

Customer Names	Sold Qty by High Revenue Customer Export Channel	Total Revenue by City	Sales average per Channel
21st Ltd	11	3,170,111.70	19,625.16
3LAB, Ltd	17	2,756,440.30	21,062.73
Amylin Group	15	2,692,575.90	18,121.27
Apollo Ltd	19	3,600,358.90	19,597.07
Apotheca, Ltd	22	3,608,492.70	20,879.51
Ascend Ltd	17	2,773,974.20	18,944.91
AuroMedics Corp	16	2,881,067.00	18,692.51
Avon Corp	14	2,694,766.80	17,263.90
Bare	13	2,973,573.90	19,005.95
Battle Corp	17	2,051,887.60	20,257.44
Total	766	154,573,140.60	19,270.14

Channel	Sales average per Channel
Distributor	19,509.84
Export	18,942.99
Wholesale	19,357.58
Total	19,270.14

Warehouse Code	Sales average per Channel
AXW291	19,401.10
FLR025	19,446.07
GUT930	19,198.16
NXH382	18,931.03
Total	19,270.14

Date

1/1/201712/31/2023

Product Name

☐ Product 7

☐ Product 1

☐ Product 2

☐ Product 11

☐ Product 5

☐ Product 13

☐ Product 9

☐ Product 6

☐ Product 8

☐ Product 14

☐ Product 10

☐ Product 12

☐ Product 3

☐ Product 4

Customer Names

☐ 21st Ltd

☐ 3LAB, Ltd

☐ Amylin Group

☐ Apollo Ltd

☐ Apothea, Ltd

☐ Ascend Ltd

☐ AuroMedics Corp

☐ Avon Corp

☐ Bare

☐ Burt's Corp

☐ Capweld

☐ Dharma Ltd

☐ E. Ltd

☐ Ei

City

☐ Auckland

☐ Central Otago

☐ Christchurch

☐ Clutha

☐ Dunedin

☐ Far North

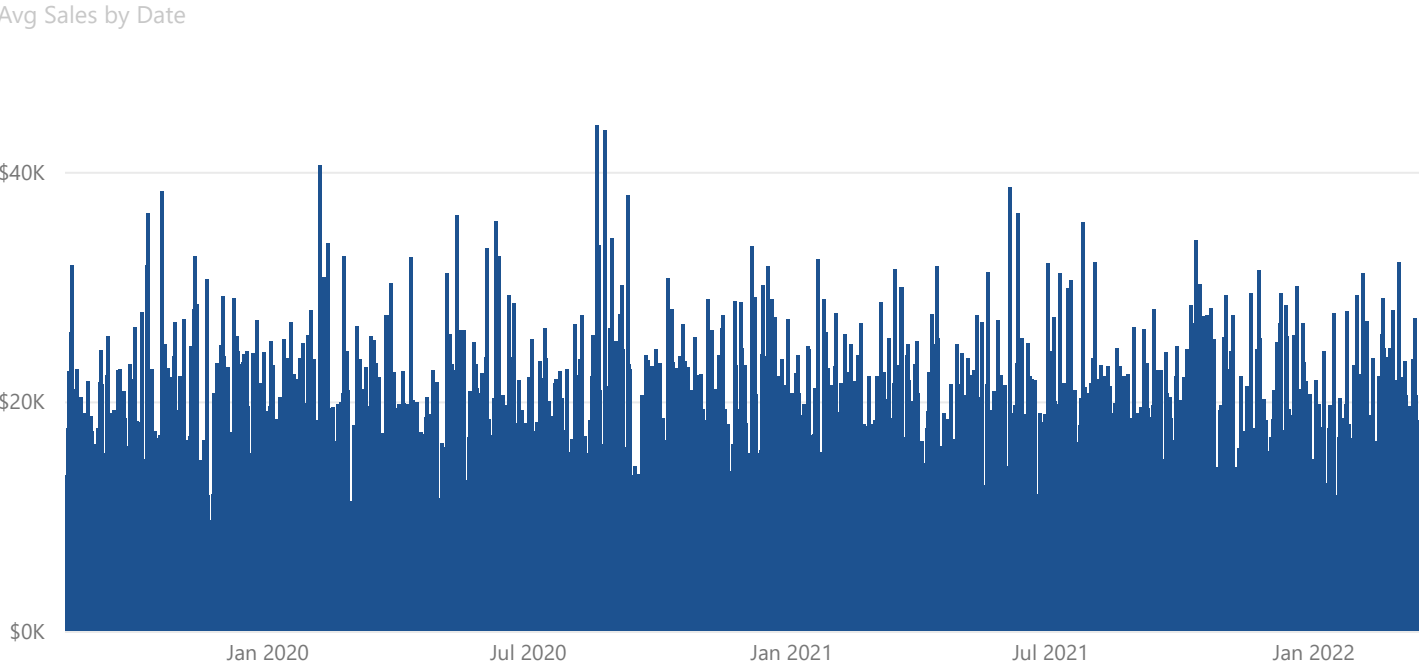
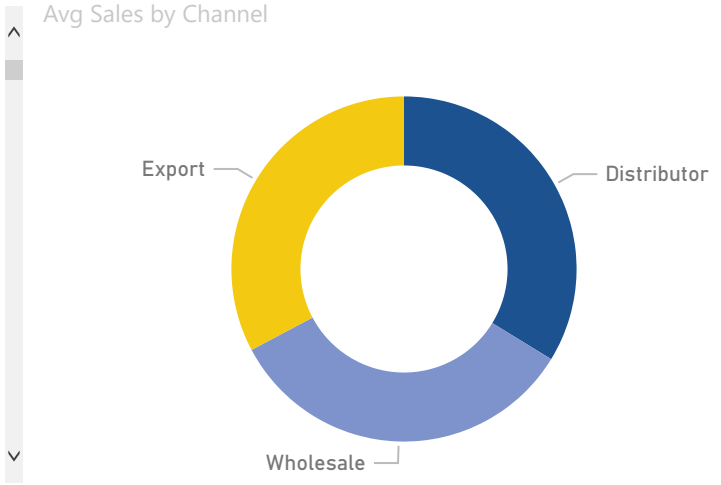
☐ Franklin

☐ Gisborne

☐ Hamilton

☐ Hastings

Date	Avg Sales
8/14/2019	\$13,558
8/15/2019	\$17,658
8/16/2019	\$22,627
8/17/2019	\$25,984
8/18/2019	\$31,857
8/19/2019	\$21,074
8/20/2019	\$13,117
8/21/2019	\$22,759
8/22/2019	\$9,570
8/23/2019	\$11,837
8/24/2019	\$20,364
8/25/2019	\$17,793
Total	\$19,343



Date	Avg Sales	Total Revenue (Iteration)	Total Revenue	Total Cost	Total Profit	Total Sales (sumx with branch measure)	Total Sales (sumx)	Total Sales (sumx with calculate)
6/10/2020	\$5,159	\$5,159	\$5,159	\$2,580	\$2,580	5,159.00	5,159.00	5,159.00
10/12/2020	\$4,851	\$9,702	\$9,702	\$5,166	\$4,536	9,701.60	9,701.60	9,701.60
2/10/2022	\$11,122	\$11,122	\$11,122	\$9,120	\$2,002	11,122.00	11,122.00	11,122.00
5/23/2020	\$4,070	\$20,348	\$20,348	\$12,688	\$7,660	20,347.90	20,347.90	20,347.90
2/3/2021	\$7,794	\$31,175	\$31,175	\$14,127	\$17,048	31,175.10	31,175.10	31,175.10
4/28/2020	\$17,249	\$34,498	\$34,498	\$14,625	\$19,874	34,498.30	34,498.30	34,498.30
11/11/2021	\$10,050	\$30,150	\$30,150	\$15,699	\$14,451	30,150.00	30,150.00	30,150.00
12/24/2020	\$20,261	\$20,261	\$20,261	\$16,816	\$3,444	20,260.80	20,260.80	20,260.80
11/13/2020	\$3,716	\$26,009	\$26,009	\$17,372	\$8,637	26,009.40	26,009.40	26,009.40
11/17/2019	\$11,973	\$35,919	\$35,919	\$17,863	\$18,056	35,918.70	35,918.70	35,918.70
6/22/2021	\$9,192	\$27,577	\$27,577	\$17,956	\$9,621	27,577.20	27,577.20	27,577.20
10/6/2021	\$15,594	\$31,189	\$31,189	\$17,960	\$13,229	31,188.50	31,188.50	31,188.50
5/19/2020	\$10,157	\$30,472	\$30,472	\$18,978	\$11,493	30,471.60	30,471.60	30,471.60
4/30/2020	\$7,645	\$30,579	\$30,579	\$19,287	\$11,292	30,578.80	30,578.80	30,578.80
12/24/2019	\$6,530	\$32,649	\$32,649	\$19,353	\$13,296	32,649.10	32,649.10	32,649.10
10/30/2021	\$8,241	\$32,964	\$32,964	\$19,662	\$13,302	32,964.00	32,964.00	32,964.00
3/9/2021	\$8,053	\$32,214	\$32,214	\$20,004	\$12,209	32,213.60	32,213.60	32,213.60
12/28/2019	\$10,993	\$43,972	\$43,972	\$22,011	\$21,961	43,972.10	43,972.10	43,972.10
1/6/2020	\$10,172	\$40,689	\$40,689	\$22,049	\$18,640	40,689.10	40,689.10	40,689.10
Total	\$19,343	\$154,573,141	\$154,573,141	\$96,783,998	\$57,789,143	154,573,140.60	154,573,140.60	154,573,140.60

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Channel

☐ Distributor

☐ Export

☐ Wholesale

Product Category

☐ Bottom

☐ Top

Customer Category

☐ Bottom

☐ Top

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Customer Names	Avg Sales	Min Sales	Total Sales	Max Sales	Total Orders	Unique Sold Products	Total Sold Quantity	Profit Margin	Sales Segment
21st Ltd	\$20,064	871.00	\$3,170,112	78,711.60	158	13	1322	33.7%	917,987.10
3LAB, Ltd	\$20,418	938.00	\$2,756,440	78,711.60	135	14	1109	38.3%	1,258,146.10
Amylin Group	\$18,569	938.00	\$2,692,576	70,309.80	145	14	1266	34.1%	928,700.40
Apollo Ltd	\$20,227	1,165.80	\$3,600,359	76,621.20	178	14	1553	38.7%	1,715,635.50
Apotheca, Ltd	\$20,159	904.50	\$3,608,493	63,516.00	179	14	1486	37.1%	1,432,104.90
Ascend Ltd	\$18,493	1,038.50	\$2,773,974	70,309.80	150	14	1235	37.1%	1,263,821.00
AuroMedics Corp	\$18,954	938.00	\$2,881,067	78,550.80	152	14	1254	37.6%	1,377,030.90
Avon Corp	\$17,729	1,005.00	\$2,694,767	55,496.10	152	14	1279	36.5%	1,166,128.30
Bare	\$19,563	1,005.00	\$2,973,574	77,425.20	152	13	1321	35.7%	966,897.10
Total	\$19,343	837.50	\$154,573,141	78,711.60	7991	14	67579	37.4%	67,296,361.10

City	Avg Sales	Min Sales	Total Sales	Max Sales	Total Orders	Total Sold Quantity	Unique Sold Products	Profit Margin	Sales Segment (Iteration)
Auckland	\$18,807	837.50	\$10,983,404	77,505.60	584	4859	14	37.6%	4,693,879.30
Christchurch	\$19,530	837.50	\$9,335,211	77,746.80	478	4087	14	37.1%	4,132,647.10
Clutha	\$20,130	837.50	\$4,871,342	73,164.00	242	2030	14	37.1%	2,147,229.40
Dunedin	\$21,019	871.00	\$4,960,600	70,383.50	236	2040	14	36.6%	1,937,177.70
Far North	\$17,617	1,085.40	\$2,202,169	63,897.90	125	1039	14	35.1%	796,201.20
Gisborne	\$20,022	1,206.00	\$2,823,166	69,867.60	141	1190	13	37.6%	1,206,006.70
Hamilton	\$19,624	837.50	\$12,539,995	78,711.60	639	5445	14	37.2%	5,436,795.40
Hastings	\$20,931	1,239.50	\$3,244,314	70,457.20	155	1309	14	38.5%	1,508,458.10
Invercargill	\$17,119	871.00	\$1,934,491	64,119.00	113	909	14	39.1%	965,188.60
Kapiti Coast	\$20,216	938.00	\$2,486,558	69,867.60	123	1067	14	37.8%	1,139,737.00
Total	\$19,343	837.50	\$154,573,141	78,711.60	7991	67579	14	37.4%	67,296,361.10

Product Name	Avg Sales	Min Sales	Max Sales	Total Sales	Total Sold Quantity	Total Sold Products	Avg Cost	Total Cost	Total Profit	Profit Margin
Product 7	\$19,360	837.50	77,746.80	\$25,710,124	11156	1328	\$12,172	\$16,164,817	\$9,545,308	37.1%
Product 1	\$19,398	837.50	78,470.40	\$25,489,299	11028	1314	\$12,095	\$15,893,113	\$9,596,186	37.6%
Product 2	\$19,510	837.50	74,611.20	\$22,846,497	9903	1171	\$12,076	\$14,141,263	\$8,705,235	38.1%
Product 11	\$19,418	837.50	77,505.60	\$20,621,809	9034	1062	\$12,169	\$12,923,421	\$7,698,388	37.3%
Product 5	\$19,700	904.50	78,711.60	\$17,021,156	7231	864	\$12,241	\$10,575,980	\$6,445,176	37.9%
Product 13	\$18,720	837.50	78,711.60	\$11,774,660	5369	629	\$12,148	\$7,641,125	\$4,133,536	35.1%
Product 9	\$18,979	837.50	76,460.40	\$9,261,645	4225	488	\$11,711	\$5,714,969	\$3,546,675	38.3%
Product 6	\$19,202	1,072.00	71,194.20	\$3,341,216	1447	174	\$12,310	\$2,142,025	\$1,199,192	35.9%
Product 8	\$19,489	1,165.80	73,164.00	\$3,215,605	1386	165	\$12,356	\$2,038,719	\$1,176,885	36.6%
Product 14	\$20,551	1,125.60	74,932.80	\$3,144,263	1294	153	\$12,300	\$1,881,857	\$1,262,406	40.1%
Product 10	\$19,104	837.50	64,802.40	\$3,114,006	1383	163	\$11,810	\$1,925,024	\$1,188,982	38.2%
Total	\$19,343	837.50	78,711.60	\$154,573,141	67579	7991	\$12,112	\$96,783,998	\$57,789,143	37.4%

