

SALES SUMMARY

2017

2018

2019

Q1

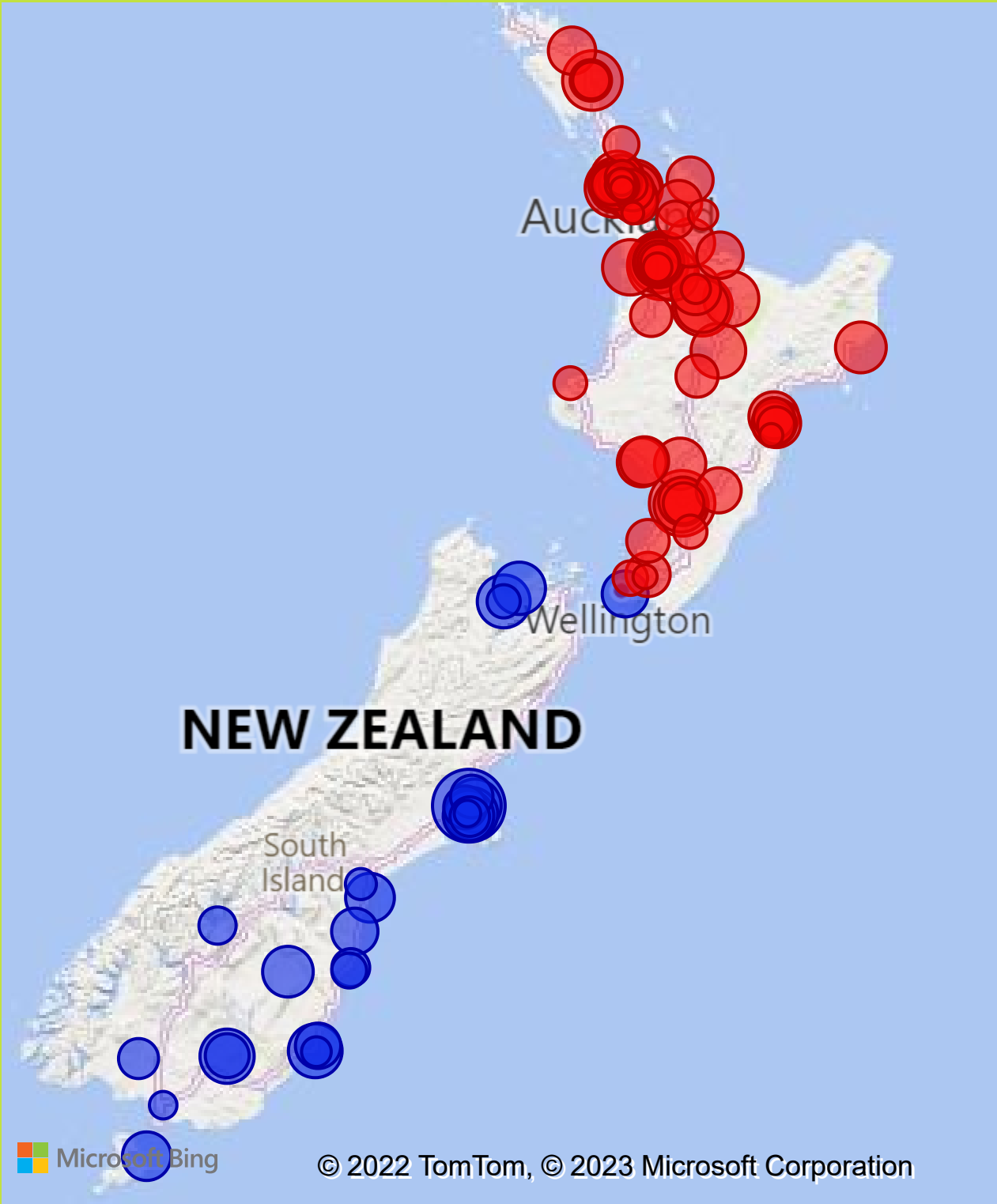
Q2

Q3

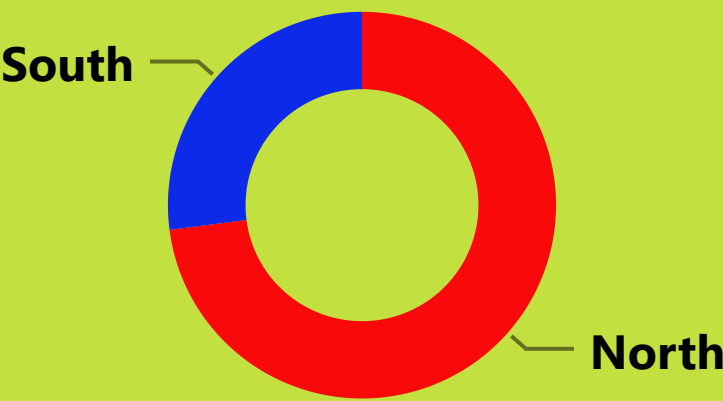
Q4

Total Sales

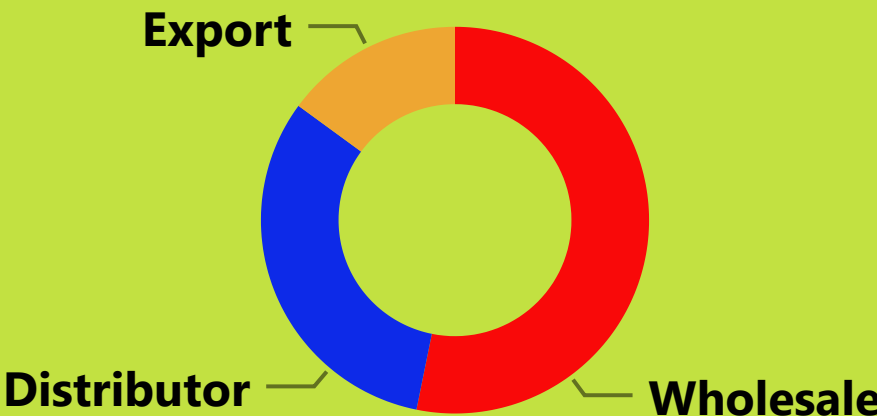
Island ● North ● South



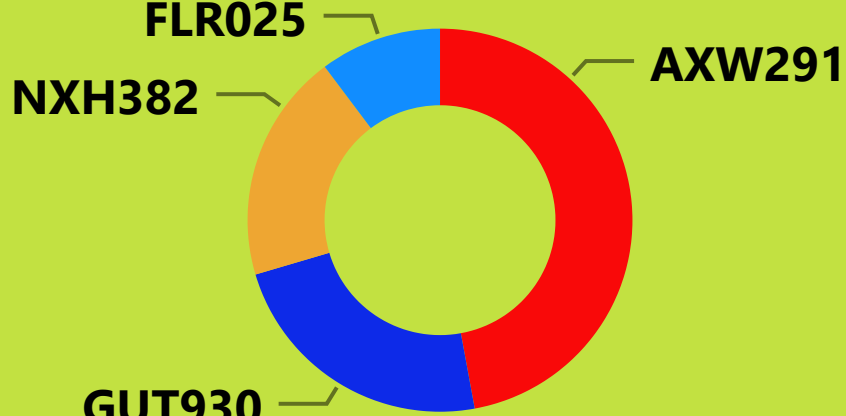
Total Profits by Island



