



Toy Company Sales: 2023 Performance Report

30.9%

YOY Difference

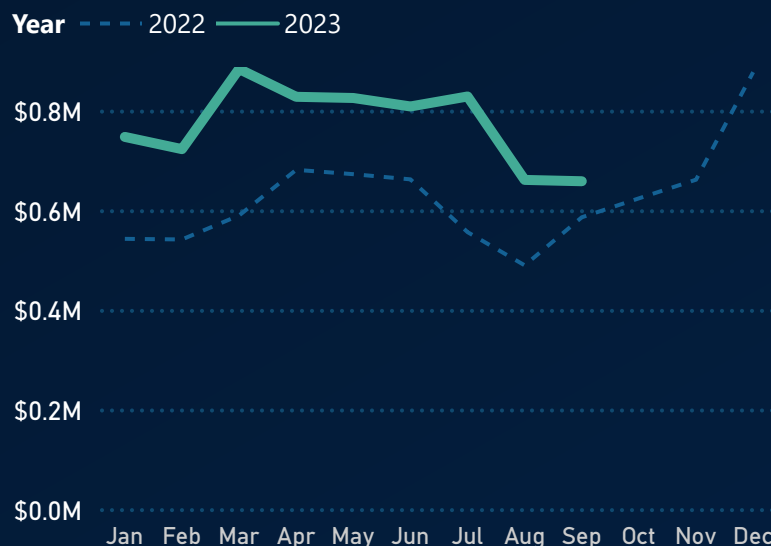
\$6,962,074

YTD Revenue

\$5,320,116

Previous YTD Revenue

Year Over Year Revenue by Month



81.9%

Progress Towards Goal

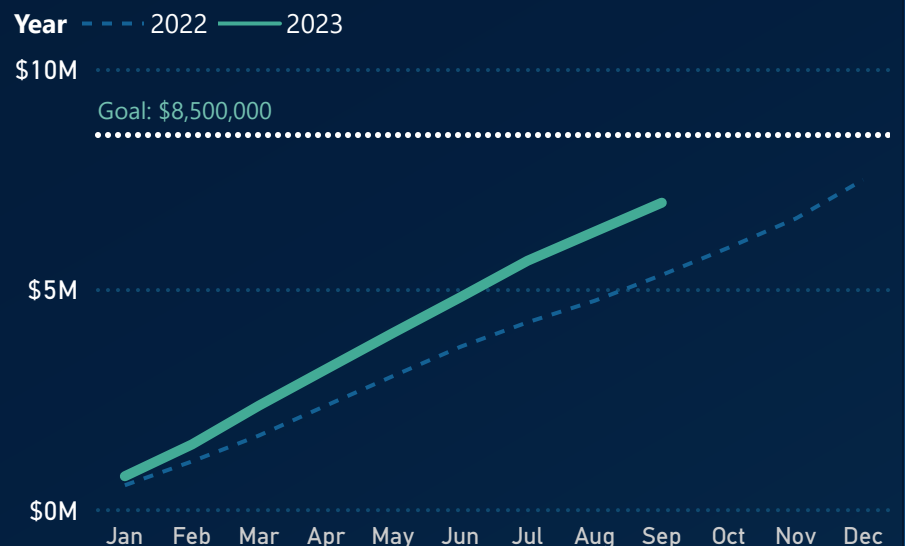
\$6,962,074

YTD Revenue

