

Profitability Analysis Report

Oil Refining Chemical Company - Demo Data
Report Date: 2025-12-09

1. P&L; Summary (Profit & Loss)

Item	Amount (USD)
Sales Revenue	\$518,750,000
Cost of Goods Sold	(\$108,400,000)
Gross Profit	\$410,350,000
Gross Margin	79.1%

2. Sales by Customer

Customer	Sales (USD)	Share %	Cumulative %
████████	\$465,000,000	89.6%	89.6%
GS████	\$22,450,000	4.3%	94.0%
SK████	\$16,300,000	3.1%	97.1%
██████	\$9,750,000	1.9%	99.0%
██████	\$5,250,000	1.0%	100.0%

3. Purchases by Supplier

Supplier	Purchases (USD)	Share %
████ ███	\$61,000,000	56.3%
█████ ████████ (ADNOC)	\$30,800,000	28.4%
█████ ███	\$16,600,000	15.3%

4. Key Performance Indicators (KPIs)

KPI	Value	Assessment
Gross Margin	79.1%	Excellent

ROI	378.6%	Excellent
Average Order Value	\$103,750,000	Large B2B
Profit per Order	\$82,070,000	High Profit
Total Orders	5	-

5. Business Insights

1. Gross margin of 79.1% is significantly higher than industry average (5-10%)
2. ROI of 379% indicates excellent return on crude oil investment
3. WARNING: Single customer (Hyundai Oilbank) accounts for 90% of revenue
4. Gasoline and Diesel are main profit drivers with 10-13% margin
5. Total gross profit: \$410,350,000