Date

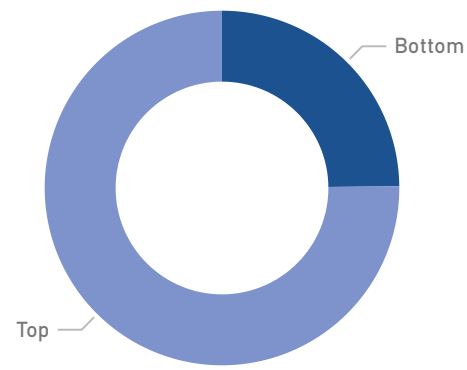
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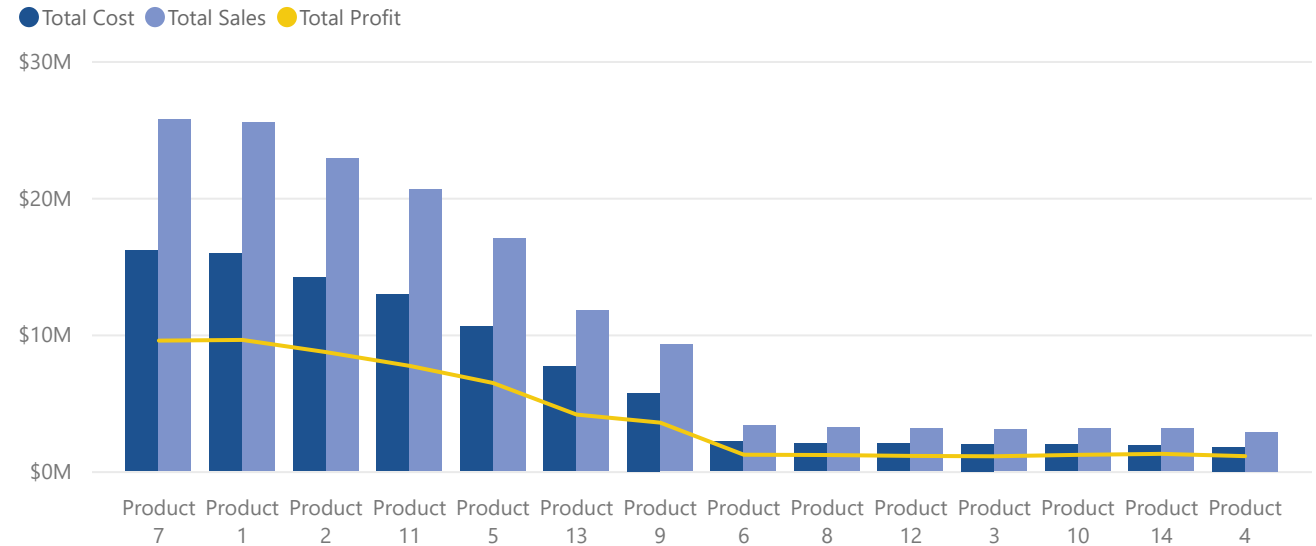
OrderNumber	Avg Sales	Min Sales	Total Sales	Max Sales	Total Orders	Total Sold Quantity	Unique Sold Products	Profit Margin	Sales Segment (Iteration)
SO - 0001000	\$6,432	6,432.00	\$6,432	6,432.00	1	5	1	31.0%	
SO - 0001001	\$1,394	1,393.60	\$1,394	1,393.60	1	8	1	42.0%	1,393.60
SO - 0001002	\$57,855	57,854.50	\$57,855	57,854.50	1	11	1	22.0%	
SO - 0001003	\$32,562	32,562.00	\$32,562	32,562.00	1	5	1	21.0%	
SO - 0001004	\$13,614	13,614.40	\$13,614	13,614.40	1	8	1	40.0%	
SO - 0001005	\$45,989	45,988.80	\$45,989	45,988.80	1	12	1	30.0%	
SO - 0001006	\$21,306	21,306.00	\$21,306	21,306.00	1	12	1	48.0%	21,306.00
SO - 0001007	\$15,383	15,383.20	\$15,383	15,383.20	1	8	1	55.0%	15,383.20
SO - 0001008	\$10,693	10,693.20	\$10,693	10,693.20	1	12	1	45.0%	10,693.20
SO - 0001009	\$32,897	32,897.00	\$32,897	32,897.00	1	10	1	43.0%	32,897.00
SO - 000101	\$9,816	9,815.50	\$9,816	9,815.50	1	5	1	49.0%	9,815.50
SO - 0001010	\$9,708	9,708.30	\$9,708	9,708.30	1	9	1	45.0%	9,708.30
SO - 0001011	\$38,860	38,860.00	\$38,860	38,860.00	1	10	1	30.0%	
Total	\$19,343	837.50	\$154,573,141	78,711.60	7991	67579	14	37.4%	67,296,361.10

Date	Total Sales	Sales LY (dateadd)	YoY Sales Diff	+ve YoY Sales Diff	-ve YoY Sales Diff	YoY Info	Yearly Sales Growth Rate	Total Sales for high order qty
8/14/2019	\$108,466							0.00
8/15/2019	\$229,555							229,555.40
8/16/2019	\$203,647							0.00
8/17/2019	\$311,811							311,811.30
8/18/2019	\$191,144							0.00
8/19/2019	\$147,521							0.00
8/20/2019	\$52,468							0.00
8/21/2019	\$182,073							0.00
8/22/2019	\$66,987							0.00
8/23/2019	\$82,859							0.00
8/24/2019	\$101,820							0.00
8/25/2019	\$124,553							0.00
8/26/2019	\$189,670							189,670.30
8/27/2019	\$163,460							0.00
8/28/2019	\$186,602							186,601.70
Total	\$154,573,141	154,573,140.60	0.00	0.00		sales grow	0.00%	154,573,140.60

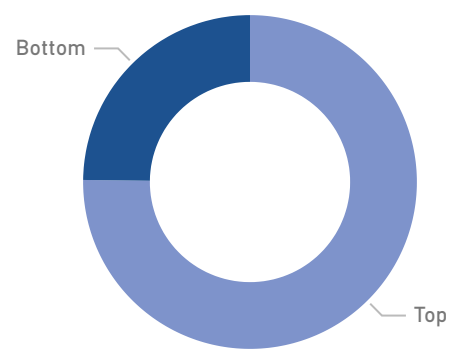
Total Sales by Customer Category



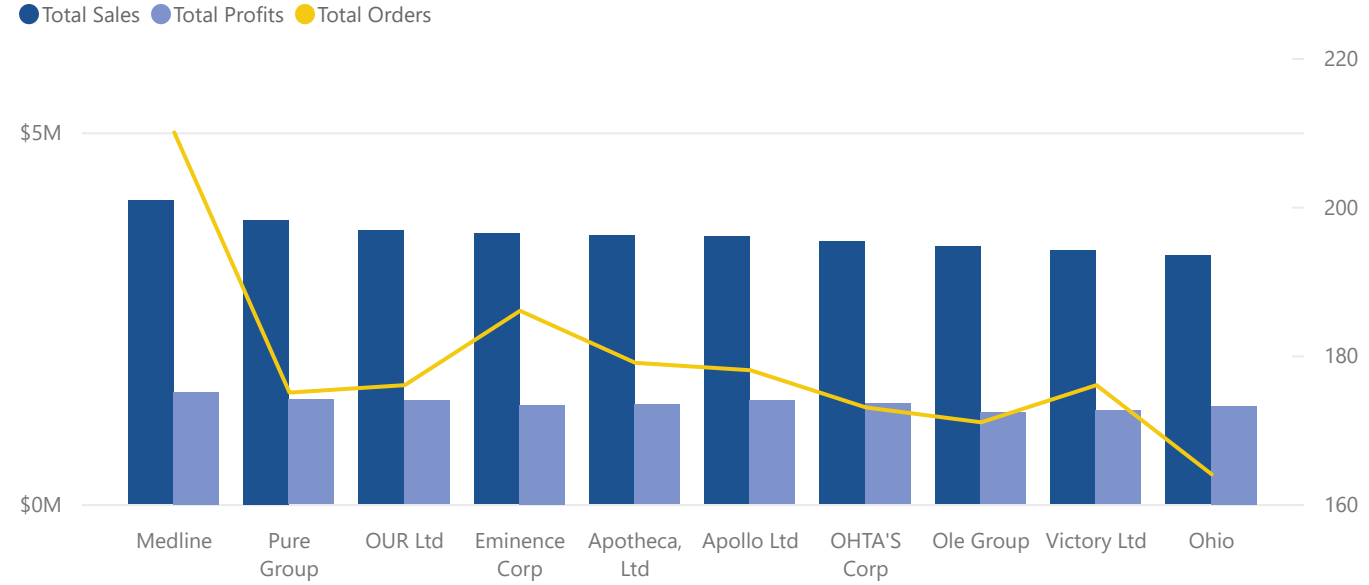
Total Cost, Total Sales and Total Profit by Product Name



Total Profit by Customer Category



Total Sales, Total Profits and Total Orders by Customer Names



Legend: ● +ve YoY Sales Diff ● -ve YoY Sales Diff

Y-axis labels: 0.4M, 0.2M, 0.0M, -0.2M, -0.4M

X-axis labels: Jan 2021, Jul 2021, Jan 2022, Jul 2022, Jan 2023

Legend: ● +ve YoY Sales Diff ● -ve YoY Sales Diff

Y-axis labels: 0.4M, 0.2M, 0.0M, -0.2M, -0.4M

X-axis labels: Jan 2021, Jul 2021, Jan 2022, Jul 2022, Jan 2023

Date	Total Sales	High Export Sales	High Revenue Sales (filtered sales)	Avg Warehouse Sales	Min Warehouse Sales	Avg Warehouse Profit Margin	Max Warehouse Profit Margin	Min Warehouse Profit Margin
8/14/2019	\$108,466		108,466.30	36,155.43	34,203.50	34.95%	37.48%	32.94%
8/15/2019	\$229,555	14,230.80	229,555.40	57,388.85	18,224.00	33.83%	46.35%	23.00%
8/16/2019	\$203,647	11,899.20	203,646.50	67,882.17	11,899.20	37.93%	43.46%	34.00%
8/17/2019	\$311,811	47,034.00	311,811.30	77,952.83	59,053.80	43.35%	48.94%	38.48%
8/18/2019	\$191,144		191,144.30	63,714.77	56,862.90	35.90%	44.86%	20.00%
8/19/2019	\$147,521		147,520.60	73,760.30	49,358.90	37.23%	40.09%	34.38%
8/20/2019	\$52,468		52,467.70	52,467.70	52,467.70	40.47%	40.47%	40.47%
8/21/2019	\$182,073		182,072.50	60,690.83	8,576.00	36.68%	45.00%	26.33%
8/22/2019	\$66,987		66,986.60	16,746.65	2,653.20	42.78%	53.00%	26.13%
8/23/2019	\$82,859		82,858.90	27,619.63	16,488.70	36.19%	49.00%	29.72%
8/24/2019	\$101,820		101,819.90	25,454.98	10,519.00	34.81%	43.00%	23.00%
8/25/2019	\$124,553		124,553.00	41,517.67	4,455.50	30.06%	31.58%	29.00%
8/26/2019	\$189,670	36,776.30	189,670.30	63,223.43	27,195.30	41.26%	50.00%	31.77%
8/27/2019	\$163,460		163,459.90	54,486.63	6,351.60	28.16%	35.54%	21.94%
8/28/2019	\$186,602	19,825.30	186,601.70	62,200.57	18,090.00	38.64%	50.94%	28.00%
8/29/2019	\$282,727	53,285.10	282,726.60	94,242.20	23,074.80	34.21%	39.61%	30.62%
Total	\$154,573,141	7,878,436.20	154,573,140.60	38,643,285.15	15,721,871.60	37.47%	37.88%	37.15%

Product Name	Avg Warehouse Sales	Min Warehouse Sales	Max Warehouse Sales	Avg Warehouse Profit Margin	Max Warehouse Profit Margin	Min Warehouse Profit Margin
Product 7	6,427,531.10	2,731,154.50	12,422,409.70	37.28%	39.04%	36.49%
Product 1	6,372,324.78	2,742,517.70	11,749,957.50	37.53%	38.23%	36.95%
Product 2	5,711,624.37	1,860,710.60	11,466,909.30	38.59%	41.06%	37.62%
Product 11	5,155,452.35	2,269,859.50	10,057,550.90	37.43%	39.95%	35.12%
Product 5	4,255,288.93	1,510,903.60	7,921,731.60	37.21%	38.40%	34.51%
Product 13	2,943,665.10	1,321,662.10	5,875,209.90	35.52%	37.18%	34.49%
Product 9	2,315,411.13	859,636.80	3,987,344.20	38.34%	39.54%	37.00%
Product 6	835,304.08	404,445.50	1,289,381.50	35.90%	37.64%	33.66%
Product 8	803,901.18	313,921.80	1,486,562.50	37.11%	41.18%	34.46%
Product 14	786,065.78	343,877.50	1,575,860.10	40.00%	42.62%	37.63%
Product 10	778,501.48	341,813.90	1,371,021.00	38.00%	39.61%	36.21%
Product 12	777,322.28	171,546.80	1,504,659.20	36.53%	38.59%	33.59%
Product 3	766,570.45	532,147.50	1,213,604.50	35.64%	38.40%	34.09%
Product 4	714,322.18	317,673.80	1,141,793.90	38.63%	44.29%	36.24%
Total	38,643,285.15	15,721,871.60	73,063,995.80	37.47%	37.88%	37.15%

Customer Names	Avg Warehouse Sales	Min Warehouse Sales	Max Warehouse Sales	Avg Warehouse Profit Margin	Max Warehouse Profit Margin	Min Warehouse Profit Margin	Avg Monthly Sales	Min Monthly Sales	Max Monthly Sales
21st Ltd	792,527.93	302,149.90	1,260,511.20	34.18%	38.20%	30.81%	99,065.99	6,472.20	204,015.00
3LAB, Ltd	689,110.08	54,692.10	1,651,717.50	40.05%	45.82%	35.96%	86,138.76	15,316.20	257,105.80
Amylin Group	673,143.98	269,132.30	1,323,692.20	33.02%	36.58%	30.57%	84,143.00	10,411.80	211,666.40
Apollo Ltd	900,089.73	315,201.50	2,081,877.60	38.28%	41.15%	34.10%	112,511.22	26,552.10	300,387.80
Apotheca, Ltd	902,123.18	212,041.60	1,836,543.70	37.84%	41.29%	35.92%	112,765.40	35,992.40	277,447.00
Ascend Ltd	693,493.55	267,973.20	1,307,940.50	36.96%	38.38%	35.17%	86,686.69	9,098.60	186,655.30
AuroMedics Corp	720,266.75	349,874.00	1,336,361.90	36.60%	42.09%	29.52%	90,033.34	8,864.10	221,441.70
Avon Corp	673,691.70	300,970.70	1,393,003.70	36.37%	37.48%	35.18%	84,211.46	1,407.00	221,207.20
Bare	743,393.48	262,157.60	1,395,261.60	35.24%	40.37%	30.79%	95,921.74	20,033.00	250,673.80
Burt's Corp	738,721.90	454,501.20	1,317,481.30	36.36%	41.18%	30.98%	98,496.25	5,165.70	297,346.00
Capweld	726,789.20	477,770.30	1,034,915.50	37.95%	40.71%	36.55%	90,848.65	13,386.60	204,423.70
Dharma Ltd	718,008.85	439,024.20	1,362,230.60	37.23%	42.53%	33.12%	89,751.11	5,025.00	254,439.20
E. Ltd	789,548.10	269,608.00	1,502,421.40	35.09%	37.41%	32.79%	101,877.17	37,734.40	208,403.50
Ei	818,413.38	360,466.70	1,366,846.90	38.12%	41.75%	32.24%	102,301.67	1,608.00	217,133.60
Elorac, Corp	802,489.15	361,719.60	1,573,602.20	34.92%	38.24%	31.92%	100,311.14	13,735.00	227,089.80
Total	38,643,285.15	15,721,871.60	73,063,995.80	37.47%	37.88%	37.15%	4,830,410.64	2,782,201.80	6,564,579.60

Product Name	Avg Warehouse Sales	Min Warehouse Sales	Max Warehouse Sales	Avg Warehouse Profit Margin	Max Warehouse Profit Margin	Min Warehouse Profit Margin	Avg Monthly Sales	Min Monthly Sales	Max Monthly Sales
Product 7	6,427,531.10	2,731,154.50	12,422,409.70	37.28%	39.04%	36.49%	803,441.39	510,385.90	1,152,044.90
Product 1	6,372,324.78	2,742,517.70	11,749,957.50	37.53%	38.23%	36.95%	796,540.60	329,318.40	1,351,838.90
Product 2	5,711,624.37	1,860,710.60	11,466,909.30	38.59%	41.06%	37.62%	713,953.05	306,437.90	973,603.80
Product 11	5,155,452.35	2,269,859.50	10,057,550.90	37.43%	39.95%	35.12%	644,431.54	325,224.70	1,007,613.00
Product 5	4,255,288.93	1,510,903.60	7,921,731.60	37.21%	38.40%	34.51%	531,911.12	197,261.40	795,209.60
Product 13	2,943,665.10	1,321,662.10	5,875,209.90	35.52%	37.18%	34.49%	367,958.14	188,980.20	569,814.90
Product 9	2,315,411.13	859,636.80	3,987,344.20	38.34%	39.54%	37.00%	289,426.39	102,094.60	614,678.10
Product 6	835,304.08	404,445.50	1,289,381.50	35.90%	37.64%	33.66%	104,413.01	7,504.00	257,896.40
Product 8	803,901.18	313,921.80	1,486,562.50	37.11%	41.18%	34.46%	100,487.65	18,599.20	234,131.50
Product 14	786,065.78	343,877.50	1,575,860.10	40.00%	42.62%	37.63%	98,258.22	19,095.00	187,037.20
Product 10	778,501.48	341,813.90	1,371,021.00	38.00%	39.61%	36.21%	97,312.68	7,825.60	246,975.40
Product 12	777,322.28	171,546.80	1,504,659.20	36.53%	38.59%	33.59%	97,165.28	12,053.30	221,997.80
Product 3	766,570.45	532,147.50	1,213,604.50	35.64%	38.40%	34.09%	95,821.31	11,055.00	206,279.60
Product 4	714,322.18	317,673.80	1,141,793.90	38.63%	44.29%	36.24%	89,290.27	14,874.00	228,677.70
Total	38,643,285.15	15,721,871.60	73,063,995.80	37.47%	37.88%	37.15%	4,830,410.64	2,782,201.80	6,564,579.60