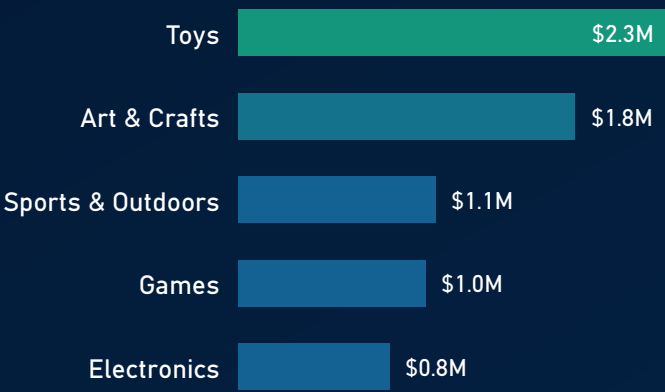
\$8,500,000

Goal

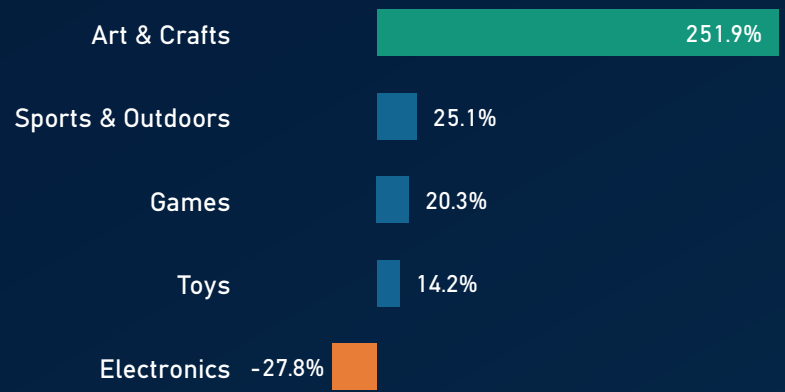
YTD Revenue Progress Towards Goal



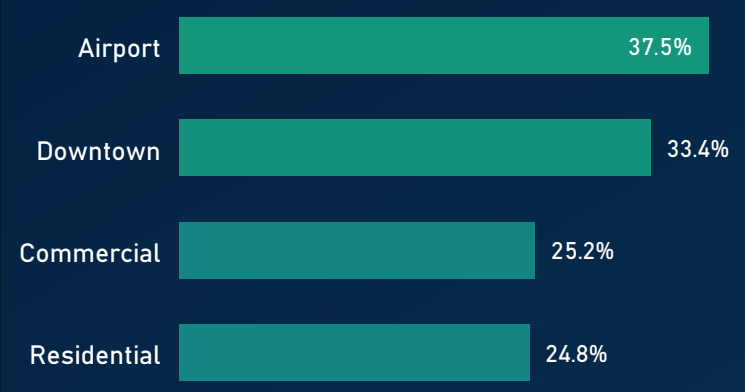
YTD Revenue by Product Category



YOY Difference by Product Category



YOY Difference by Store Location





Toy Company Sales: Goal Projection

