)	-3,11 %	\$70,0	8,56 %	\$197,0	14,61 %	\$2,0	0,22 %	\$21,0	1,94 %	\$6
Asia	\$51,0	5,62 %	\$114,0	20,07 %	\$124,0	15,03 %	\$189,0	24,61 %	\$223,0	23,18 %	(\$25,0)	-2,06 %	\$137,0	11,45 %	\$59,0	9,12 %	\$13,0	1,76 %	(\$1
Australia	(\$9,0)	-1,71 %	(\$60,0)	-8,72 %	(\$11,0)	-1,68 %	(\$123,0)	-11,56 %	\$120,0	20,24 %	(\$122,0)	-14,68 %	\$14,0	1,49 %	\$3,0	0,30 %	(\$82,0)	-12,15 %	(\$5
Europe	(\$258,0)	-32,37 %	(\$37,0)	-4,88 %	(\$35,0)	-4,50 %	(\$112,0)	-19,05 %	\$98,0	17,31 %	\$26,0	3,30 %	\$42,0	4,15 %	\$26,0	2,99 %	\$151,0	17,24 %	(\$
North America	\$214,0	13,69 %	\$2,0	0,21 %	\$241,0	22,97 %	(\$158,0)	-21,82 %	(\$31,0)	-4,56 %	\$29,0	3,11 %	\$89,0	9,76 %	\$26,0	3,13 %	\$72,0	7,46 %	\$
Total	\$15,0	0,33 %	(\$12,0)	-0,33 %	\$253,0	6,64 %	(\$144,0)	-3,55 %	\$382,0	10,32 %	(\$22,0)	-0,48 %	\$479,0	8,85 %	\$116,0	2,72 %	\$175,0	4,04 %	(\$