

AWESOME CHOCOLATES

ORGANIC - WHOLESALE

Bars

Bites

Other

Australia

Canada

India

New Zealand

UK

USA

Profit

20.52M

Boxes

2M

Cost

13.52M

Sales

\$34M

Latest MoM Sales

Shipments

6K

LBS % 10.2%

Profit Percentage

60.0%

60.3%

Profit %

Boxes

Cost

Profit

Sales

Shipments

Profit % by Start of Month

Shipment Analysis

LBS %

10.0%

10.2%

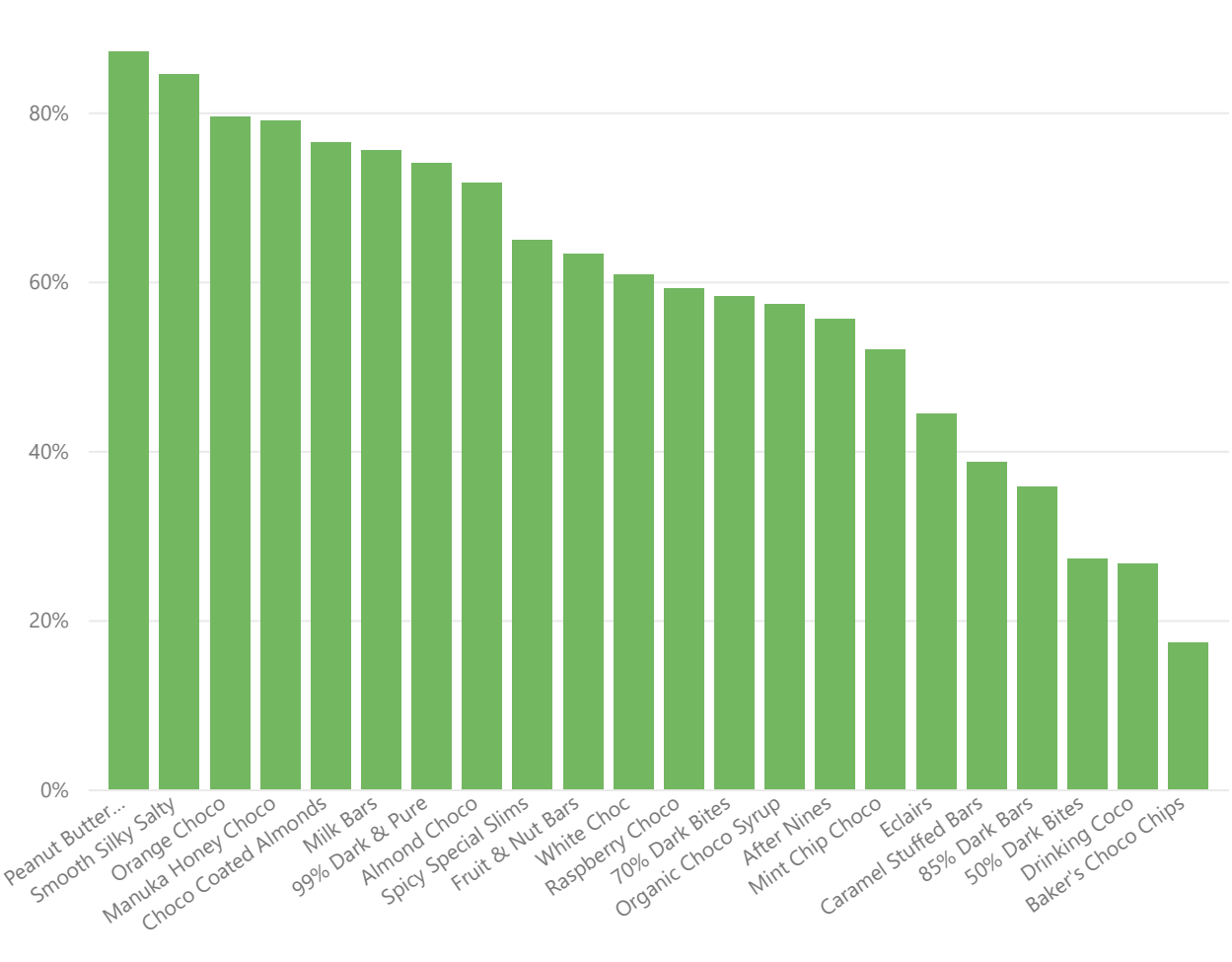
Product	Total Sales	Total Profit	Profit Percentage	LBS %	Profit Target Indicator
50% Dark Bites	\$1,335K	363.06K	<div></div> 27.2%	12.1%	✖
70% Dark Bites	\$1,223K	712.51K	<div></div> 58.3%	9.9%	
85% Dark Bars	\$1,292K	462.13K	<div></div> 35.8%	9.2%	✖
99% Dark & Pure	\$1,976K	1,461.68K	<div></div> 74.0%	12.2%	✔
After Nines	\$1,824K	1,013.05K	<div></div> 55.6%	10.5%	