Number Parameter

2

2

Number Parameter Value

Selected Number

3

5

10

20

3

Selected N

Customer Names	Total Sales	SelectedValue customer names	HasONvalue customer names	Customer % of Total Sales	Product Counts
21st Ltd	\$3,170,112	21st Ltd	21st Ltd	2.05%	13
3LAB, Ltd	\$2,756,440	3LAB, Ltd	3LAB, Ltd	1.78%	14
Amylin Group	\$2,692,576	Amylin Group	Amylin Group	1.74%	14
Apollo Ltd	\$3,600,359	Apollo Ltd	Apollo Ltd	2.33%	14
Apotheca, Ltd	\$3,608,493	Apotheca, Ltd	Apotheca, Ltd	2.33%	14
Ascend Ltd	\$2,773,974	Ascend Ltd	Ascend Ltd	1.79%	14
AuroMedics Corp	\$2,881,067	AuroMedics Corp	AuroMedics Corp	1.86%	14
Avon Corp	\$2,694,767	Avon Corp	Avon Corp	1.74%	14
Bare	\$2,973,574	Bare	Bare	1.92%	13
Burt's Corp	\$2,954,888	Burt's Corp	Burt's Corp	1.91%	14
Capweld	\$2,907,157	Capweld	Capweld	1.88%	14
Dharma Ltd	\$2,872,035	Dharma Ltd	Dharma Ltd	1.86%	13
E. Ltd	\$3,158,192	E. Ltd	E. Ltd	2.04%	14
Ei	\$3,273,654	Ei	Ei	2.12%	14
Elorac, Corp	\$3,209,957	Elorac, Corp	Elorac, Corp	2.08%	14
Eminence Corp	\$3,643,427	Eminence Corp	Eminence Corp	2.36%	14
Total	\$154,573,141			100.00%	14

Top 3 Products

Product Name	Top N Total Sales
Product 7	25,710,124.40
Product 1	25,489,299.10
Product 2	22,846,497.50
Product 11	20,621,809.40
Product 5	17,021,155.70
Product 13	11,774,660.40
Product 9	9,261,644.50
Product 6	3,341,216.30
Product 8	3,215,604.70
Product 14	3,144,263.10
Product 10	3,114,005.90
Product 12	3,109,289.10
Product 3	3,066,281.80
Product 4	2,857,288.70
Total	74,045,921.00

Date	Total Sales	All Customer Sales	Product Counts
8/14/2019	\$108,466	\$108,466	5
8/15/2019	\$229,555	\$229,555	6
8/16/2019	\$203,647	\$203,647	8
8/17/2019	\$311,811	\$311,811	7
8/18/2019	\$191,144	\$191,144	5
8/19/2019	\$147,521	\$147,521	3
8/20/2019	\$52,468	\$52,468	4
8/21/2019	\$182,073	\$182,073	4
8/22/2019	\$66,987	\$66,987	5
8/23/2019	\$82,859	\$82,859	4
8/24/2019	\$101,820	\$101,820	5
8/25/2019	\$124,553	\$124,553	5
8/26/2019	\$189,670	\$189,670	7
8/27/2019	\$163,460	\$163,460	4
8/28/2019	\$186,602	\$186,602	7
Total	\$154,573,141	\$154,573,141	14

Customer Names	Channel	Total Sales	Customer % of Total Sales	All Sales	All Customer Sales	All Customer and Context Sales	Customer & warehouse % of Total Sales
21st Ltd	Distributor	\$479,130	3.67%	154,573,140.60	\$13,067,995	\$3,170,112	15.11%
21st Ltd	Export	\$132,935	2.11%	154,573,140.60	\$6,307,749	\$3,170,112	4.19%
21st Ltd	Wholesale	\$346,015	1.53%	154,573,140.60	\$22,688,083	\$3,170,112	10.91%
3LAB, Ltd	Distributor	\$166,783	1.28%	154,573,140.60	\$13,067,995	\$2,756,440	6.05%
3LAB, Ltd	Export	\$191,399	3.03%	154,573,140.60	\$6,307,749	\$2,756,440	6.94%
3LAB, Ltd	Wholesale	\$391,066	1.72%	154,573,140.60	\$22,688,083	\$2,756,440	14.19%
Amylin Group	Distributor	\$350,564	2.68%	154,573,140.60	\$13,067,995	\$2,692,576	13.02%
Amylin Group	Export	\$48,320	0.77%	154,573,140.60	\$6,307,749	\$2,692,576	1.79%
Amylin Group	Wholesale	\$263,390	1.16%	154,573,140.60	\$22,688,083	\$2,692,576	9.78%
Apollo Ltd	Distributor	\$265,461	2.03%	154,573,140.60	\$13,067,995	\$3,600,359	7.37%
Apollo Ltd	Export	\$108,801	1.72%	154,573,140.60	\$6,307,749	\$3,600,359	3.02%
Apollo Ltd	Wholesale	\$755,840	3.33%	154,573,140.60	\$22,688,083	\$3,600,359	20.99%
Apotheca, Ltd	Distributor	\$277,688	2.12%	154,573,140.60	\$13,067,995	\$3,608,493	7.70%
Apotheca, Ltd	Export	\$120,071	1.90%	154,573,140.60	\$6,307,749	\$3,608,493	3.33%
Apotheca, Ltd	Wholesale	\$649,632	2.86%	154,573,140.60	\$22,688,083	\$3,608,493	18.00%
Total		\$42,063,826	100.00%	154,573,140.60	\$42,063,826	\$154,573,141	27.21%

Date

1/20/2020

9/27/2020

Customer Names	Warehouse Code	Total Sales	Customer % of Total Sales	All Sales	All Customer Sales	All Customer and Context Sales	Customer & warehouse % of Total Sales	All Sales Date Stricts	All Sales Date Filter
21st Ltd	AXW291	\$324,856	1.67%	154,573,140.60	\$19,482,528	\$3,170,112	10.25%	\$1,260,511	\$324,856
21st Ltd	FLR025	\$120,580	2.65%	154,573,140.60	\$4,550,787	\$3,170,112	3.80%	\$302,150	\$120,580
21st Ltd	GUT930	\$197,134	1.97%	154,573,140.60	\$9,983,784	\$3,170,112	6.22%	\$670,248	\$197,134
21st Ltd	NXH382	\$315,510	3.92%	154,573,140.60	\$8,046,727	\$3,170,112	9.95%	\$937,203	\$315,510
3LAB, Ltd	AXW291	\$499,673	2.56%	154,573,140.60	\$19,482,528	\$2,756,440	18.13%	\$1,651,718	\$499,673
3LAB, Ltd	FLR025	\$20,268	0.45%	154,573,140.60	\$4,550,787	\$2,756,440	0.74%	\$54,692	\$20,268
3LAB, Ltd	GUT930	\$168,411	1.69%	154,573,140.60	\$9,983,784	\$2,756,440	6.11%	\$585,607	\$168,411
3LAB, Ltd	NXH382	\$60,896	0.76%	154,573,140.60	\$8,046,727	\$2,756,440	2.21%	\$464,424	\$60,896
Amylin Group	AXW291	\$265,729	1.36%	154,573,140.60	\$19,482,528	\$2,692,576	9.87%	\$1,323,692	\$265,729
Amylin Group	FLR025	\$62,096	1.36%	154,573,140.60	\$4,550,787	\$2,692,576	2.31%	\$269,132	\$62,096
Amylin Group	GUT930	\$204,310	2.05%	154,573,140.60	\$9,983,784	\$2,692,576	7.59%	\$642,041	\$204,310
Amylin Group	NXH382	\$130,141	1.62%	154,573,140.60	\$8,046,727	\$2,692,576	4.83%	\$457,710	\$130,141
Apollo Ltd	AXW291	\$551,189	2.83%	154,573,140.60	\$19,482,528	\$3,600,359	15.31%	\$2,081,878	\$551,189
Apollo Ltd	FLR025	\$193,469	4.25%	154,573,140.60	\$4,550,787	\$3,600,359	5.37%	\$315,202	\$193,469
Apollo Ltd	GUT930	\$301,058	3.02%	154,573,140.60	\$9,983,784	\$3,600,359	8.36%	\$732,491	\$301,058
Apollo Ltd	NXH382	\$84,387	1.05%	154,573,140.60	\$8,046,727	\$3,600,359	2.34%	\$470,789	\$84,387
Apotheca, Ltd	AXW291	\$407,997	2.09%	154,573,140.60	\$19,482,528	\$3,608,493	11.31%	\$1,836,544	\$407,997
Apotheca, Ltd	FLR025	\$126,429	2.78%	154,573,140.60	\$4,550,787	\$3,608,493	3.50%	\$212,042	\$126,429
Apotheca, Ltd	GUT930	\$277,688	2.75%	154,573,140.60	\$9,983,784	\$3,608,493	10.28%	\$1,020,056	\$277,688
Total		\$42,063,826	100.00%	154,573,140.60	\$42,063,826	\$154,573,141	27.21%	\$154,573,141	\$42,063,826

Date	Total Sales	Cumulative Sales AllSelected Dates	Cumulative Sales All Dates
2/5/2020	\$142,730		\$27,930,525
2/6/2020	\$201,442	\$142,730	\$28,073,255
2/7/2020	\$81,097	\$344,172	\$28,274,697
2/8/2020	\$167,299	\$425,269	\$28,355,794
2/9/2020	\$294,083	\$592,568	\$28,523,093
2/10/2020	\$215,432	\$886,651	\$28,817,176
2/11/2020	\$181,637	\$1,102,083	\$29,032,608
2/12/2020	\$197,228	\$1,283,720	\$29,214,245
2/13/2020	\$236,296	\$1,480,948	\$29,411,472
2/14/2020	\$82,504	\$1,717,244	\$29,647,768
2/15/2020	\$116,520	\$1,799,747	\$29,730,272
2/16/2020	\$234,044	\$1,916,267	\$29,846,792
2/17/2020	\$214,179	\$2,150,311	\$30,080,836
2/18/2020	\$78,350	\$2,364,490	\$30,295,015
Total	\$126,642,616	\$126,642,616	\$154,573,141

Customer Names	Total Sales	Cumulative Sales All Dates	Cumulative Sales AllSelected Dates
21st Ltd	\$2,677,153	\$3,170,112	\$2,677,153
3LAB, Ltd	\$2,331,319	\$2,756,440	\$2,331,319
Amylin Group	\$2,018,489	\$2,692,576	\$2,018,489
Apollo Ltd	\$2,857,436	\$3,600,359	\$2,857,436
Apotheca, Ltd	\$3,088,586	\$3,608,493	\$3,088,586
Ascend Ltd	\$2,304,492	\$2,773,974	\$2,304,492
AuroMedics Corp	\$2,491,194	\$2,881,067	\$2,491,194
Avon Corp	\$2,212,749	\$2,694,767	\$2,212,749
Bare	\$2,317,175	\$2,973,574	\$2,317,175
Burt's Corp	\$2,456,280	\$2,954,888	\$2,456,280
Capweld	\$2,019,293	\$2,907,157	\$2,019,293
Dharma Ltd	\$2,231,978	\$2,872,035	\$2,231,978
E. Ltd	\$2,741,680	\$3,158,192	\$2,741,680
Ei	\$2,602,608	\$3,273,654	\$2,602,608
Total	\$126,642,616	\$154,573,141	\$126,642,616

Date

2/5/2020

12/31/2023

Product Name

☐ Product 7

☐ Product 1

☐ Product 2

☐ Product 11

☐ Product 5

☐ Product 13

☐ Product 9

☐ Product 6

☐ Product 8

☐ Product 14

☐ Product 10

☐ Product 12

☐ Product 3

☐ Product 4

Customer Names	Total Regions Counts	Is Filtered	Is CrossFiltered	Average Sales (Related)	Total Sales
21st Ltd	61	False	True	\$3,009,968	\$3,170,112
3LAB, Ltd	55	False	True	\$2,536,331	\$2,756,440
Amylin Group	58	False	True	\$2,895,677	\$2,692,576
Apollo Ltd	62	False	True	\$3,549,688	\$3,600,359
Apotheca, Ltd	63	False	True	\$3,393,686	\$3,608,493
Ascend Ltd	59	False	True	\$2,816,013	\$2,773,974
AuroMedics Corp	60	False	True	\$2,870,666	\$2,881,067
Avon Corp	61	False	True	\$2,913,790	\$2,694,767
Bare	60	False	True	\$3,029,970	\$2,973,574
Burt's Corp	59	False	True	\$2,970,996	\$2,954,888
Capweld	61	False	True	\$2,719,807	\$2,907,157
Pharm Ltd	61	False	True	\$2,778,384	\$2,872,025
Total	66	False	True	\$154,358,767	\$154,573,141

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Date

7/17/2019

12/31/2023

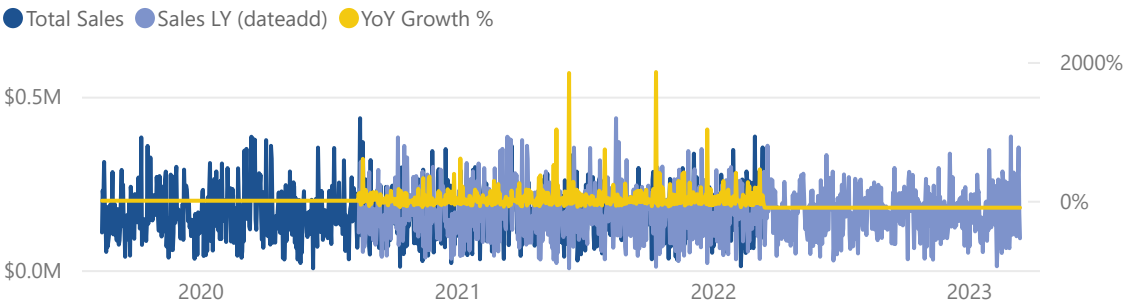
Date	Total Sales	Sales LY (sampleperiodlastyear)	Sales last 7 days (filter)	Total Sales by Ship Date	Profits for High Margin Customers	Cumulative Profit for High Profit Margin Customers
8/14/2019	\$108,466		108,466.30		30,024.64	30,024.64
8/15/2019	\$229,555		338,021.70		69,657.49	102,587.25
8/16/2019	\$203,647		541,668.20		55,045.99	156,770.96
8/17/2019	\$311,811		853,479.50		120,525.97	285,046.14
8/18/2019	\$191,144		1,044,623.80		55,652.61	340,698.75
8/19/2019	\$147,521		1,192,144.40		41,295.79	387,682.84
8/20/2019	\$52,468		1,244,612.10		16,685.61	396,399.20
8/21/2019	\$182,073		1,318,218.30		40,835.16	439,916.64
8/22/2019	\$66,987		1,155,649.50		17,102.42	458,930.57
8/23/2019	\$82,859		1,034,861.90		14,065.18	477,291.65
8/24/2019	\$101,820		824,870.50		34,089.60	496,642.26
8/25/2019	\$124,553		758,279.20		22,060.29	522,771.99
8/26/2019	\$189,670		800,428.90		47,177.92	569,939.32
8/27/2019	\$163,460		911,421.10		23,807.85	595,403.00
8/28/2019	\$186,602		915,950.30		44,681.76	674,343.61
8/29/2019	\$282,727		1,131,690.30		63,939.84	810,459.40
8/30/2019	\$103,026		1,151,857.30		34,210.33	830,529.79
8/31/2019	\$149,457		1,199,494.30		39,056.18	833,539.16
8/1/2019	\$108,057		1,265,000.00		26,322.16	883,110.67
Total	\$154,573,141	154,573,140.60		154,573,140.60	57,789,142.91	57,789,142.91

Date	Total Sales	Sales Last Day	DoD Growth
8/14/2019	\$108,466		0.00%
8/15/2019	\$229,555	108,466.30	111.64%
8/16/2019	\$203,647	229,555.40	-11.29%
8/17/2019	\$311,811	203,646.50	53.11%
8/18/2019	\$191,144	311,811.30	-38.70%
8/19/2019	\$147,521	191,144.30	-22.82%
8/20/2019	\$52,468	147,520.60	-64.43%
8/21/2019	\$182,073	52,467.70	247.02%
Total	\$154,573,141	154,573,140.60	0.00%

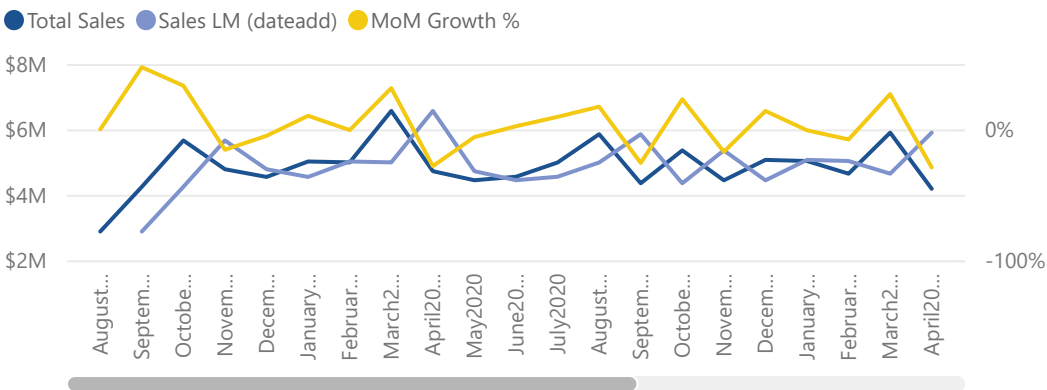
Month & Year	Total Sales	Sales LM (dateadd)	Sales Next Month (dateadd)	MoM Growth %
July2019			2,877,844.30	
August2019	\$2,877,844		4,245,749.80	0.00%
September2019	\$4,245,750	2,877,844.30	5,661,640.70	47.53%
October2019	\$5,661,641	4,245,749.80	4,781,669.40	33.35%
November2019	\$4,781,669	5,661,640.70	4,546,767.40	-15.54%
December2019	\$4,546,767	4,781,669.40	5,019,184.40	-4.91%
January2020	\$5,019,184	4,546,767.40	4,991,607.20	10.39%
February2020	\$4,991,607	5,019,184.40	6,564,579.60	-0.55%
March2020	\$6,564,580	4,991,607.20	4,721,992.50	31.51%
April2020	\$4,721,993	6,564,579.60	4,445,610.80	-28.07%
Total	\$154,573,141	154,573,140.60	154,573,140.60	0.00%

