SALES ANALYSIS REPORT

Customer Names
- [ ] 21st Ltd
- [ ] 3LAB, Ltd
- [ ] Amylin Group
- [ ] Apollo Ltd
- [ ] Apotheca, Ltd
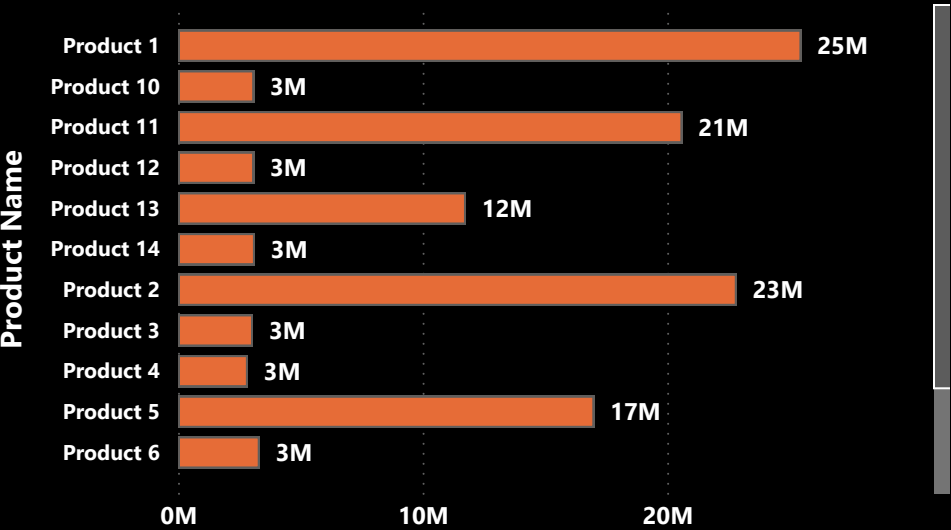- [ ] Ascend Ltd

Date Fliter
- [ ] Sunday, January 01, 2017
- [ ] Monday, January 02, 2017
- [ ] Tuesday, January 03, 2017
- [ ] Wednesday, January 04, 2017
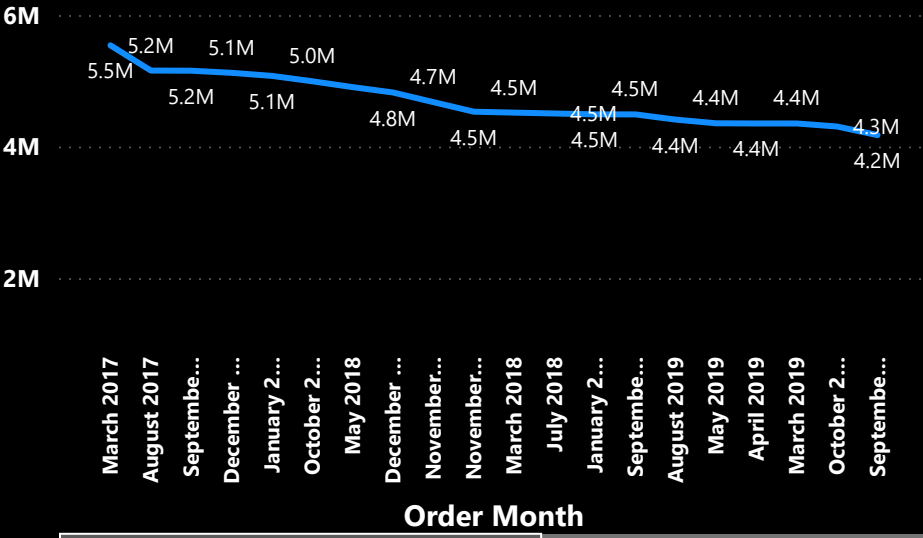- [ ] Thursday, January 05, 2017
- [ ] Friday, January 06, 2017

Product Names
- [ ] Product 1
- [ ] Product 10
- [ ] Product 11
- [ ] Product 12
- [ ] Product 13
- [ ] Product 14

