

AWESOME CHOCOLATES

ORGANIC - WHOLESOME

Bars

Bites

Other

Australia

Canada

India

New Zealand

UK

USA

CHOCOLATES SALES ANALYSIS

Total Sales

\$34M

This Month 2.53M

MoM % -10.8%

Total Boxes

2M

This Month 143K

MoM% -17.5%

Total Shipments

6K

This Month 449

MoM% -10.6%

Total Costs

\$14M

This Month 926.63K

MoM% -19.3%

Total Profit

\$21M

This Month 1.60M

MoM% -4.9%

profit%

60.0%

60.3%

Sales

Boxes

Shipments

Costs

Profit

Boxes by Start of Month

Month	Boxes (K)
Mar 2023	137K
Apr 2023	163K
May 2023	147K
Jun 2023	175K
Jul 2023	151K
Aug 2023	159K
Sep 2023	168K
Oct 2023	168K
Nov 2023	177K
Dec 2023	147K
Jan 2024	173K
Feb 2024	143K

Shipment Analysis

LBS%

10.0%

10.2%

	Sales person	sales	profit	profit%	LBS%	
	Jan Morforth	\$1,372K	\$789K	<div></div>	57.5%	10.8%
	Andria Kimpton	\$1,254K	\$718K	<div></div>	57.2%	8.8%
	Camilla Castle	\$1,398K	\$854K	<div></div>	61.1%	11.9%
	Madelene Upcott	\$1,304K	\$703K	<div></div>	53.9%	9.7%
	Marney O'Brien	\$1,325K	\$884K	<div></div>	66.7%	13.5%
	Kelci Walkden	\$1,518K	\$988K	<div></div>	65.1%	10.5%
	Gigi Bohling	\$1,365K	\$858K	<div></div>	62.9%	9.9%
	Rafaelita Blaksland	\$1,503K	\$959K	<div></div>	63.8%	8.2%
	Dotty Strutley	\$1,424K	\$893K	<div></div>	62.7%	12.1%
	Karlen McCaffrey	\$1,312K	\$752K	<div></div>	57.4%	9.2%
	Jehu Rudeforth	\$1,388K	\$853K	<div></div>	61.5%	7.3%
	Husein Augar	\$1,473K	\$927K	<div></div>	62.9%	13.3%
	Kaine Padly	\$1,380K	\$845K	<div></div>	61.2%	10.9%

## Sales, Boxes, Shipments, Costs and Profit by Geo