MonthInCalendar	Total Sales	Sales LY (dateadd)	YoY Growth %
Sep 2022		4,813,601.60	-100.00%
Sep 2021	\$4,813,602	4,353,405.40	10.57%
Sep 2020	\$4,353,405	4,245,749.80	2.54%
Sep 2019	\$4,245,750		0.00%
Oct 2022		5,318,245.60	-100.00%
Oct 2021	\$5,318,246	5,357,996.70	-0.74%
Oct 2020	\$5,357,997	5,661,640.70	-5.36%
Oct 2019	\$5,661,641		0.00%
Nov 2022		4,601,345.60	-100.00%
Nov 2021	\$4,601,346	4,443,165.30	3.56%
Total	\$154,573,141	154,573,140.60	0.00%

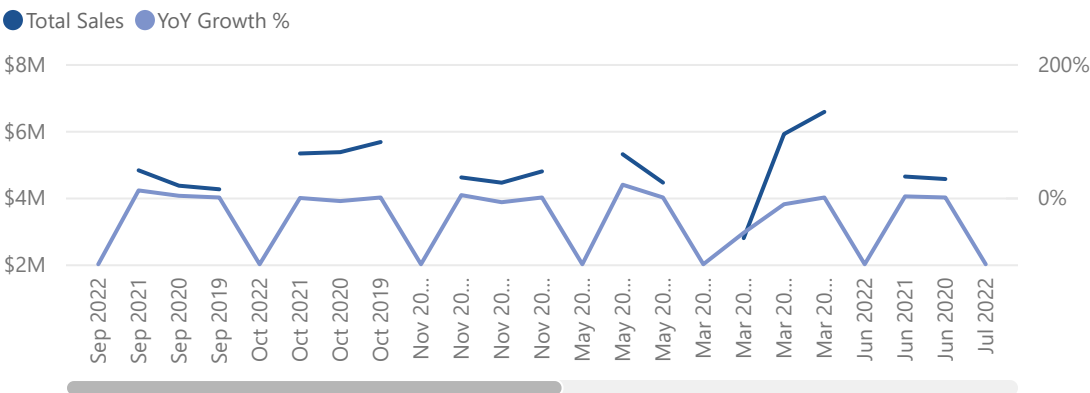
Total Sales, Sales LY (dateadd) and YoY Growth % by Date



Total Sales, Sales LM (dateadd) and MoM Growth % by Month & Year



Total Sales and YoY Growth % by MonthInCalendar

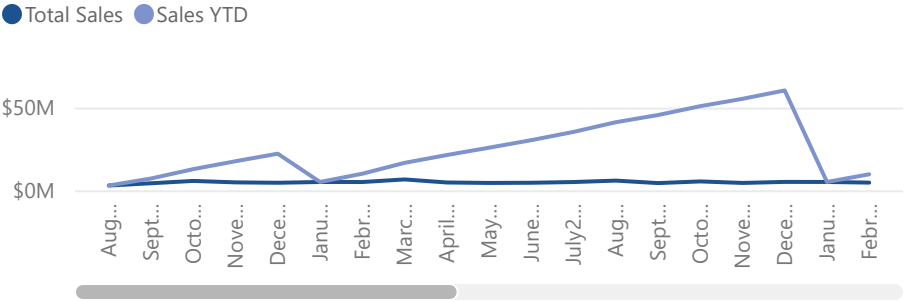


Month & Year	Total Sales	Sales YTD
August2019	\$2,877,844	2,877,844.30
September2019	\$4,245,750	7,123,594.10
October2019	\$5,661,641	12,785,234.80
November2019	\$4,781,669	17,566,904.20
December2019	\$4,546,767	22,113,671.60
January2020	\$5,019,184	5,019,184.40
February2020	\$4,991,607	10,010,791.60
March2020	\$6,564,580	16,575,371.20
Total	\$154,573,141	

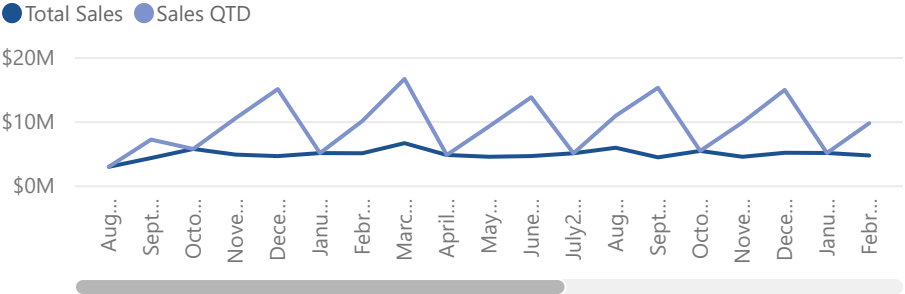
Month & Year	Total Sales	Sales QTD
August2019	\$2,877,844	2,877,844.30
September2019	\$4,245,750	7,123,594.10
October2019	\$5,661,641	5,661,640.70
November2019	\$4,781,669	10,443,310.10
December2019	\$4,546,767	14,990,077.50
January2020	\$5,019,184	5,019,184.40
February2020	\$4,991,607	10,010,791.60
March2020	\$6,564,580	16,575,371.20
Total	\$154,573,141	

Date	Total Sales	Sales MTD
8/14/2019	\$108,466	108,466.30
8/15/2019	\$229,555	338,021.70
8/16/2019	\$203,647	541,668.20
8/17/2019	\$311,811	853,479.50
8/18/2019	\$191,144	1,044,623.80
8/19/2019	\$147,521	1,192,144.40
8/20/2019	\$52,468	1,244,612.10
8/21/2019	\$182,073	1,426,684.60
Total	\$154,573,141	

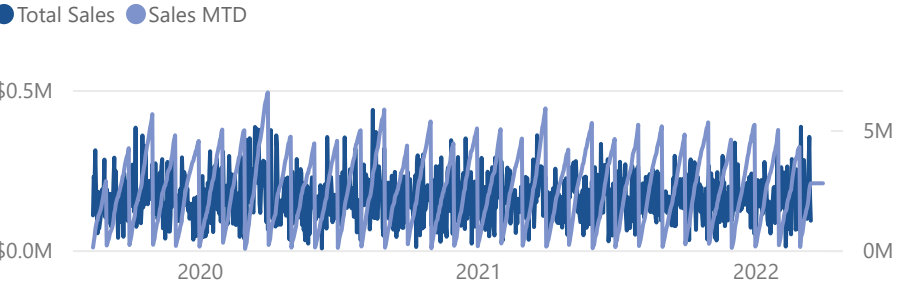
Total Sales and Sales YTD by Month & Year



Total Sales and Sales QTD by Month & Year

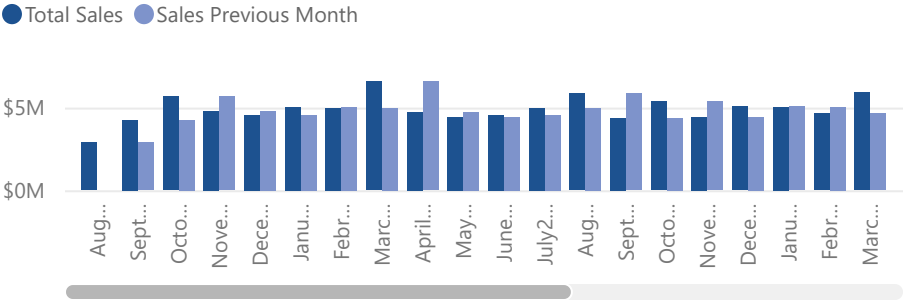


Total Sales and Sales MTD by Date



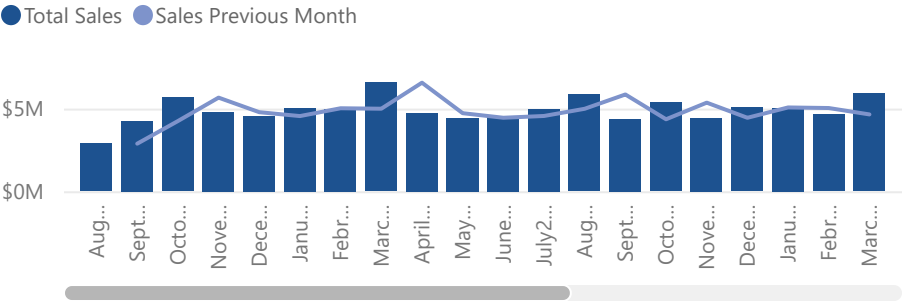
Year	Month	Total Sales	Sales Previous Month
2019	August	\$2,877,844	
2019	September	\$4,245,750	2,877,844.30
2019	October	\$5,661,641	4,245,749.80
2019	November	\$4,781,669	5,661,640.70
2019	December	\$4,546,767	4,781,669.40
2020	January	\$5,019,184	4,546,767.40
2020	February	\$4,991,607	5,019,184.40
2020	March	\$6,564,580	4,991,607.20
Total		\$154,573,141	

Total Sales and Sales Previous Month by Month & Year



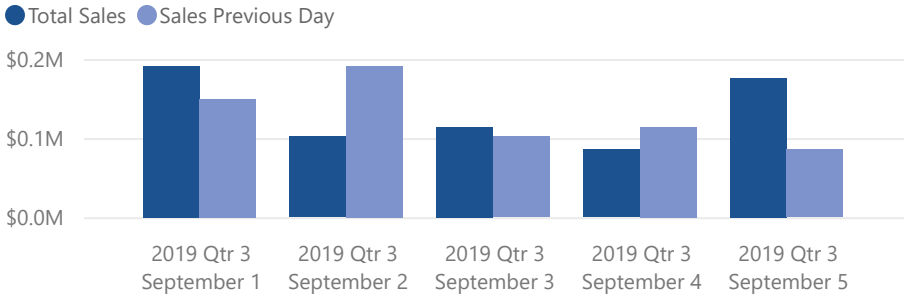
Year	Month	Total Sales	Sales Previous Quarter (PREVIOUSQUARTER)	Sales Ne...
2019	April			7,...
2019	May			7,...
2019	June			7,...
2019	July			14,9...
2019	August	\$2,877,844		14,9...
2019	September	\$4,245,750		14,9...
2019	October	\$5,661,641	7,123,594.10	16,5...
Total		\$154,573,141		

Total Sales and Sales Previous Month by Month & Year



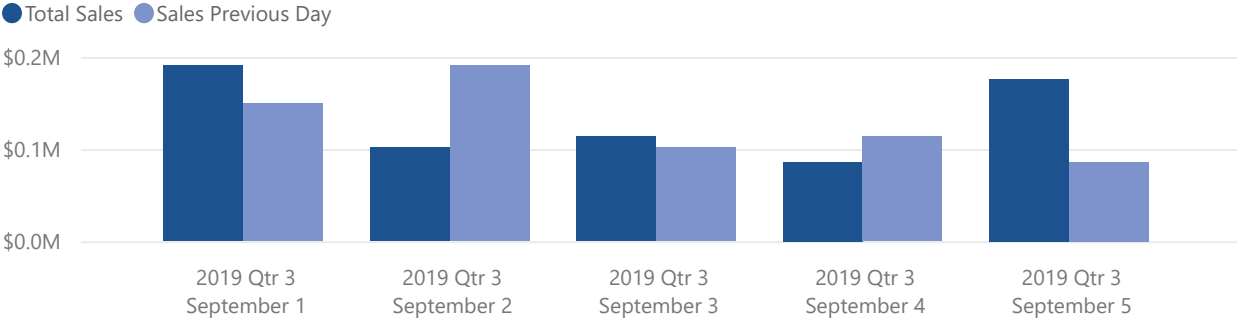
Date	Total Sales	Sales Previous Day
8/14/2019	\$108,466	
8/15/2019	\$229,555	108,466.30
8/16/2019	\$203,647	229,555.40
8/17/2019	\$311,811	203,646.50
8/18/2019	\$191,144	311,811.30
8/19/2019	\$147,521	191,144.30
8/20/2019	\$52,468	147,520.60
8/21/2019	\$182,073	52,467.70
Total	\$154,573,141	

Total Sales and Sales Previous Day by Year, Quarter, Month and Day



Month & Year	Total Sales	Sales Previous Quarter (PREVIOUSQUARTER)	Sales Previous Quarter (PARALLELPERIOD)
August2019	\$2,877,844		
September2019	\$4,245,750		
October2019	\$5,661,641	7,123,594.10	7,123,594.10
November2019	\$4,781,669	7,123,594.10	7,123,594.10
December2019	\$4,546,767	7,123,594.10	7,123,594.10
January2020	\$5,019,184	14,990,077.50	14,990,077.50
February2020	\$4,991,607	14,990,077.50	14,990,077.50
March2020	\$6,564,580	14,990,077.50	14,990,077.50
April2020	\$4,721,993	16,575,371.20	16,575,371.20
May2020	\$4,445,611	16,575,371.20	16,575,371.20
June2020	\$4,552,844	16,575,371.20	16,575,371.20
Total	\$154,573,141		154,573,140.60

Total Sales and Sales Previous Day by Year, Quarter, Month and Day



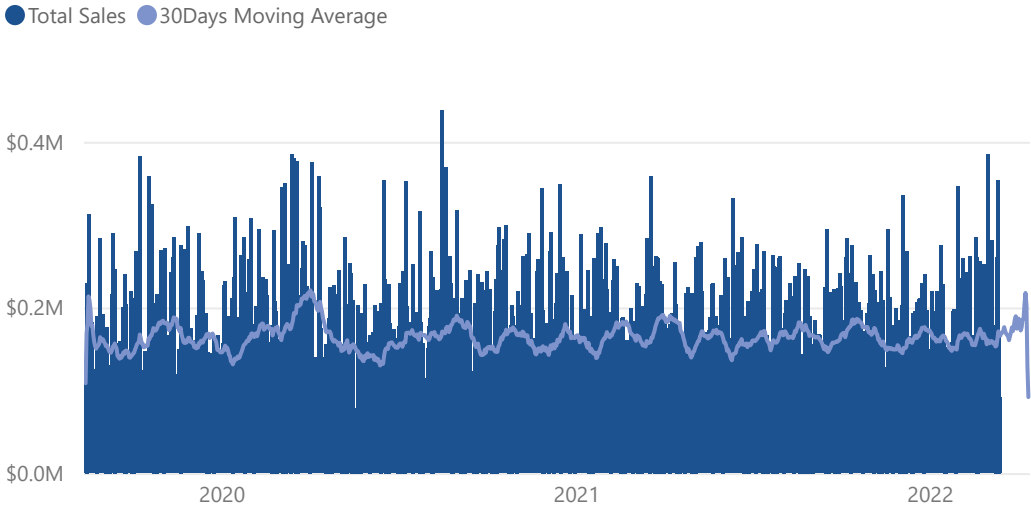
QuarterInCalendar	Total Sales	Sales Previous Quarter (PREVIOUSQUARTER)	Sales Previous Quarter (PARALLELPERIOD)	Sales LQ (dateadd)
Q1 2020	\$16,575,371	14,990,077.50	14,990,077.50	14,990,077.50
Q1 2021	\$15,580,146	14,869,216.20	14,869,216.20	14,869,216.20
Q1 2022	\$12,084,287	15,140,050.30	15,140,050.30	15,140,050.30
Q2 2020	\$13,720,448	16,575,371.20	16,575,371.20	16,575,371.20
Q2 2021	\$14,106,944	15,580,146.50	15,580,146.50	15,580,146.50
Q2 2022		12,084,287.50	12,084,287.50	12,084,287.50
Q3 2019	\$7,123,594			
Q3 2020	\$15,193,938	13,720,447.60	13,720,447.60	13,720,447.60
Q3 2021	\$15,189,067	14,106,943.80	14,106,943.80	14,106,943.80
Q4 2019	\$14,990,078	7,123,594.10	7,123,594.10	7,123,594.10
Q4 2020	\$14,869,216	15,193,938.40	15,193,938.40	15,193,938.40
Q4 2021	\$15,140,050	15,189,067.50	15,189,067.50	15,189,067.50
Total	\$154,573,141		154,573,140.60	154,573,140.60