Total Sales by Product Name

Product Name	Total Sales
Product 1	25M
Product 10	3M
Product 11	21M
Product 12	3M
Product 13	12M
Product 14	3M
Product 2	23M
Product 3	3M
Product 4	3M
Product 5	17M
Product 6	3M

Total Sales by Order Month

Values along the line (from March 2017 onward): 5.5M, 5.2M, 5.1M, 5.0M, 5.2M, 5.1M, 4.7M, 4.8M, 4.5M, 4.5M, 4.5M, 4.5M, 4.5M, 4.4M, 4.4M, 4.4M, 4.4M, 4.3M, 4.2M, 4.2M

Order Month

Total Sales by City and Suburb

Suburb: ● Algies Bay ● Aramoho ● Atawhai ● Barrington ● Bay View ● Birkdale

Microsoft Bing
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Profit by City

City	Profit
Christch...	10.7M
Hamilton	10.4M
Waitakere	9.0M
Manukau	7.2M
Napier	6.4M
Auckland	—
Palmerst...	—
South W...	4.4M
Whangarei	4.2M
North Sh...	—
Dunedin	—
Thames-...	3.1M
Clutha	—
Taupo	3.1M
Wanganui	—
Southland	2.8M
Tasman	—
Timaru	2.6M
Tararua	—
Waitaki	—
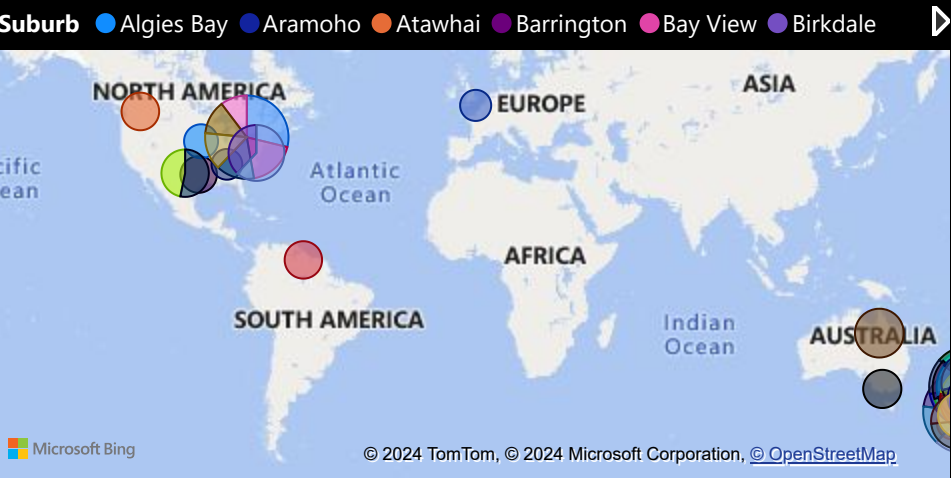
City
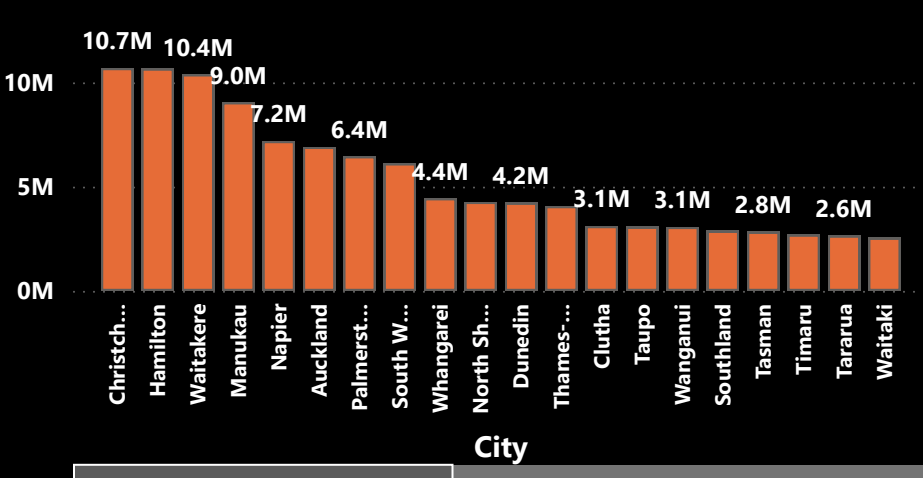
SALES ANALYSIS REPORT

