

Title	Executive Summary	Size, Regionality	Revenue	Profit Margins & Growth	Product Divestment	Divestment	Recap
-------	-------------------	-------------------	---------	-------------------------	--------------------	------------	-------

# Executive Presentation

## ChemCorp

Created By: Alexis Yeager  
January 2022

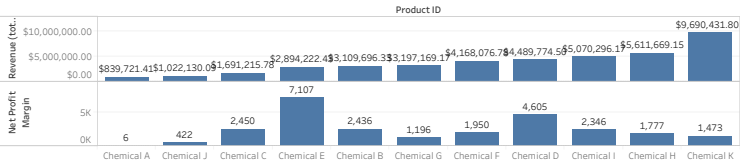
Source: Excel File  
1564687817\_ChemCorp\_Sales\_Data\_Jan15\_Dec15

Title	Executive Summary	Size, Regionality	Revenue	Profit Margins & Growth	Product Divestment	Divestment	Recap
-------	-------------------	-------------------	---------	-------------------------	--------------------	------------	-------

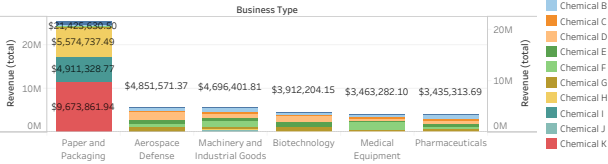
Executive Summary

- Our best performing Chemicals
- K, H, I with revenues of \$9.6m, \$5.6m, and \$5.07m
- Our best performing industry
- Paper and Packaging with revenues of \$21.4M..

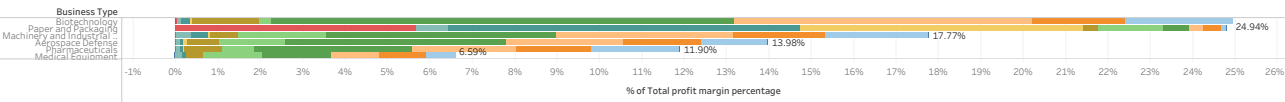
Revenue per Chemical



Revenue Per Industry (per chemical)



Profit Margin Percentage



Title	Executive Summary	Size, Regionality	Revenue	Profit Margins & Growth	Product Divestment	Divestment	Recap
-------	-------------------	-------------------	---------	-------------------------	--------------------	------------	-------

Customer Strategy

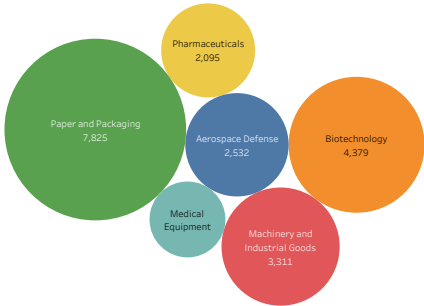
The most customers come from these 3 industries

- Paper and packaging (36%), Biotechnology(20%), and Machinery and Industrial Goods (15%)

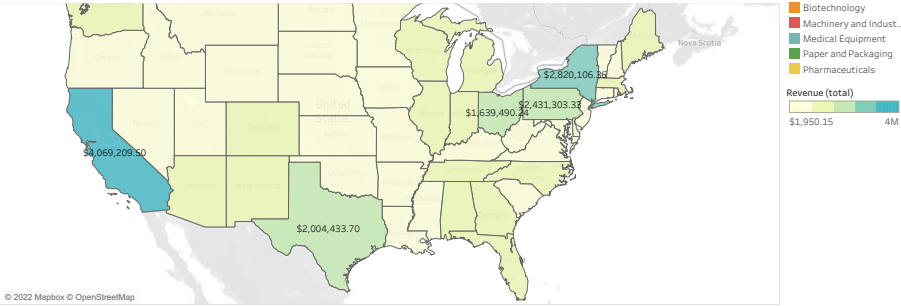
The majority of our revenue comes from these 5 states at a total of \$11.4M

- California (\$4M), New York (\$2.8M), Pennsylvania (\$2.4M), Texas (\$2M), and Ohio (\$1.6M)

Zipcodes per Industry



Revenue per State



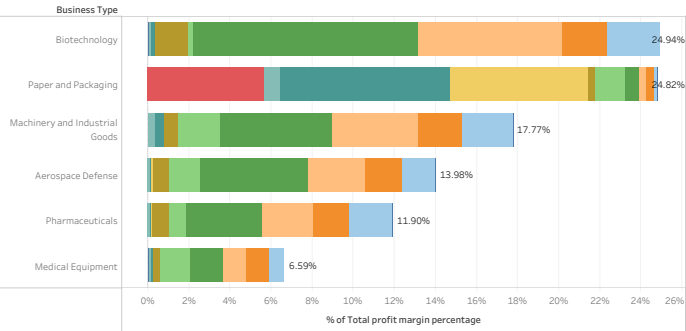


Title	Executive Summary	Size, Regionality	Revenue	Profit Margins & Growth	Product Divestment	Divestment	Recap
-------	-------------------	-------------------	---------	-------------------------	--------------------	------------	-------

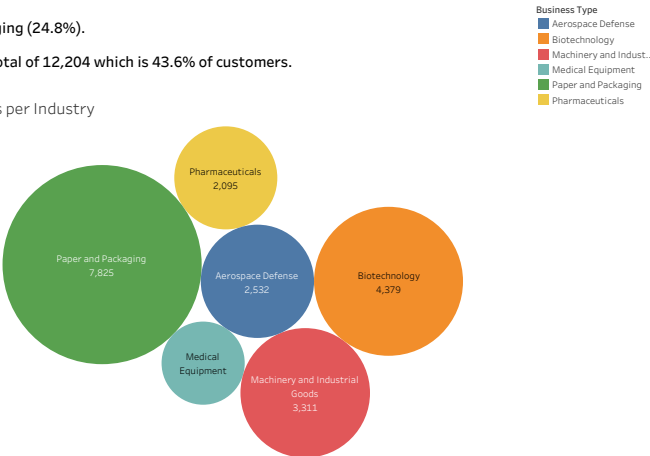
Market Oppertunities Cont.