Date	Sales Previous Day	Total Sales	Sales MTD	Opening Month Sales	Closing Month Sales	Start of Month Sales	End of Month Sales	Rolling Sales Between Dates	Rolling Sales PeriodIn Dates	Days diff Min Order to Max Ship Da
8/1/2019					149,456.90		149,456.90			
8/2/2019					149,456.90		149,456.90			
8/3/2019					149,456.90		149,456.90			
8/4/2019					149,456.90		149,456.90			
8/5/2019					149,456.90		149,456.90			
8/6/2019					149,456.90		149,456.90			
8/7/2019					149,456.90		149,456.90			
8/8/2019					149,456.90		149,456.90			
8/9/2019					149,456.90		149,456.90			
8/10/2019					149,456.90		149,456.90			
8/11/2019					149,456.90		149,456.90			
8/12/2019					149,456.90		149,456.90			
8/13/2019					149,456.90		149,456.90			
8/14/2019		\$108,466	108,466.30		149,456.90		149,456.90	108,466.30	108,466.30	
Total		\$154,573,141								10:

Rolling Sales Between Dates by Date



Total Sales and 30Days Moving Average by Date



Date	Total Sales	Sales LQ (dateadd)	Sales 2Qs Ago	Cumulative Sales AllSelected Dates	Cumulative Sales LQ (AllSelected Dates)	Cumulative Sales 2Qs Ago (AllSelected Dates)
1/1/2020	\$143,548	211,304.60				
1/2/2020	\$133,853	164,377.80		\$143,548	211,304.60	
1/3/2020	\$156,519	137,819.00		\$277,400	375,682.40	
1/4/2020	\$226,748	199,599.70		\$433,919	513,501.40	
1/5/2020	\$231,391	267,108.90		\$660,667	713,101.10	
1/6/2020	\$40,689	193,911.40		\$892,058	980,210.00	
1/7/2020	\$165,611	119,762.50		\$932,747	1,174,121.40	
1/8/2020	\$189,315	141,564.30		\$1,098,358	1,293,883.90	
1/9/2020	\$43,007	382,503.00		\$1,287,673	1,435,448.20	
1/10/2020	\$183,037	72,721.80		\$1,330,680	1,817,951.20	
1/11/2020	\$55,094	102,168.30		\$1,513,718	1,890,673.00	
1/12/2020	\$210,306	123,956.70		\$1,568,812	1,992,841.30	
1/13/2020	\$101,485	113,906.70		\$1,779,118	2,116,798.00	
1/14/2020	\$236,584	146,810.40		\$1,880,603	2,230,704.70	
1/15/2020	\$308,689	138,676.60		\$2,117,187	2,377,515.10	
1/16/2020	\$84,011	83,910.80		\$2,425,876	2,516,191.70	
Total	\$31,769,310	28,710,525.10	23,698,965.30	\$31,573,542	28,547,949.60	23,409,612.40

Year

2020

QuarterInCalendar

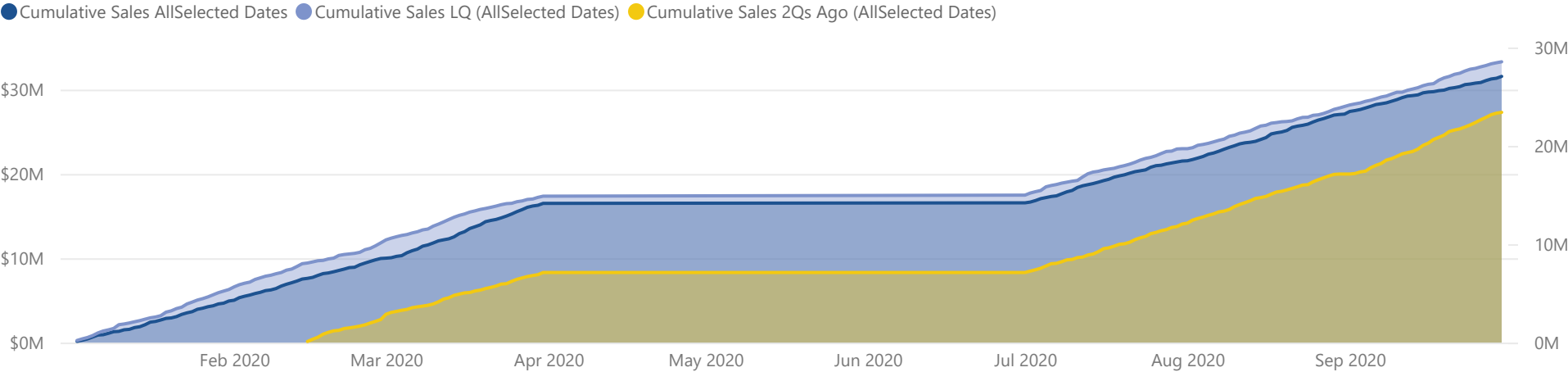
Q1 2020

Q2 2020

Q3 2020

Q4 2020

Cumulative Sales AllSelected Dates, Cumulative Sales LQ (AllSelected Dates) and Cumulative Sales 2Qs Ago (AllSelected Dates) by Date



Customer Names	Total Sales	Customer Sales of Top Products (All Dates)	Customer Sales of Top Products (with filter)	High Margin Export Qty Sold
21st Ltd	\$1,384,032	1,383,161.40	1,051,946.90	76
3LAB, Ltd	\$1,045,555	953,979.50	776,918.60	79
Amylin Group	\$1,046,433	890,369.70	743,411.90	86
Apollo Ltd	\$1,429,847	1,240,015.90	1,201,591.40	85
Apotheca, Ltd	\$1,395,543	1,254,836.30	1,052,998.80	64
Ascend Ltd	\$1,255,761	1,043,826.50	941,376.80	59
AuroMedics Corp	\$1,038,527	940,921.20	784,730.80	74
Avon Corp	\$1,005,791	973,376.00	790,526.30	97
Bare	\$1,157,539	944,505.70	900,366.10	36
Burt's Corp	\$1,334,091	1,226,770.00	1,130,551.30	70
Capweld	\$790,975	736,752.10	606,524.20	58
Dharma Ltd	\$968,217	909,203.40	772,617.20	11
E. Ltd	\$1,379,925	1,226,837.00	1,031,190.30	57
Ei	\$1,074,325	960,927.40	747,780.30	88
Total	\$60,358,973	60,358,973.40	60,358,973.40	3898

City	Revenue Budget Yearly	Total Sales
Auckland	4,587,748.62	\$3,868,580
Christchurch	3,174,466.37	\$3,877,196
Clutha	2,041,697.70	\$1,959,221
Dunedin	1,730,518.55	\$2,015,327
Far North	987,608.47	\$919,662
Gisborne	1,135,519.35	\$1,137,801
Hamilton	5,630,180.85	\$4,929,994
Hastings	1,243,190.03	\$1,186,510
Invercargill	961,023.21	\$521,548
Kapiti Coast	1,368,413.03	\$1,139,201
Manukau	2,773,998.99	\$2,824,599
Napier	2,518,973.21	\$2,373,261
Nelson	786,709.98	\$718,984
New Plymouth	899,670.97	\$964,572
Total	62,229,281.41	\$60,358,973

Product Name	High Margin products sold qty	High Margin products sales	Profit Margin
Product 1	11028	25,489,299.10	37.65%
Product 10	1383	3,114,005.90	38.18%
Product 11	9034	20,621,809.40	37.33%
Product 12	1340	3,109,289.10	35.77%
Product 13	5369	11,774,660.40	35.11%
Product 14	1294	3,144,263.10	40.15%
Product 2	9903	22,846,497.50	38.10%
Product 3	1410	3,066,281.80	35.40%
Product 4	1373	2,857,288.70	38.27%
Product 5	7231	17,021,155.70	37.87%
Product 6	1447	3,341,216.30	35.89%
Product 7	11156	25,710,124.40	37.13%
Product 8	1386	3,215,604.70	36.60%
Product 9	4225	9,261,644.50	38.29%
Total	67579	154,573,140.60	521.74%

Year

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2017

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2018

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2019

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2020

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2021

QuarterInCalendar

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Q1 2020

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Q2 2020

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Q3 2020

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Q4 2020

City	Total Sales	Min Product Sales by Month of Year	Product & Channel Sales	Total Sold Products	Total Sold Quantity
Auckland	\$404,506	\$7,779	\$404,506	24	212
Christchurch	\$187,680	\$8,844	\$187,680	11	90
Clutha	\$56,662	\$20,120	\$56,662	3	29
Dunedin	\$72,380	\$31,765	\$72,380	3	25
Far North	\$80,956	\$4,355	\$80,956	6	48
Gisborne	\$18,713	\$1,829	\$18,713	3	17
Hamilton	\$446,213	\$23,557	\$446,213	22	195
Hastings	\$143,574	\$16,134	\$143,574	5	39
Invercargill	\$64,762	\$10,760	\$64,762	3	31
Kapiti Coast	\$30,364	\$4,422	\$30,364	2	17
Manukau	\$275,819	\$8,208	\$275,819	12	106
Napier	\$204,069	\$1,528	\$204,069	9	79
Nelson	\$110,898	\$1,126	\$110,898	6	52
New Plymouth	\$43,302	\$9,769	\$43,302	3	31
North Shore	\$40,066	\$10,130	\$40,066	3	25
Palmerston North	\$81,593	\$12,308	\$81,593	5	48
Total	\$4,353,405	\$23,122	\$4,353,405	228	1987

Product Name	Total Sales
Product 7	\$943,179
Product 1	\$760,256
Product 2	\$631,153
Product 11	\$496,249
Product 5	\$535,618
Product 13	\$210,514
Product 9	\$280,395
Product 6	\$109,659
Product 8	\$66,518
Product 14	\$80,547
Product 10	\$35,121
Product 12	\$33,748
Product 3	\$147,326
Product 4	\$23,122
Total	\$4,353,405

MonthName

☐ April
☐ August
☐ December
☐ February
☐ January
☐ July
☐ June
☐ March
☐ May
☐ November

Year

☐ 2017
☐ 2018
☐ 2019
☒ 2020
☐ 2021
☐ 2022

Customer Names	Unit Price	Total Sales	Total Sold Quantity	Total Sold Products	Total Sold Products (countrows with caltable)	LM Products Sold Counts	Products Sold Diff by Month	Orders Trend	Products Orders counts MoM	Unique Products Orders
21st Ltd	\$21,936	\$179,929	74	9	4	4	0 -		2	
3LAB, Ltd	\$10,841	\$104,560	33	4	3	6	-3 -		3	
Amylin Group	\$3,142	\$26,123	25	3	2	5	-3 -		1	
Apollo Ltd	\$6,868	\$65,399	38	4	3	3	0 -			
Apotheca, Ltd	\$26,277	\$225,187	77	9	7	3	4 +		1	
Ascend Ltd	\$18,646	\$177,852	70	7	4	3	1 +			
AuroMedics Corp	\$9,099	\$99,053	64	6	4	2	2 +		1	
Avon Corp	\$11,216	\$103,435	54	6	5	8	-3 -		4	
Bare	\$10,345	\$79,174	42	5	4	8	-4 -		2	
Burt's Corp	\$18,894	\$177,818	79	8	7	4	3 +		3	
Capweld	\$8,878	\$92,125	28	3	2	2	0 -			
Dharma Ltd	\$3,149	\$22,592	22	3	3	3	0 -		1	
E. Ltd						5	-5 -			
Ei	\$884	\$9,728	11	1	1	1	0 -			
Elorac, Corp	\$4,925	\$37,051	15	2	2	3	-1 -		1	
Total	\$492,624	\$4,353,405	1987	228	14	14	0 -		14	

Customer Names	Total Sales	Customer (Revenue) Ranking	Top Products (Total Sales) Revenue	Top Products (profit Margin) Revenue
Medline	\$547,926	1	303,409.50	3839770%
Sundial	\$435,219	2	288,394.80	13253940%
Niconovum Corp	\$417,477	3	256,368.80	10593370%
Victory Ltd	\$408,459	4	210,748.50	8712010%
Elorac, Corp	\$400,915	5	200,356.80	14461950%
21st Ltd	\$387,608	6	263,035.30	14952390%
Rochester Ltd	\$382,356	7	274,097.00	23817830%
Prasco Group	\$355,355	8	263,919.70	14852560%
U.S. Ltd	\$352,789	9	237,287.20	18267550%
Total	\$14,106,944	1	6,748,983.70	121981540%

Customer Names	Product Name	Total Sales	Customer (Revenue) Ranking	Customer&Product (Revenue) Ranking
O.E. Ltd	Product 2	\$165,276	1	1
3LAB, Ltd	Product 2	\$154,857	2	2
Linde	Product 13	\$152,304	1	1
Niconovum Corp	Product 7	\$140,519	1	1
Procter Corp	Product 2	\$117,612	3	3
Rochester Ltd	Product 1	\$115,320	1	1
Sundial	Product 5	\$114,724	1	1
21st Ltd	Product 7	\$114,128	2	2
Sundial	Product 1	\$109,661	2	2
Total		\$14,106,944	1	1

City	Customer Names	Top Customers Per City	Top Customers Ranks per City
Auckland	Ei	66,638.20	3
Auckland	Eminence Corp	75,361.60	2
Auckland	Linde	93,203.70	1
Christchurch	21st Ltd	63,696.90	2
Christchurch	Ei	57,331.90	3
Christchurch	O.E. Ltd	67,864.30	1
Clutha	3LAB, Ltd	50,585.00	2
Clutha	Rochester Ltd	54,069.00	1
Clutha	Trigen	42,129.60	3
Dunedin	E. Ltd	37,118.00	2
Dunedin	Medline	35,409.50	3
Total		1,400,621.60	1

Date	Total Sold Products	Top Products Order Counts
4/1/2021	9	7
4/2/2021	5	3
4/3/2021	11	5
4/4/2021	5	2
4/5/2021	12	5
4/6/2021	9	7
4/7/2021	9	4
4/8/2021	8	2
4/9/2021	6	3
4/10/2021	7	1
4/11/2021	8	2
Total	762	367

MonthName	
April	May
June	

Year			
2017	2019	2021	2023
2018	2020	2022	
QuarterOfYear			
1		3	
2		4	

Date	Total Sales	Total Budgets	Revenue Budget Yearly	Budget Allocation for daily sales
1/1/2020	\$1,568	62,229,281.41	3,174,466.37	\$8,673
1/2/2020	\$18,217	62,229,281.41	3,174,466.37	\$8,673
1/3/2020	\$25,427	62,229,281.41	3,174,466.37	\$8,673
1/4/2020		62,229,281.41	3,174,466.37	\$8,673
1/5/2020	\$24,609	62,229,281.41	3,174,466.37	\$8,673
1/6/2020		62,229,281.41	3,174,466.37	\$8,673
1/7/2020		62,229,281.41	3,174,466.37	\$8,673
1/8/2020	\$14,231	62,229,281.41	3,174,466.37	\$8,673
1/9/2020	\$6,151	62,229,281.41	3,174,466.37	\$8,673
1/10/2020		62,229,281.41	3,174,466.37	\$8,673
1/11/2020		62,229,281.41	3,174,466.37	\$8,673
1/12/2020		62,229,281.41	3,174,466.37	\$8,673
1/13/2020		62,229,281.41	3,174,466.37	\$8,673
1/14/2020		62,229,281.41	3,174,466.37	\$8,673
1/15/2020	\$65,057	62,229,281.41	3,174,466.37	\$8,673
1/16/2020		62,229,281.41	3,174,466.37	\$8,673
Total	\$1,052,503	62,229,281.41	3,174,466.37	\$789,280



- City
- ☐

Auckland
- ☐

Central Otago
- ☒

Christchurch
- ☐

Clutha
- ☐

Dunedin
- ☐

Far North
- ☐

Franklin
- ☐

Gisborne
- ☐

Hamilton
- ☐

Hastings
- ☐

Hauraki
- ☐

Invercargill
- ☐

Kapiti Coast
- ☐

Manukau
- ☐

Matamata-Pi...