OrderDate

1/1/2017 | 12/12/2019

Customer Names

- [ ] 21st Ltd
- [ ] 3LAB, Ltd

Product Name

- [ ] Product 1
- [ ] Product 10

Total Sales by Channel

22.64M (14.64%)

48.97M (31.6...)

82.97M (53.67%)

Channel
- Wholesale
- Distributor
- Export
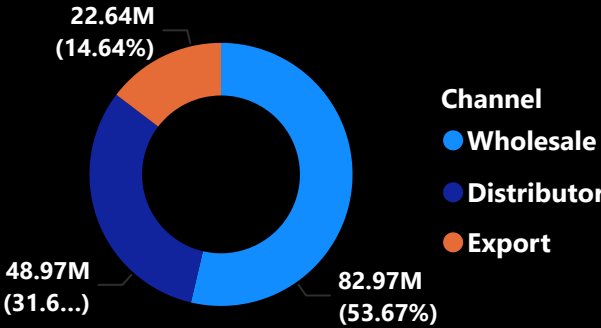
Sales Target Variance by Product Name

Product	Sales Target Variance
Product 7	26M
Product 1	25M
Product 2	23M
Product 11	21M
Product 5	17M
Product 13	12M
Product 9	9M
Product 6	3M
Product 8	3M
Product 14	3M
Product 10	3M
Product 12	3M
Product 3	3M
Product 4	3M
Product 20	0M
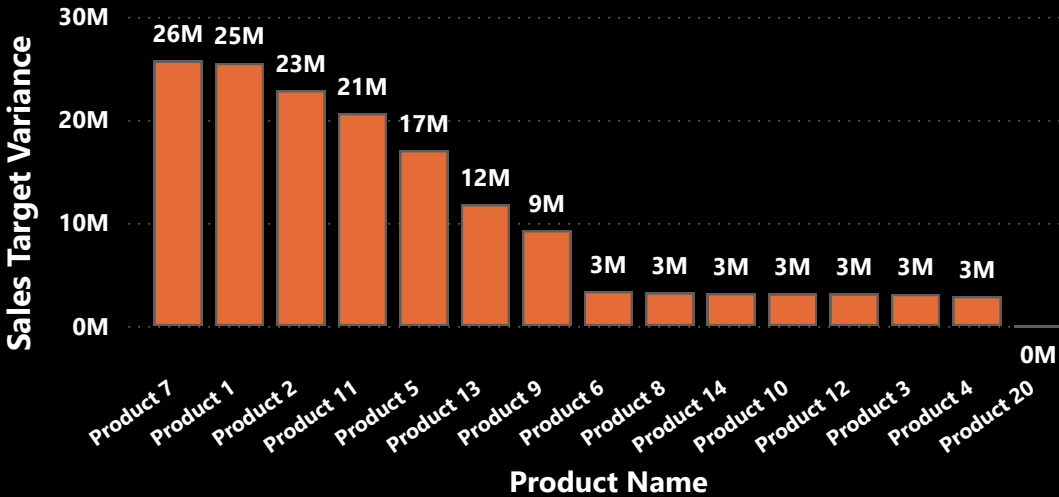
Cumulative Sales by OrderDate

0M, 19M, 39M, 59M, 78M, 97M, 117M, 155M

2017 — 2018 — 2019

CLV by Customer Names

Customer Names	CLV
Medline	15.4T
Pure Group	13.6T
OUR Ltd	12.5T
Eminence Corp	12.3T
Apollo Ltd	12.0T
Apotheca, Ltd	12.0T
OHTA'S Corp	11.6T
Ole Group	11.1T
Victory Ltd	10.8T
Ohio	10.4T