The Industry that has the highest profit margin is Biotechnology (24.9%), followed closely by Paper and Packaging (24.8%).  
Interestingly, both of these industrys also hold the top amount of customers, 4,379 and 7,825 respectfully, a total of 12,204 which is 43.6% of customers.

Profit Margin Percentage



Zipcodes per Industry



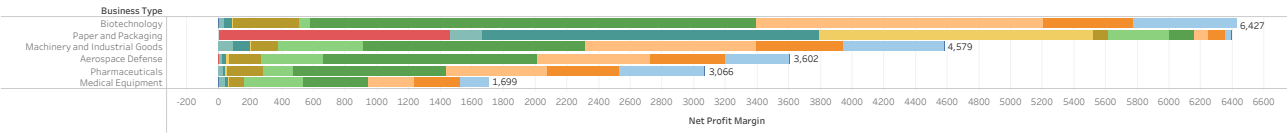
Title	Executive Summary	Size, Regionality	Revenue	Profit Margins & Growth	Product Divestment	Divestment	Recap
-------	-------------------	-------------------	---------	-------------------------	--------------------	------------	-------

Product Divestment

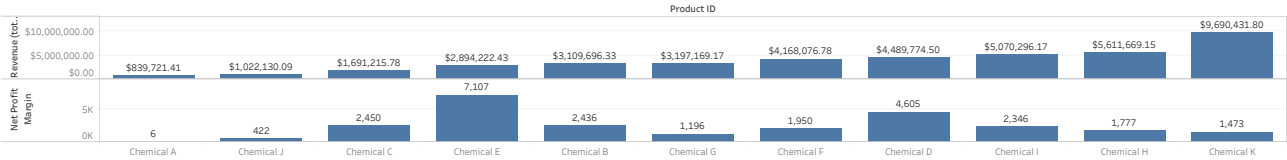
The industry with the lowest prof margin is  
- Medical Equipment.

The chemicals that make the least amount of revenue are

Net Profit Margin



Revenue per Chemical



Title	Executive Summary	Size, Regionality	Revenue	Profit Margins & Growth	Product Divestment	Divestment	Recap
-------	-------------------	-------------------	---------	-------------------------	--------------------	------------	-------

Divestment

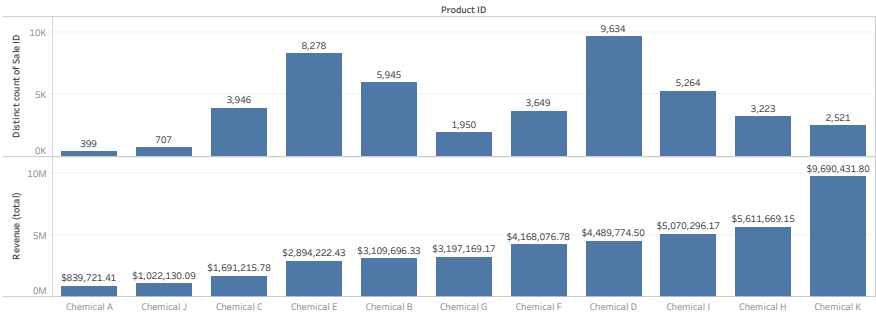
The industries that we should focus on is

- Paper and Packaging industry and Biotechnology industry because they are the best performing.

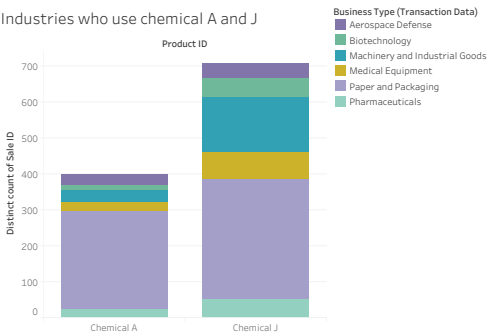
The chemicals we should look into divest from are

- A, and J because they are the worst performing

Chemicals Sales and Revenue



Industries who use chemical A and J



Title	Executive Summary	Size, Regionality	Revenue	Profit Margins & Growth	Product Divestment	Divestment	Recap
-------	-------------------	-------------------	---------	-------------------------	--------------------	------------	-------

Recap

- Invest in
- Chemicals K, H, and I
  - Biotechnology and Paper and Packaging Industries

- Divest in
- Chemicals A

Things to Consider

- While chemicals A and J are the least profitable, our top industries, Biotechnology and Paper and Packaging, uses these chemicals at a high percentage. Removing these chemicals from our product line could result in loosing these industries. Our suggestion would do be only divest chemicals A and J from the other industries and only keep theme exclusivly for Bio and Paper industries. This would cut down costs while still serving our top industries.