Year

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2020

QuarterInCalendar

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Q1 2020

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Q2 2020

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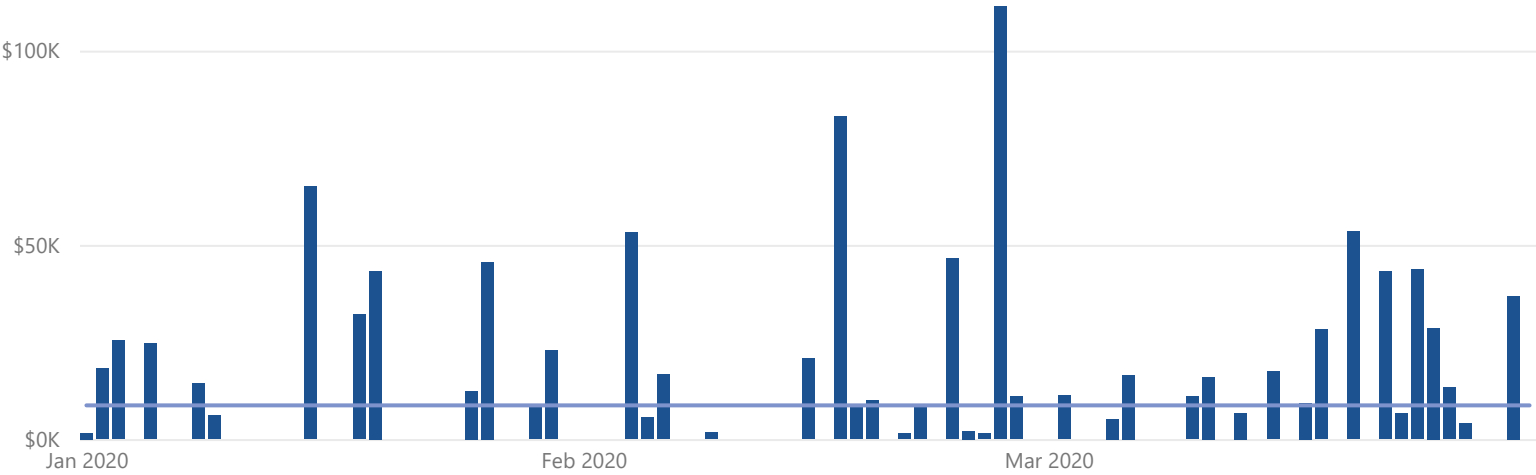
Q3 2020

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Q4 2020

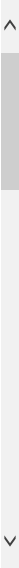
Total Sales and Budget Allocation for daily sales by Date

● Total Sales ● Budget Allocation for daily sales



Customer Names	Total Sales	Min Sales	Sales LY (dateadd)	Min Sales LY	Min Sales LY (customer context)
21st Ltd	\$337,928	2,231.10	152,217.30	152,217.30	152,217.30
3LAB, Ltd	\$428,465	1,916.20	40,789.60	40,789.60	40,789.60
Amylin Group	\$253,742	2,733.60	203,934.60	203,934.60	203,934.60
Apollo Ltd	\$399,534	1,500.80	248,777.70	248,777.70	248,777.70
Apotheca, Ltd	\$541,983	2,800.60	113,203.20	113,203.20	113,203.20
Ascend Ltd	\$342,826	1,447.20	238,513.30	238,513.30	238,513.30
AuroMedics Corp	\$193,148	938.00	62,216.20	62,216.20	62,216.20
Avon Corp	\$406,100	1,943.00	186,119.30	186,119.30	186,119.30
Bare	\$375,361	2,358.40	126,013.60	126,013.60	126,013.60
Burt's Corp	\$353,539	1,038.50	193,656.80	193,656.80	193,656.80
Capweld	\$167,125	6,552.60	228,999.30	167,124.80	167,124.80
Dharma Ltd	\$273,172	2,010.00	144,512.30	144,512.30	144,512.30
E. Ltd	\$257,762	5,956.30	121,323.60	121,323.60	121,323.60
Ei	\$113,357	5,587.80	202,152.40	113,357.30	113,357.30
Elorac, Corp	\$202,240	1,219.40	95,106.50	95,106.50	95,106.50
Total	\$15,193,938	871.00	7,123,594.10	7,123,594.10	6,851,165.40

Product Name	Total Revenue	Cumulative Product Sales by Ranking	Cumulative Product Sales diff	cum sales diff growth	cum sales diff
Product 7	\$2,846,977	2,846,977.40		+ve	2,846,977.40
Product 1	\$2,549,685	2,549,685.00	2,846,977.40	-ve	-297,292.40
Product 2	\$2,103,512	2,103,511.90	2,549,685.00	-ve	-446,173.10
Product 11	\$1,965,927	1,965,927.40	2,103,511.90	-ve	-137,584.50
Product 5	\$1,870,004	1,870,003.50	1,965,927.40	-ve	-95,923.90
Product 13	\$973,289	973,288.90	1,870,003.50	-ve	-896,714.60
Product 9	\$979,031	979,030.80	973,288.90	+ve	5,741.90
Product 6	\$437,142	437,141.50	979,030.80	-ve	-541,889.30
Product 8	\$149,772	149,771.80	437,141.50	-ve	-287,369.70
Product 14	\$368,158	368,158.30	149,771.80	+ve	218,386.50
Product 10	\$134,375	134,375.20	368,158.30	-ve	-233,783.10
Product 12	\$357,043	357,043.00	134,375.20	+ve	222,667.80
Product 3	\$314,532	314,531.50	357,043.00	-ve	-42,511.50
Product 4	\$144,492	144,492.20	314,531.50	-ve	-170,039.30
Total	\$15,193,938	15,193,938.40	15,049,446.20	+ve	144,492.20



Year

2017	2019	2021	2023
2018	2020	2022	

QuarterOfYear

1	3
2	4

Index	Sum of City Sales	City Sales Difference	Sum of Cumulative City Sales	Cumulative City Sales Difference
1	\$1,870,700	\$1,870,700	\$1,870,700	\$1,870,700
15	\$3,244,314	\$780,677	\$34,680,949	\$3,244,314
62	\$2,689,722	\$755,231	\$145,042,350	\$2,689,722
42	\$2,823,166	\$748,497	\$98,955,007	\$2,823,166
14	\$2,463,637	\$596,776	\$31,436,635	\$2,463,637
45	\$2,830,020	\$553,655	\$106,412,221	\$2,830,020
3	\$2,458,672	\$540,174	\$6,247,871	\$2,458,672
33	\$2,546,831	\$486,541	\$78,339,361	\$2,546,831
22	\$2,653,234	\$453,436	\$51,716,074	\$2,653,234
51	\$2,397,320	\$414,301	\$119,983,687	\$2,397,320
21	\$2,199,798	\$367,803	\$49,062,840	\$2,199,798
49	\$2,418,412	\$356,540	\$115,603,348	\$2,418,412
38	\$2,424,355	\$346,290	\$89,387,527	\$2,424,355
30	\$2,404,302	\$343,991	\$71,011,880	\$2,404,302
9	\$2,372,289	\$325,781	\$20,810,341	\$2,372,289
31	\$2,720,361	\$316,059	\$73,732,240	\$2,720,361
11	\$2,167,115	\$291,061	\$24,853,509	\$2,167,115
35	\$2,287,072	\$286,217	\$82,627,288	\$2,287,072
66	\$2,588,311	\$262,298	\$154,573,141	\$2,588,311
55	\$2,374,125	\$237,207	\$129,353,563	\$2,374,125
6	\$2,895,284	\$193,965	\$14,395,171	\$2,895,284
25	\$2,810,194	\$191,071	\$59,577,191	\$2,810,194
24	\$2,619,124	\$187,325	\$56,766,996	\$2,619,124
27	\$2,388,744	\$186,575	\$64,168,104	\$2,388,744
58	\$2,263,541	\$166,884	\$135,778,937	\$2,263,541
64	\$2,384,416	\$152,365	\$149,658,818	\$2,384,416
5	\$2,701,319	\$150,623	\$11,499,887	\$2,701,319
59	\$2,376,544	\$113,002	\$138,155,481	\$2,376,544
4	\$2,550,697	\$92,025	\$8,798,567	\$2,550,697
Total	\$154,573,141		\$10,447,565,558	



Number Parameter

2

2

Number Parameter Value

Ranking

Top 5

Top 3

Top 20

Top 10

5

Ranking Selection

Date

1/1/2017

12/2/2020

Customer Names	Total Sales	SelectedValue customer names	HasONvalue customer names	Customer % of Total Sales	Product Counts
21st Ltd	\$1,532,813	21st Ltd	21st Ltd	1.97%	12
3LAB, Ltd	\$1,342,613	3LAB, Ltd	3LAB, Ltd	1.73%	13
Amylin Group	\$1,549,670	Amylin Group	Amylin Group	2.00%	13
Apollo Ltd	\$1,953,345	Apollo Ltd	Apollo Ltd	2.51%	13
Apotheca, Ltd	\$1,763,641	Apotheca, Ltd	Apotheca, Ltd	2.27%	14
Ascend Ltd	\$1,510,381	Ascend Ltd	Ascend Ltd	1.94%	11
AuroMedics Corp	\$1,252,471	AuroMedics Corp	AuroMedics Corp	1.61%	13
Avon Corp	\$1,339,457	Avon Corp	Avon Corp	1.72%	11
Bare	\$1,664,628	Bare	Bare	2.14%	13
Burt's Corp	\$1,682,564	Burt's Corp	Burt's Corp	2.17%	11
Capweld	\$1,474,402	Capweld	Capweld	1.90%	10
Dharma Ltd	\$1,548,745	Dharma Ltd	Dharma Ltd	1.99%	13
E. Ltd	\$1,526,032	E. Ltd	E. Ltd	1.96%	14
Ei	\$1,442,088	Ei	Ei	1.86%	12
Elorac, Corp	\$1,372,495	Elorac, Corp	Elorac, Corp	1.77%	14
Eminence Corp	\$1,865,816	Eminence Corp	Eminence Corp	2.40%	13
Total	\$77,672,939			100.00%	14

Top Products

Customer Names	Total Sales by Customer Rank
Apollo Ltd	1,953,344.80
Nipro	1,904,475.00
OHTA'S Corp	1,974,952.30
Ole Group	1,876,040.20
Pure Group	2,247,970.60
Total	9,956,782.90

Product Name Total Sales by Product Rank

Product 7	13,286,280.90
Product 1	12,875,952.80
Product 2	11,934,261.10
Product 11	9,918,887.70
Product 5	8,425,437.60
Product 13	6,294,368.60
Product 9	4,520,469.90
Product 6	1,717,853.20
Product 8	1,435,475.00
Product 14	1,563,210.50
Product 10	1,492,445.10
Product 12	1,650,364.10
Product 3	1,379,496.50
Product 4	1,178,436.20
Total	56,440,820.10

Ranking

Top 5

Top 3

Top 20

Top 10

Index	Total Sales by region Rank
6	2,895,284.40
15	3,244,314.20
16	2,898,125.20
Total	9,037,723.80

Index	Total Sales by Product Rank
1	25,489,299.10
2	22,846,497.50
7	25,710,124.40
Total	74,045,921.00

Online Store Sales Performance Analysis

\$155M

Total Sales

\$58M

Total Profits

7991

Total Orders

68K

Total Sold Quantity

\$97M

Total Cost

\$19K

Avg Sales

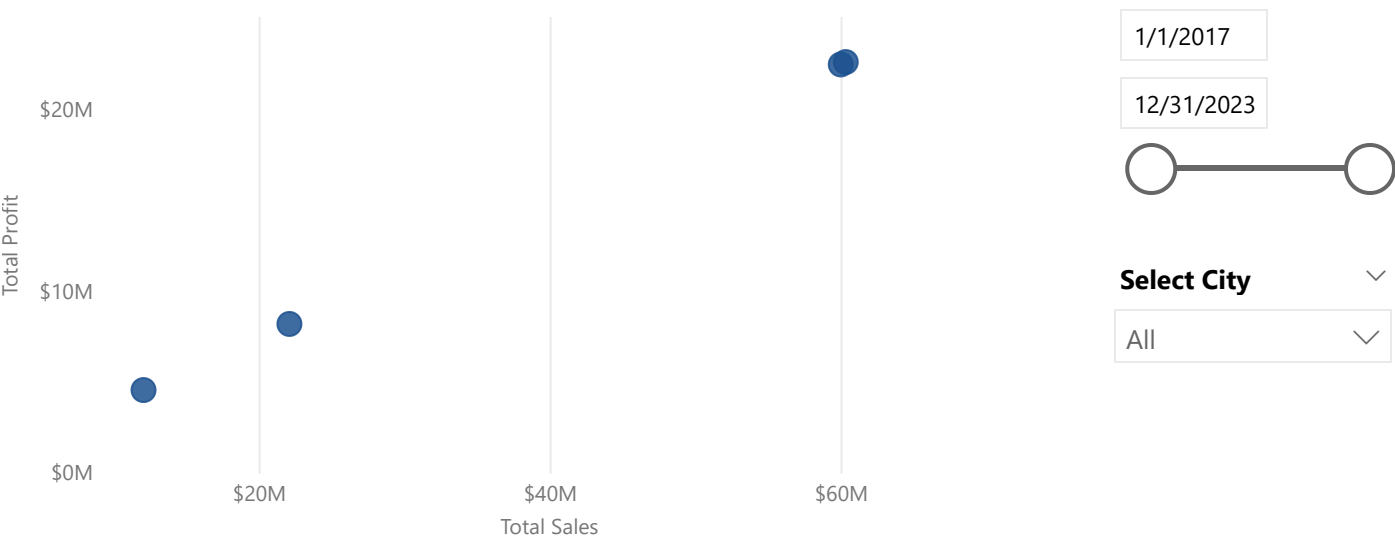
37.4%

Profit Margin

Total Sales by City



Total Sales and Total Profit by Year



Select Date Range

1/1/2017

12/31/2023

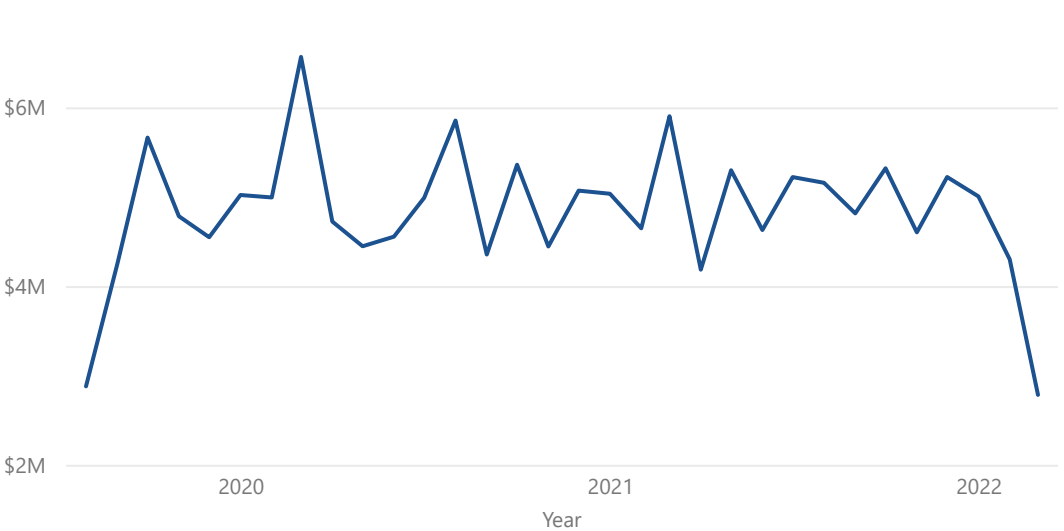
Range selection interface with a slider.

Select City

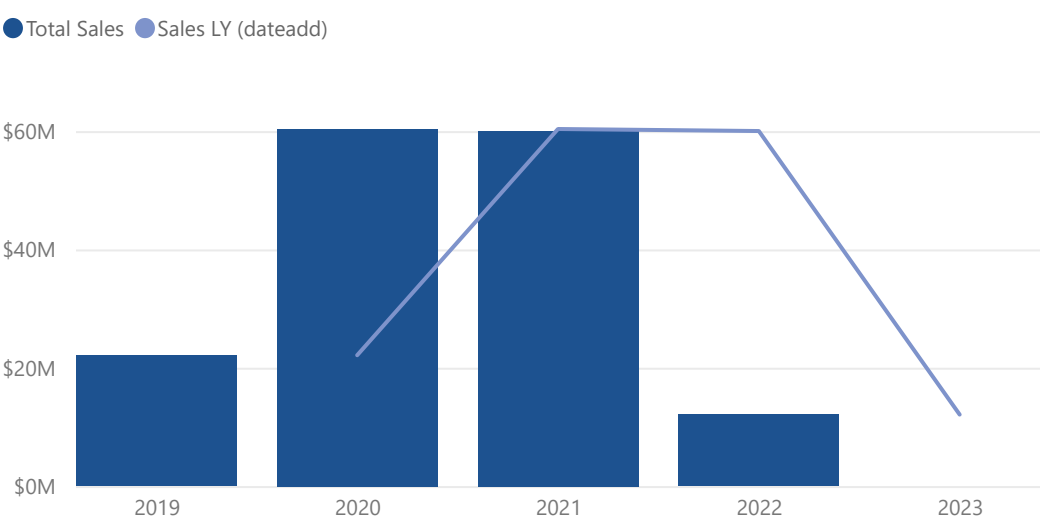
All

City selection dropdown menu.

Total Sales by Year, Quarter and Month



Total Sales, Sales LY (dateadd), Sales LY (dateadd) and Total Sales by Year



Customer Category

Bottom

Top

Customer category selection interface with two options: Bottom and Top.