Almond Choco	\$1,788K	1,280.69K	<div></div> 71.6%	8.4%	✔
Baker's Choco Chips	\$1,470K	255.27K	<div></div> 17.4%	10.9%	✖
Caramel Stuffed Bars	\$1,611K	623.21K	<div></div> 38.7%	9.1%	✖
Choco Coated Almonds	\$1,236K	944.33K	<div></div> 76.4%	9.4%	✔
Drinking Coco	\$1,421K	379.07K	<div></div> 26.7%	7.5%	✖
Eclairs	\$1,044K	462.71K	<div></div> 44.3%	11.9%	✖
Fruit & Nut Bars	\$1,827K	1,155.30K	<div></div> 63.2%	5.7%	✔
Manuka Honey Choco	\$1,839K	1,451.67K	<div></div> 78.9%	14.8%	✔
Milk Bars	\$1,322K	997.21K	<div></div> 75.5%	16.5%	✔
Mint Chip Choco	\$881K	457.54K	<div></div> 51.9%	11.1%	✖
Orange Choco	\$1,788K	1,421.31K	<div></div> 79.5%	5.5%	✔
Organic Choco Syrup	\$2,107K	1,207.82K	<div></div> 57.3%	11.0%	
Peanut Butter	\$2,029K	1,767.66K	<div></div> 87.1%	13.1%	✔