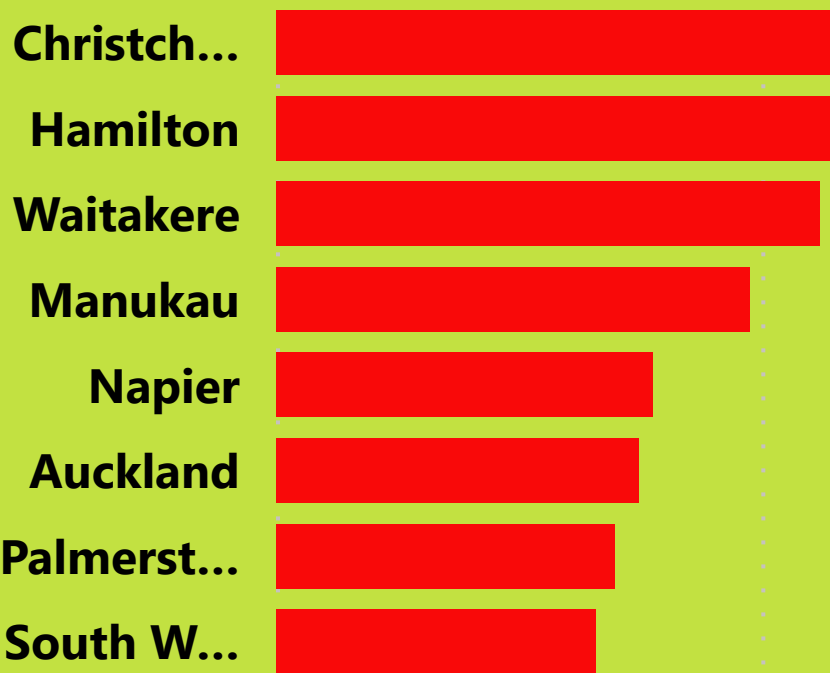
Total Profits by Channel



Total Profits by Warehouse Code



Total Sales by City



Total Sales by Product Name



\$154.57M

Total Sales

\$57.79M

Total Profits

\$96.78M

Total Costs

7991

Total transactions

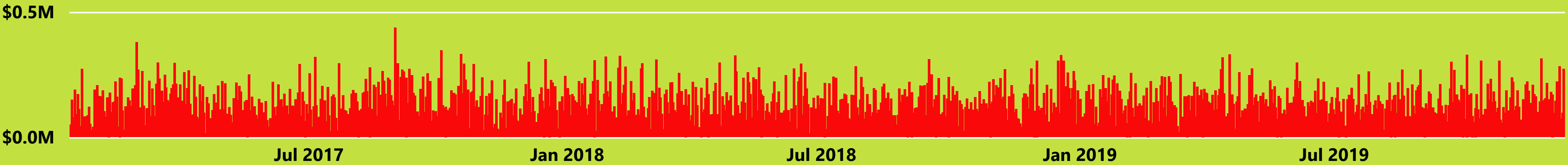