Product Category

Bottom

Top

Product category selection interface with two options: Bottom and Top.

Online Store Geographic Performance Analysis

\$155M

Total Sales

\$58M

Total Profits

7991

Total Orders

68K

Total Sold Quantity

\$97M

Total Cost

\$19K

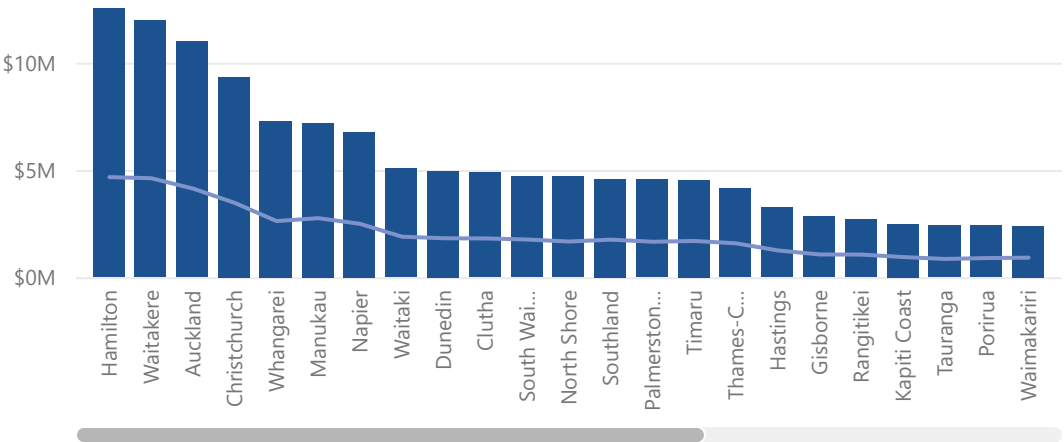
Avg Sales

37.4%

Profit Margin

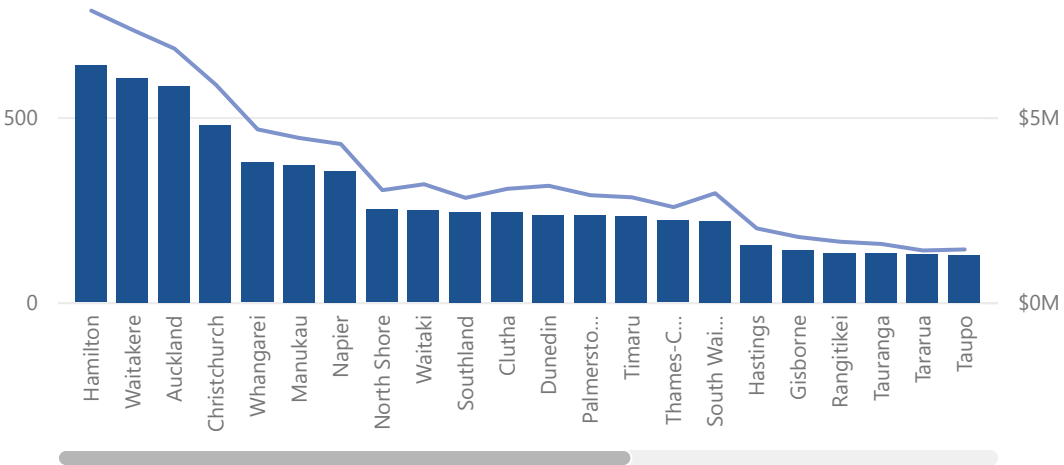
Total Sales and Total Profit by City

Total Sales Total Profit

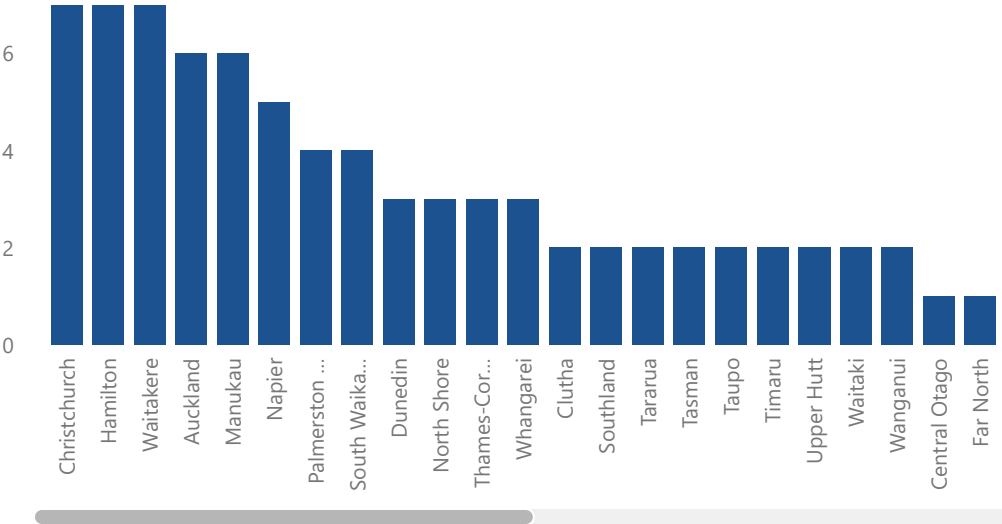


Total Orders and Total Cost by City

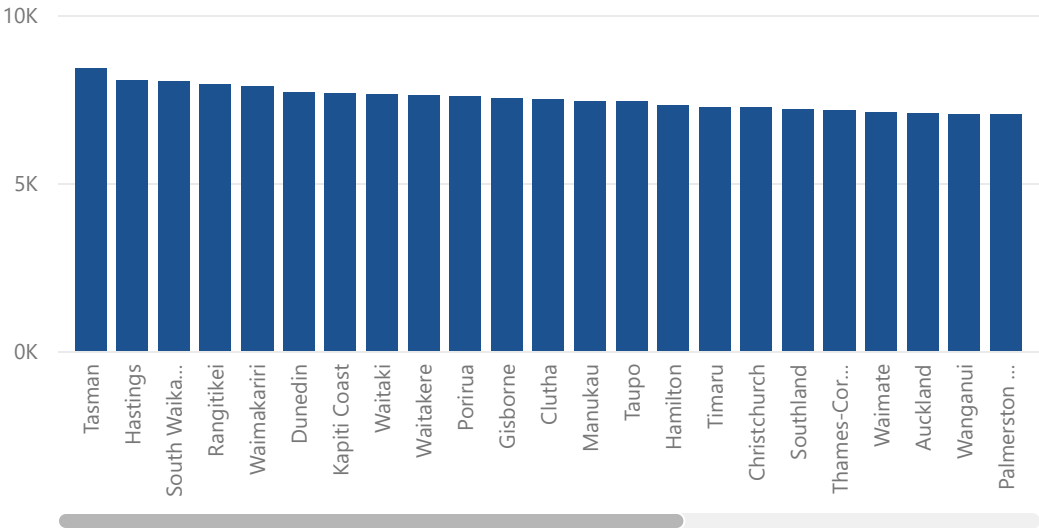
Total Orders Total Cost



Count of City Sales Ranking by City



Avg Profit by City



837.50

Min Sales

78.71K

Max Sales

Select Date Ra... ▾

1/1/2017

12/31/2023



Product Category ▾

Bottom

Top

Product Category ▾

Bottom

Top

Online Store Geographic Performance Analysis

\$60M

Total Sales

\$22M

Total Profits

3100

Total Orders

26K

Total Sold Quantity

\$38M

Total Cost

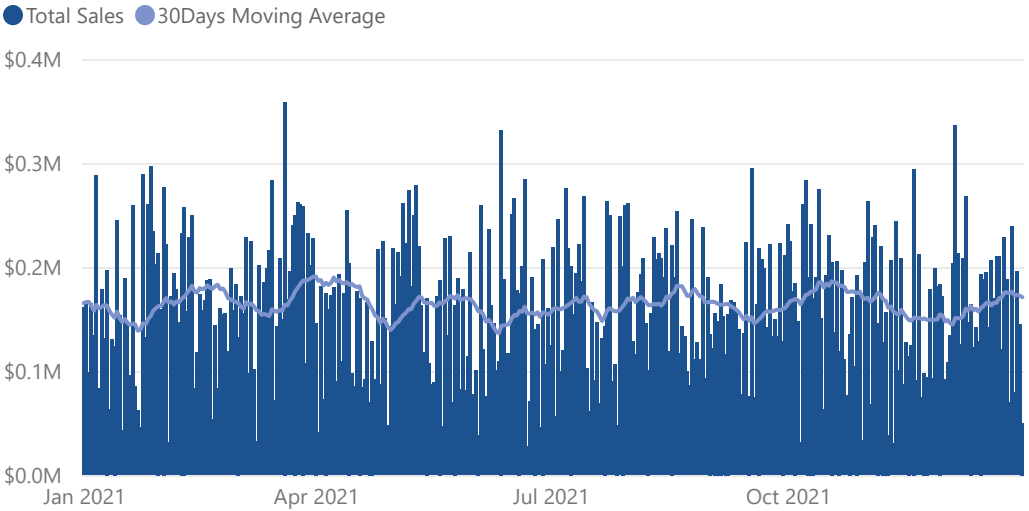
\$19K

Avg Sales

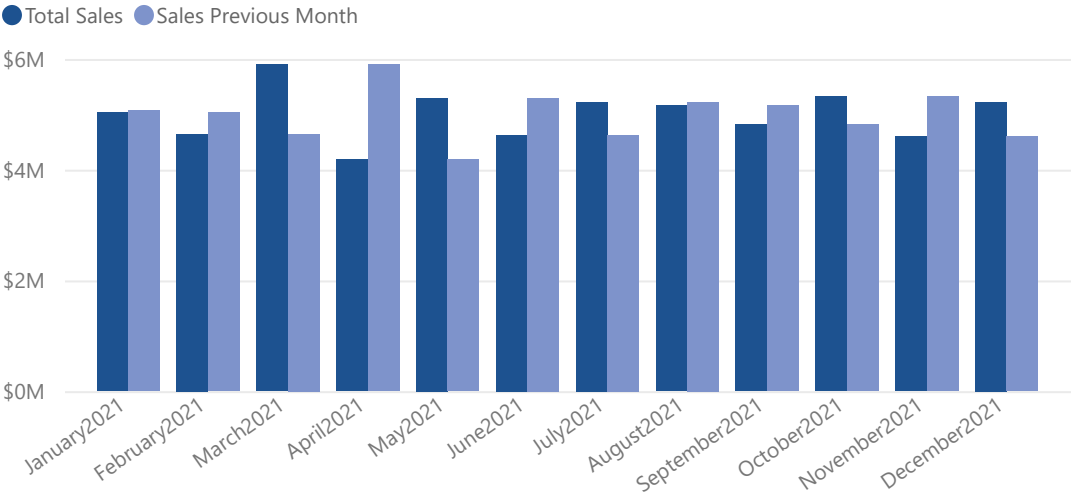
37.5%

Profit Margin

Total Sales and 30Days Moving Average by Date



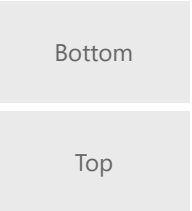
Total Sales and Sales Previous Month by Month & Year



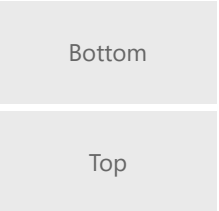
Select Sales Year



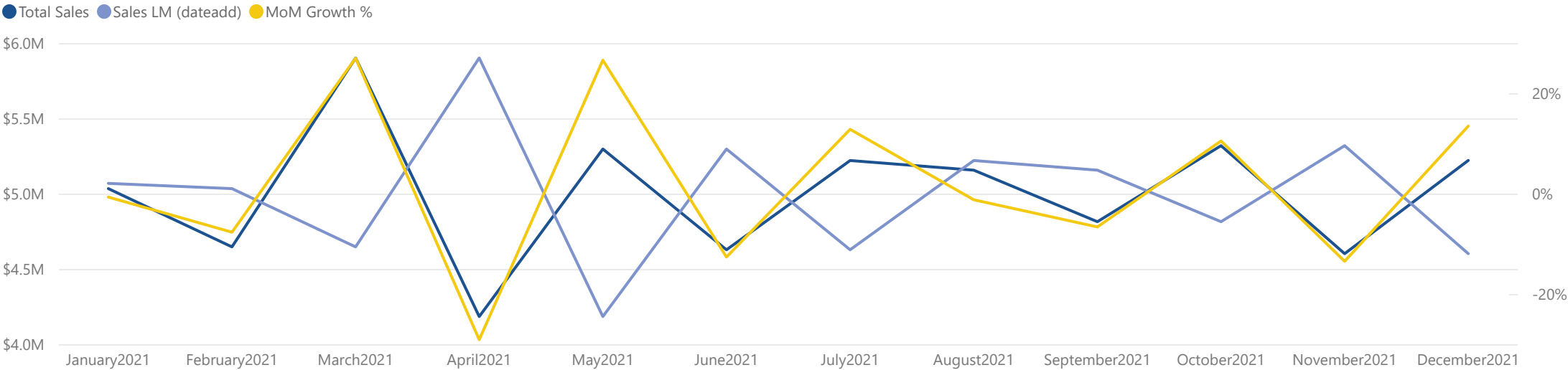
Customer Cate...



Product Category



Total Sales, Sales LM (dateadd) and MoM Growth % by Month & Year



Online Store Product Performance Analysis

\$5M

Total Sales

\$2M

Total Profits

250

Total Orders

2091

Total Sold Quantity

\$3M

Total Cost

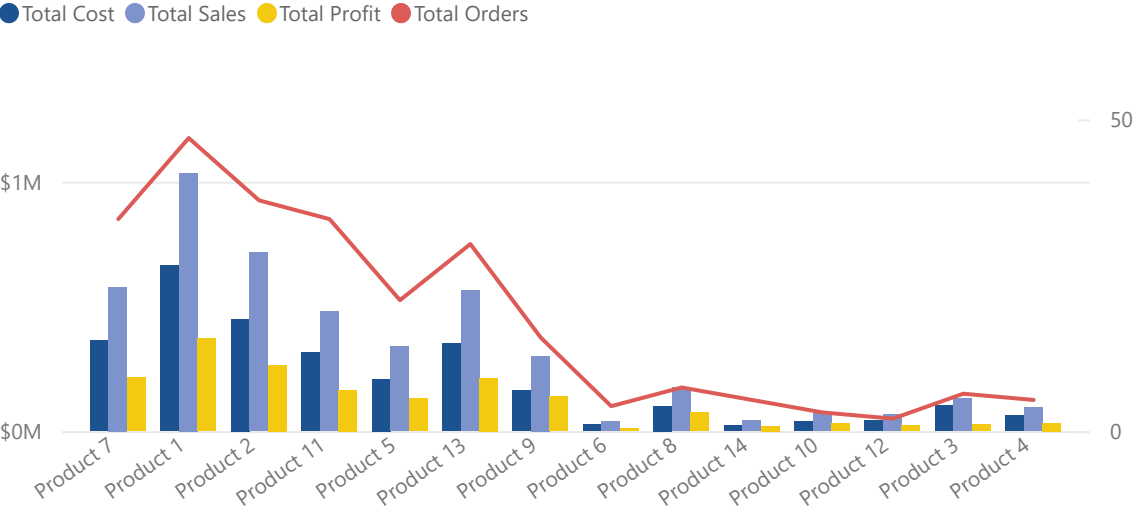
\$19K

Avg Sales

37.2%

Profit Margin

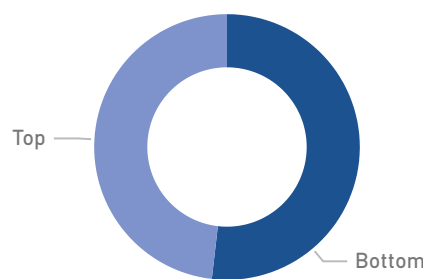
Total Cost, Total Sales, Total Profit and Total Orders by Product Name



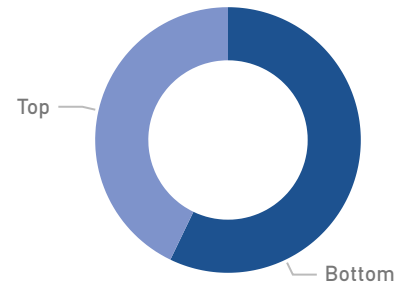
YoY Growth % by Product Name



Profit Margin by Product Category



Unique Sold Products by Product Category



904.50

Min Sales

76.54K

Max Sales

Select Sales Quarter

Q2 2021

Select Sales Mo...