Goal Set: ▼

8500000

Avg Daily Sales Set: ▼

22000

105.7%

Progress Towards Projected Goal

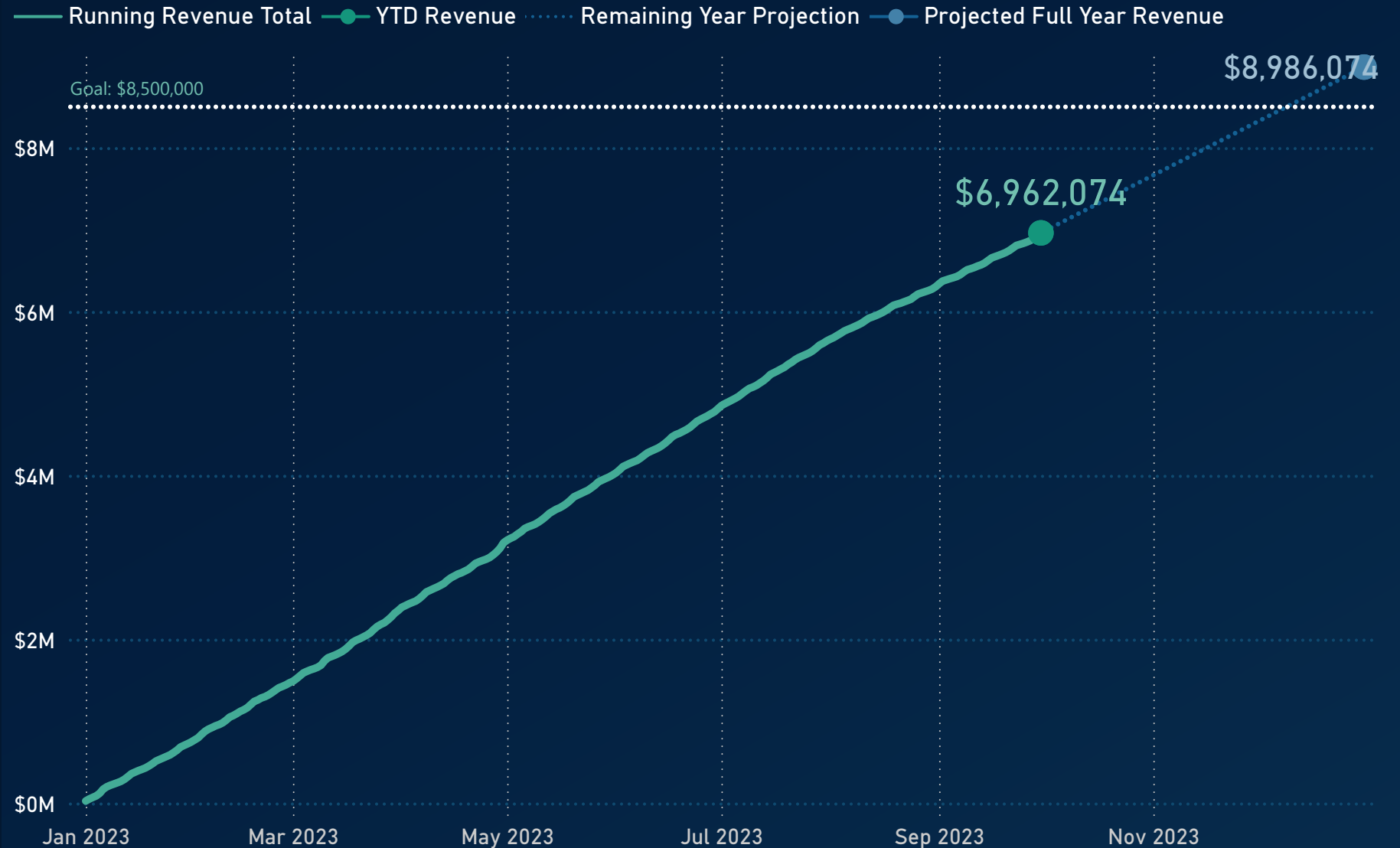
\$8,500,000

Interactive Goal

\$8,986,074

Running Total + Forecast

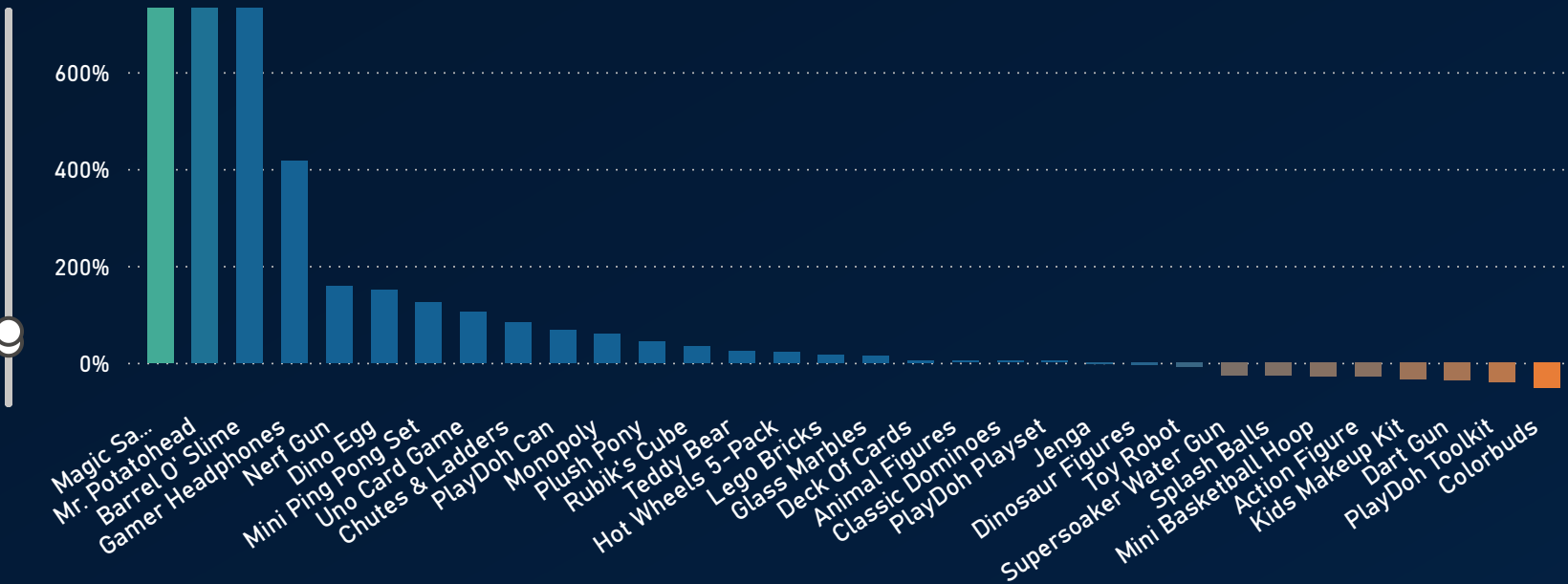
2023 Projected Revenue Based on YTD AVG Daily Revenue (vs. Goal)