-32.3%

% Change to LY

\$48.53M

Sales YTD

Total Sales by Date



CUSTOMER ANALYSIS

2017

2018

2019

Q1

Q2

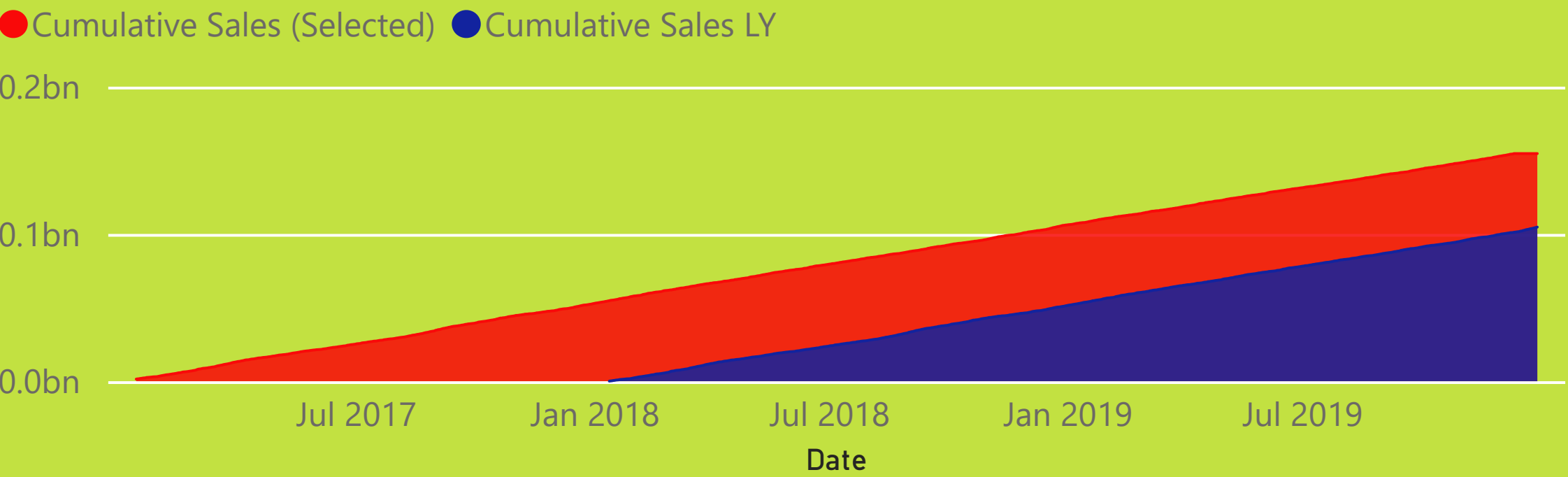
Q3

Q4

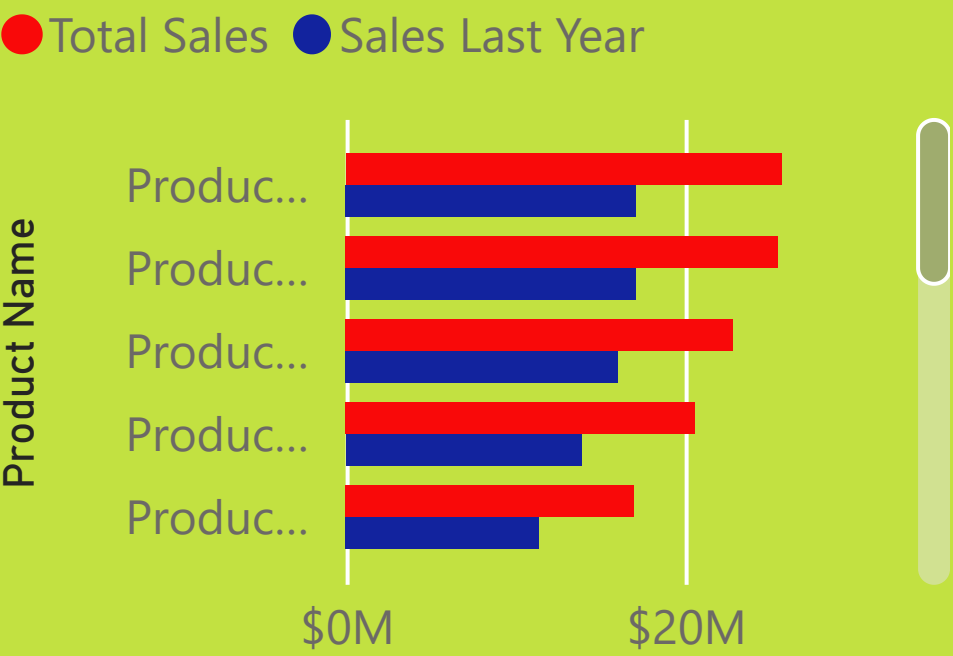
Customer Names

- ☐ 21st Ltd
- ☐ 3LAB, Ltd
- ☐ Amylin Group
- ☐ Apollo Ltd
- ☐ Apotheca, Ltd
- ☐ Ascend Ltd
- ☐ AuroMedics Corp
- ☐ Avon Corp
- ☐ Bare
- ☐ Burt's Corp
- ☐ Capweld
- ☐ Dharma Ltd
- ☐ E. Ltd
- ☐ Ei
- ☐ Elorac, Corp
- ☐ Eminence Corp
- ☐ ETUDE Ltd
- ☐ Exact-Rx, Corp
- ☐ Fenwal, Corp
- ☐ Linde
- ☐ Llorens Ltd
- ☐ Medline
- ☐ Medsep Group