60.3%	20,77,844	1,35,18,440.91
Profit Percentage	Total Boxes	Total cost
2,05,24,070.34	\$3,40,42,511	6113
Total Profit	Total Sales	Total Shipments
10.2%	624	
LBS %	Low Box Shipment Count	

Total Sales

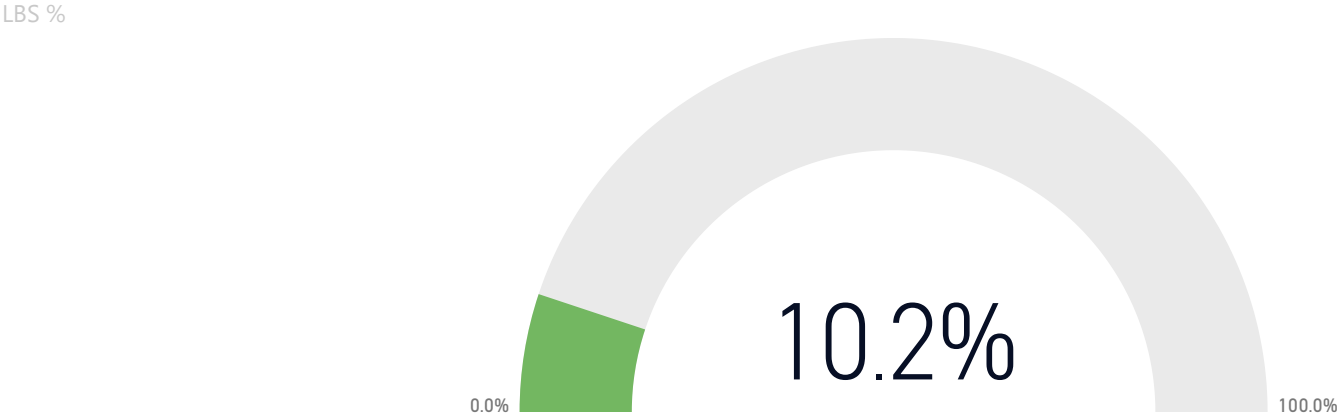
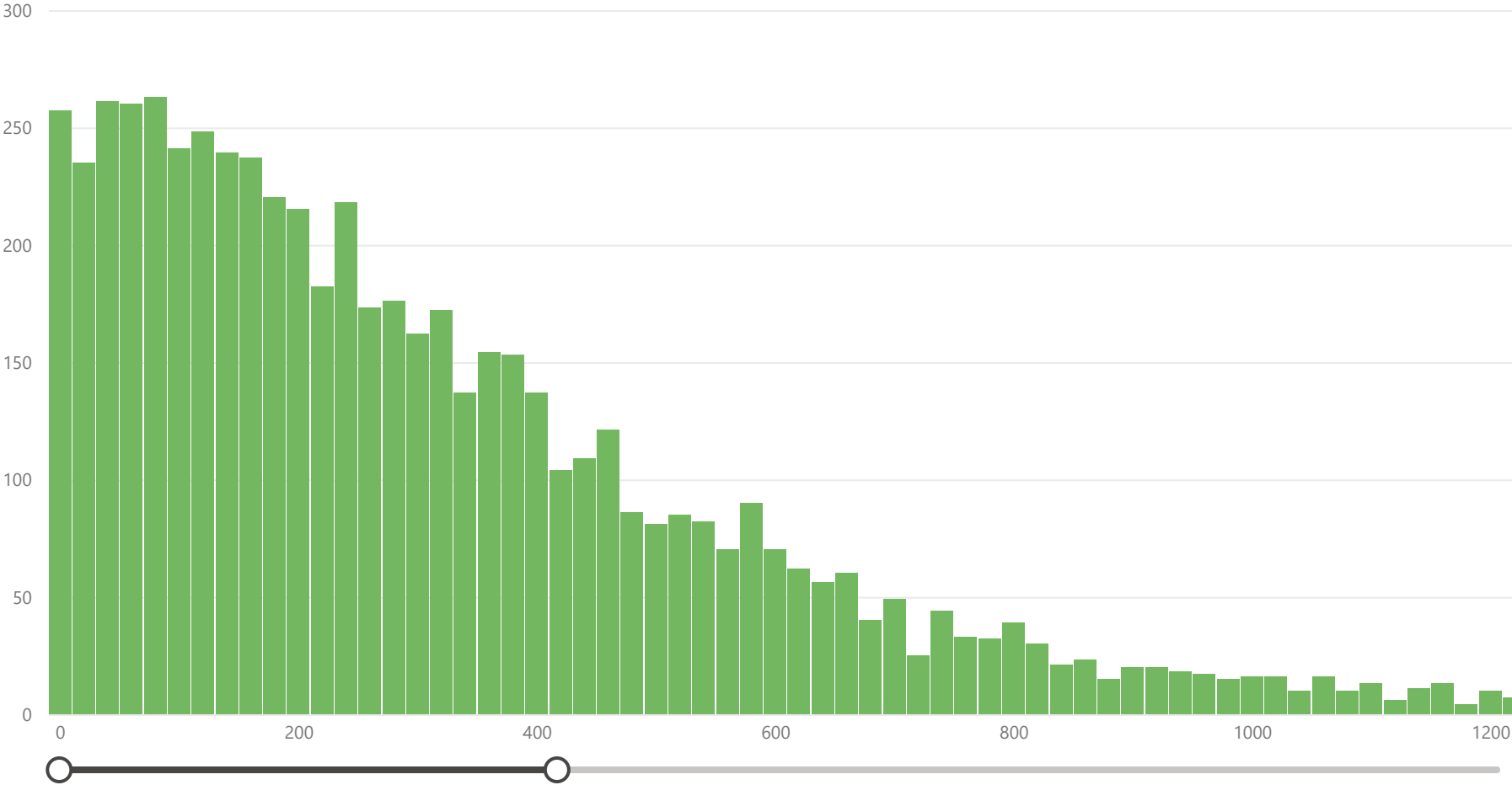
\$34M