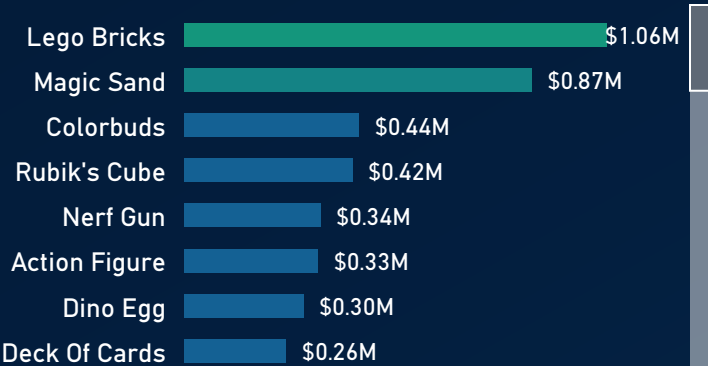
Toy Company Sales: Product Performance

YOY Difference in Revenue by Product

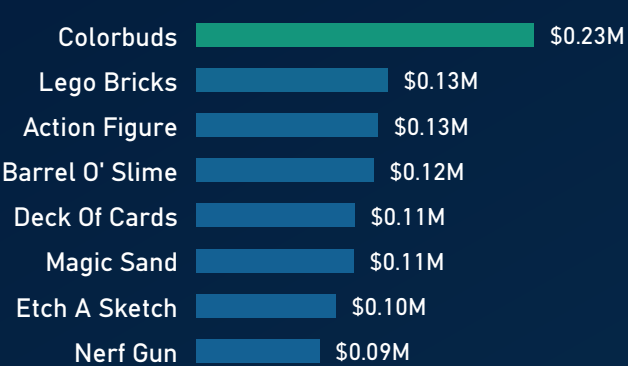


Product Name	LY YTD Revenue	YTD Revenue	% Difference
Magic Sand	\$3,486	\$868,849	24825.2%
Mr. Potatohead	\$1,149	\$64,036	5473.9%
Barrel O' Slime	\$21,271	\$244,316	1048.6%
Gamer Headphones	\$47,102	\$243,316	416.6%
Nerf Gun	\$131,514	\$340,230	158.7%
Dino Egg	\$118,615	\$297,950	151.2%
Mini Ping Pong Set	\$83,217	\$186,923	124.6%
Uno Card Game	\$5,929	\$12,145	104.9%
Chutes & Ladders	\$13,432	\$24,642	83.5%
PlayDoh Can	\$97,911	\$164,280	67.8%
Monopoly	\$20,450	\$32,804	60.4%
Plush Pony	\$35,162	\$50,595	43.9%
Rubik's Cube	\$314,123	\$420,750	33.9%
Teddy Bear	\$31,436	\$39,165	24.6%
Hot Wheels 5-Pack	\$51,891	\$63,386	22.2%
Lego Bricks	\$905,014	\$1,057,576	16.9%
Glass Marbles	\$159,487	\$182,940	14.7%
Total	\$5,320,116	\$6,962,074	30.9%