Cumulative Sales This Year vs Last Year

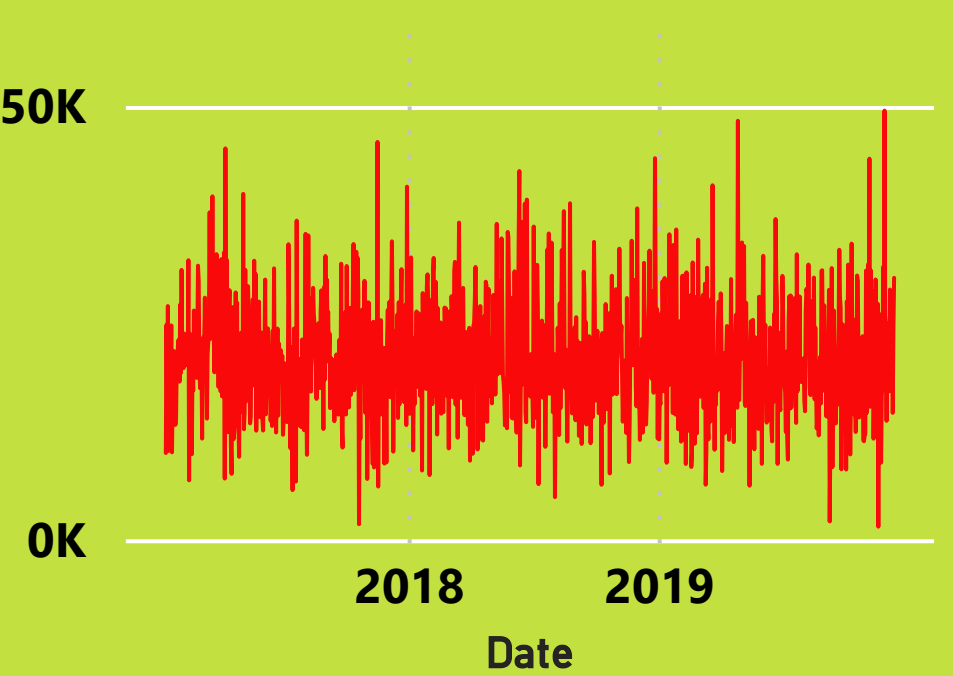


Total Sales by Product

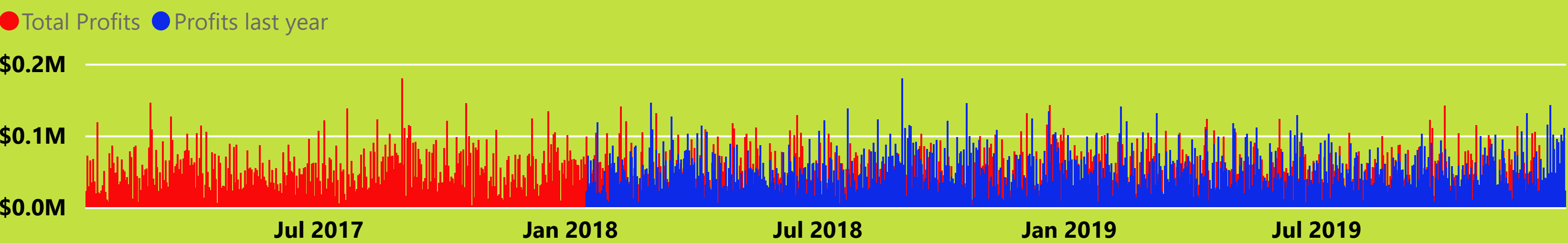


OrderNumber	City	Product Name	OrderDate	Total Sales	Profit
SO - 0003378	Christchurch	Product 7	Sunday, January 01, 2017	\$25,868.7	
SO - 0003901	Hamilton	Product 13	Sunday, January 01, 2017	\$8,643	
SO - 0005781	Manukau	Product 9	Sunday, January 01, 2017	\$18,331.2	
SO - 000225	Queenstown-Lakes	Product 11	Sunday, January 01, 2017	\$14,994.6	
SO - 0005126	Timaru	Product 7	Sunday, January 01, 2017	\$5,869.200000000001	
SO - 0005614	Waitakere	Product 6	Sunday, January 01, 2017	\$16,368.1	
SO - 0003527	Christchurch	Product 9	Monday, January 02, 2017	\$18,719.8	
Total				\$154,573,140.5999998	

Avg Sales Per Customer



Total Profits Per Day This Year Vs Last Year



271.54K

Last Sales Amount

12/12/2019

Last Sales date

\$154.57M

Total Sales

\$104.65M

Sales Last Year

\$57.79M

Total Profits

\$38.95M

Profits last year