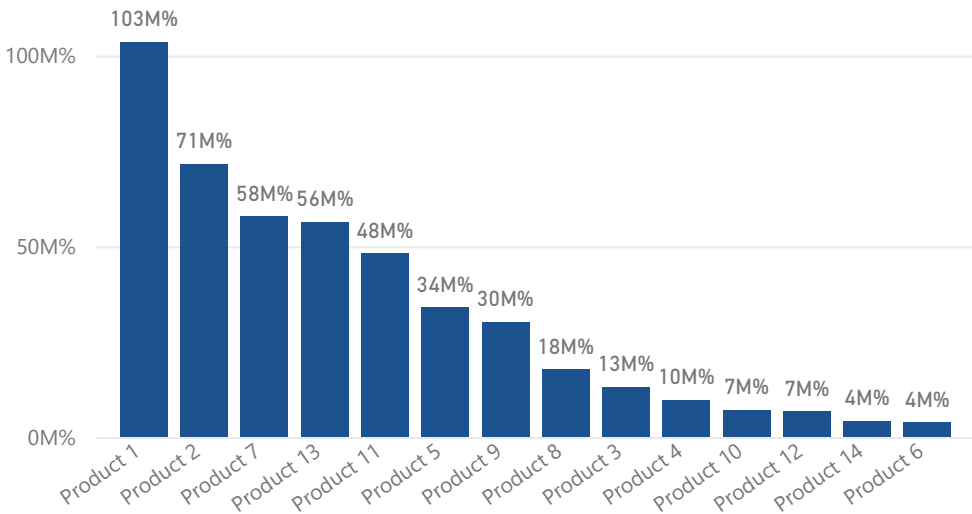
June

Customer Category

Bottom

Top

Top Products (profit Margin) Revenue by Product Name



Online Store Product Performance Analysis

\$5M

Total Sales

\$2M

Total Profits

250

Total Orders

2091

Total Sold Quantity

\$3M

Total Cost

\$19K

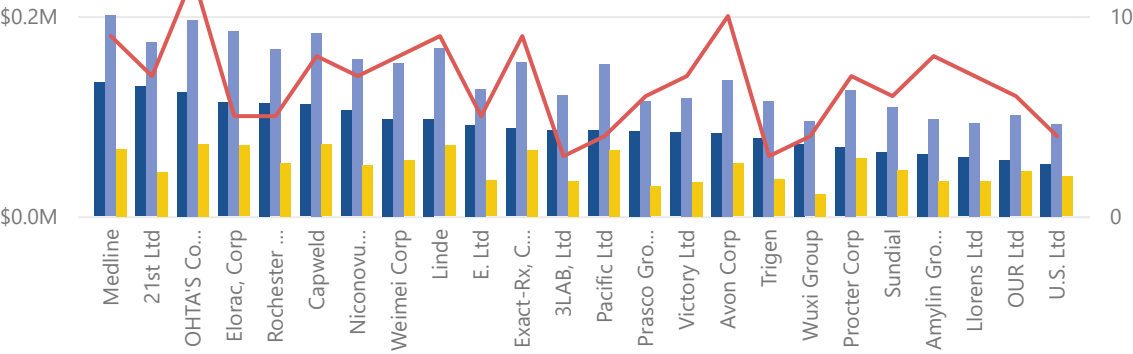
Avg Sales

37.2%

Profit Margin

Total Cost, Total Sales, Total Profit and Total Orders by Customer Names

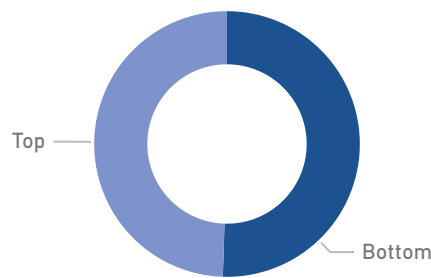
Total Cost Total Sales Total Profit Total Orders



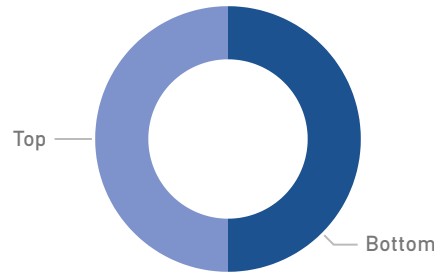
Unique Sold Products by Customer Names



Profit Margin by Customer Category



Unique Sold Products by Customer Cate...



904.50

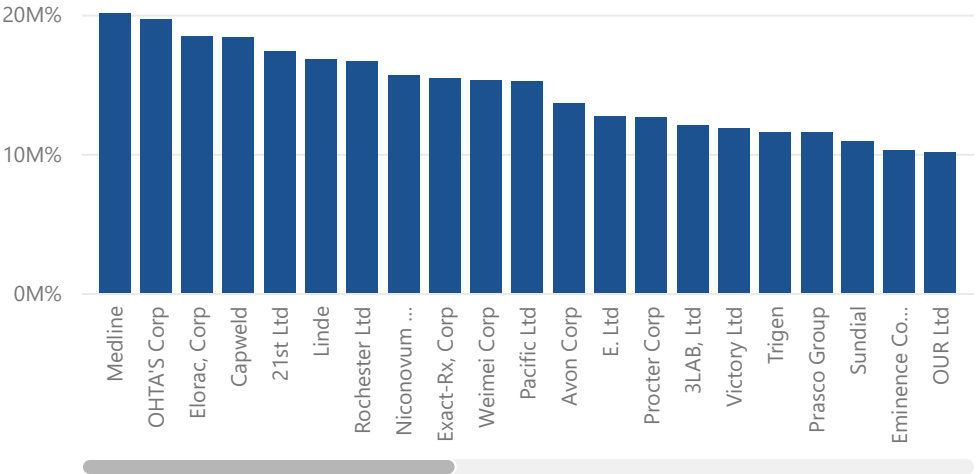
Min Sales

76.54K

Max Sales

Select Sales Quarter Q2 2021

Top Customers (profit Margin) Revenue by Customer Names



Select Sales Mo... June

Product Category Bottom Top

Online Store Forecast
and Breakdown
Analysis

\$155M

Total Sales

\$58M

Total Profits

7991

Total Orders

68K

Total Sold Quantity

\$97M

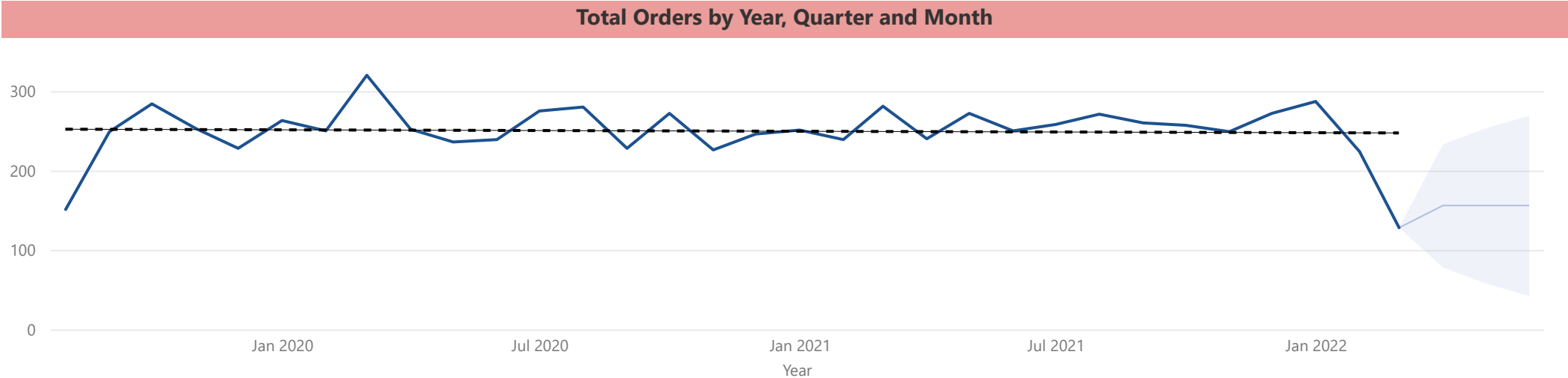
Total Cost

\$19K

Avg Sales

37.4%

Profit Margin



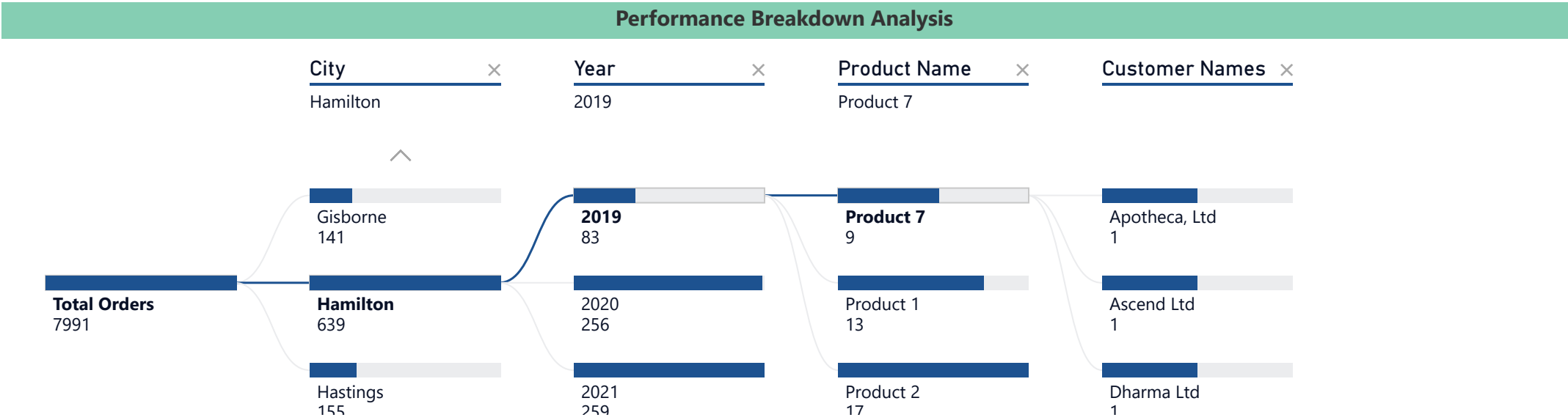
Selection Measure

Total Sales

Total Orders

Total Profit

Total Cost



Product Category

Bottom

Top

Customer Category

Bottom

Top

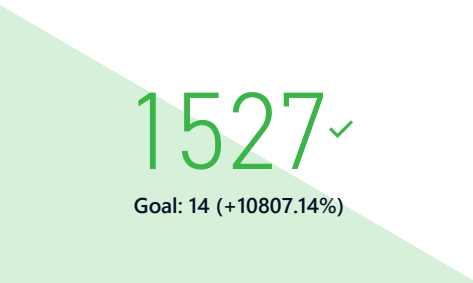
Total Sales, Min Sales and Max Sales



Total Profits and Total Sales by FY



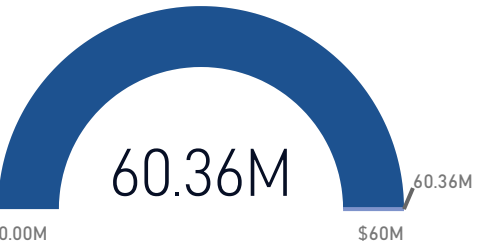
Total Orders and Unique Sold Products by FY



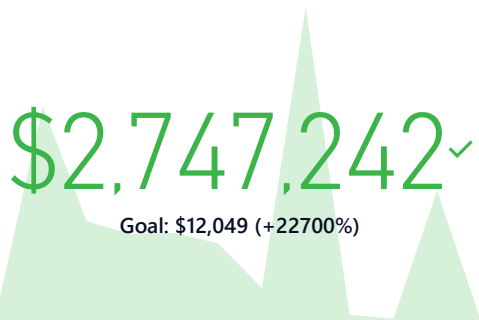
Avg Sales and Max Sales by Month & Year



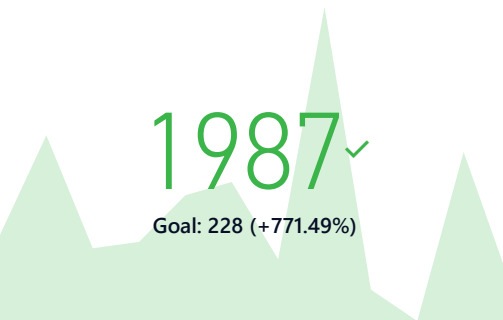
Total Sales by region Rank, Total Sales and T...



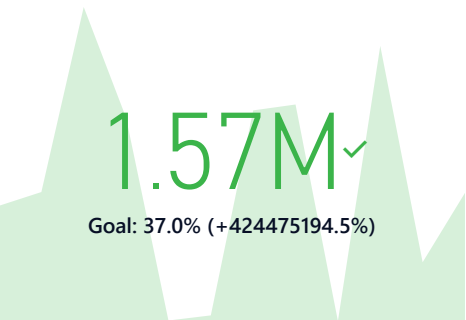
Total Cost and Avg Cost by MonthInCalendar



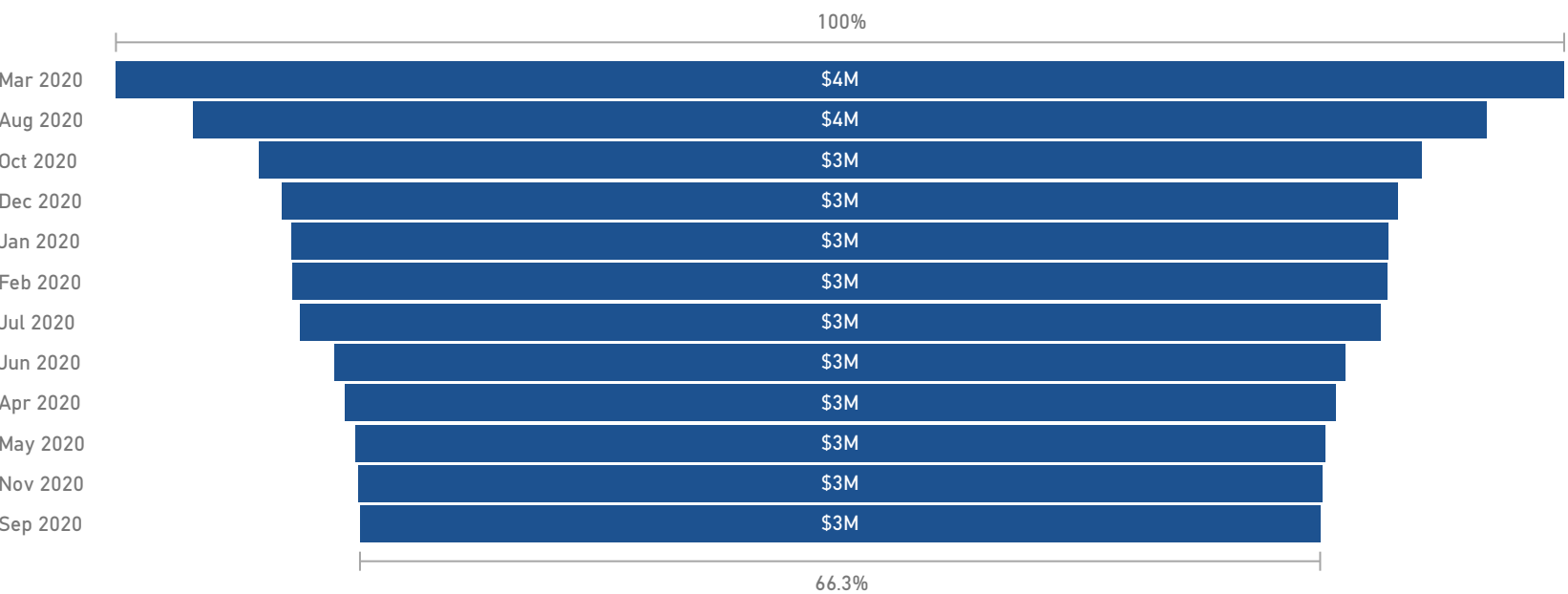
Total Sold Quantity and Total Sold Products by...



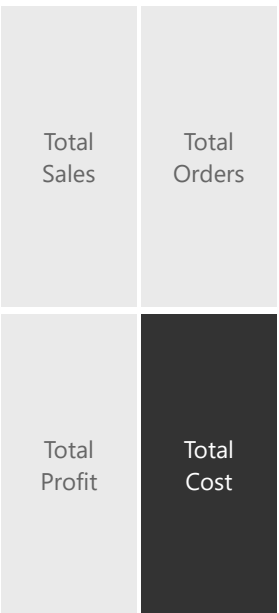
Profits for High Margin Customers and Pr...



Total Cost by MonthInCalendar



MeasureSelection



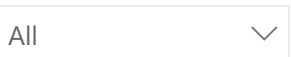
Select Sales Year



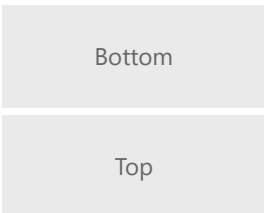
Select Sales Quarter



Select Sales Mo...



Product Category



Customer Category