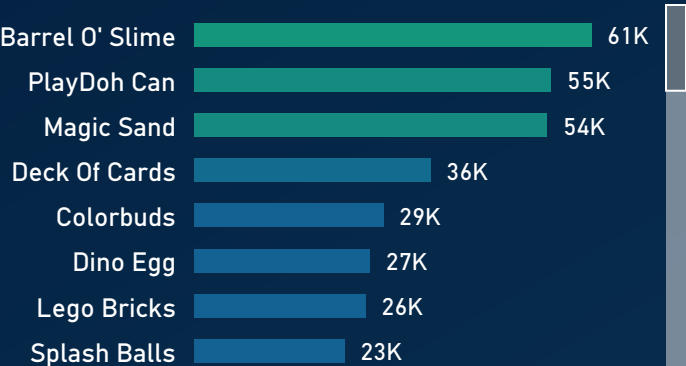
YTD Revenue by Product



YTD Profit by Product



YTD Units Sold by Product



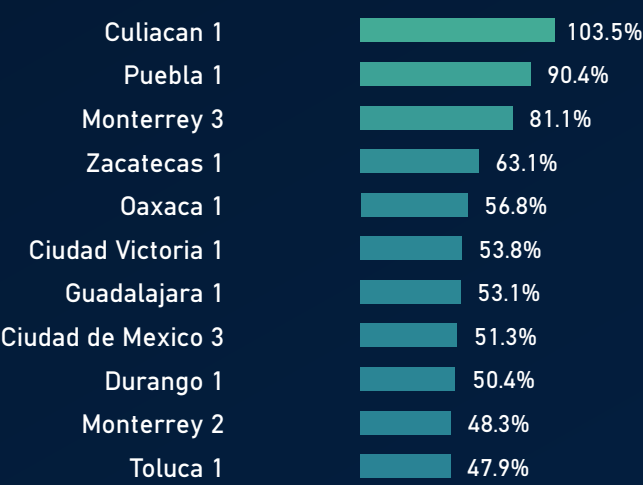


Toy Company Sales: Store Performance

YTD Revenue by Store



YOY Difference in Revenue by Store



Revenue and YOY Difference by Store Location



Stores Low on Top Revenue Product Inventory

Store Name	Product Name	On Hand	AVG Daily Units Sold	Days of Inventory
Guanajuato 2	Colorbuds	8	10.55	0.76
	Gamer Headphones	19	27.00	0.70
Pachuca 1	Magic Sand	11	14.00	0.79
	Action Figure	10	13.00	0.77
	Nerf Gun	7	11.14	0.63
	Dino Egg	0	12.44	0.00
Chilpancingo 1	Action Figure	8	8.75	0.91
	Lego Bricks	11	16.00	0.69
Guanajuato 3	Rubik's Cube	4	5.00	0.80
	Splash Balls	18	25.00	0.72
Saltillo 2	Lego Bricks	10	12.50	0.80
	Colorbuds	6	10.75	0.56
Guanajuato 1	Rubik's Cube	10	10.50	0.95
	Lego Bricks	7	10.80	0.65
Hermosillo 2	Lego Bricks	9	12.30	0.73
	Gamer Headphones	6	14.00	0.43
	Kids Makeup Kit	3	21.00	0.14
	Lego Bricks	12	14.13	0.85
Villahermosa 1	Action Figure	5	7.60	0.66
	Dino Egg	0	8.50	0.00
Hermosillo 1	Etch A Sketch	6	8.33	0.72
	Dino Egg	3	6.75	0.44
Chihuahua 2	Magic Sand	7	9.86	0.71
	Dino Egg	6	10.86	0.55
Guadalajara 3	Colorbuds	18	21.43	0.84
	Lego Bricks	9	14.63	0.62
Guadalajara 4	Rubik's Cube	9	10.00	0.90
	Lego Bricks	7	8.00	0.88
Campeche 2	Nerf Gun	20	23.00	0.87
	Nerf Gun	9	15.40	0.58
Campeche 1	Lego Bricks	4	13.00	0.31
	Dino Egg	9	12.33	0.73
Ciudad Victoria 1	Colorbuds	2	12.57	0.24
	Lego Bricks	10	10.00	0.90