Profit Percentage by Product



Start of Month ▲	Total Sales	Total sales Previous Month	MoM Sales Change %	Latest Date	Total Sales Latest Month	Latest MoM Sales Change%
01 February 2023	\$22,71,726			01-02-2023 00:00:00	22,71,726.00	
01 March 2023	\$27,69,476	22,71,726.00	21.9%	01-03-2023 00:00:00	27,69,475.50	21.9%
01 April 2023	\$23,95,139	27,69,475.50	-13.5%	01-04-2023 00:00:00	23,95,138.50	-13.5%
01 May 2023	\$27,97,045	23,95,138.50	16.8%	01-05-2023 00:00:00	27,97,044.75	16.8%
01 June 2023	\$25,43,715	27,97,044.75	-9.1%	01-06-2023 00:00:00	25,43,715.00	-9.1%
01 July 2023	\$25,99,720	25,43,715.00	2.2%	01-07-2023 00:00:00	25,99,719.75	2.2%
01 August 2023	\$25,91,705	25,99,719.75	-0.3%	01-08-2023 00:00:00	25,91,705.25	-0.3%
01 September 2023	\$26,49,668	25,91,705.25	2.2%	01-09-2023 00:00:00	26,49,667.50	2.2%
01 October 2023	\$28,45,233	26,49,667.50	7.4%	01-10-2023 00:00:00	28,45,233.00	7.4%
01 November 2023	\$22,79,050	28,45,233.00	-19.9%	01-11-2023 00:00:00	22,79,049.75	-19.9%
01 December 2023	\$29,38,829	22,79,049.75	28.9%	01-12-2023 00:00:00	29,38,828.50	28.9%
01 January 2024	\$28,33,090	29,38,828.50	-3.6%	01-01-2024 00:00:00	28,33,089.75	-3.6%
01 February 2024	\$25,28,118	28,33,089.75	-10.8%	01-02-2024 00:00:00	25,28,118.00	-10.8%
<b>Total</b>	<b>\$3,40,42,511</b>			<b>01-02-2024 00:00:00</b>	<b>25,28,118.00</b>	<b>-10.8%</b>

Total Shipments by Boxes (bins)



Picture	Sales person	Total Sales	Total Profit	Profit Percentage	LBS %	Profit Target Indicator
	Brien Boise	\$13,07,102	8,14,998.76	<div><div>62.4%</div></div>	9.6%	
	Camilla Castle	\$13,98,227	8,53,801.67	<div><div>61.1%</div></div>	11.9%	
	Curtice Advani	\$13,86,668	8,35,606.65	<div><div>60.3%</div></div>	9.0%	
	Dotty Strutley	\$14,23,994	8,92,575.79	<div><div>62.7%</div></div>	12.1%	
	Gigi Bohling	\$13,65,107	8,58,416.05	<div><div>62.9%</div></div>	9.9%	
	Gunar Cockshoot	\$13,82,373	8,60,283.62	<div><div>62.2%</div></div>	10.7%	
	Husein Augar	\$14,73,073	9,26,895.37	<div><div>62.9%</div></div>	13.3%	
	Jehu Rudeforth	\$13,88,151	8,53,162.94	<div><div>61.5%</div></div>	7.3%	
	Kaine Padly	\$13,80,400	8,44,962.30	<div><div>61.2%</div></div>	10.9%	
	Kelci Walkden	\$15,17,603	9,88,319.70	<div><div>65.1%</div></div>	10.5%	
	Marney O'Breen	\$13,25,385	8,84,148.43	<div><div>66.7%</div></div>	13.5%	
	Rafaelita Blaksland	\$15,02,559	9,58,816.47	<div><div>63.8%</div></div>	8.2%	
	Roddy Speechley	\$13,29,941	8,06,881.14	<div><div>60.7%</div></div>	8.6%	
	Van Tuxwell	\$13,76,532	8,89,938.29	<div><div>64.7%</div></div>	8.9%	
	Andria Kimpton	\$12,54,488	7,17,522.20	<div><div>57.2%</div></div>	8.8%	
	Barr Faughny	\$13,34,268	7,92,158.70	<div><div>59.4%</div></div>	10.0%	
	Dennison Crosswaite	\$13,37,234	7,82,535.74	<div><div>58.5%</div></div>	10.4%	

