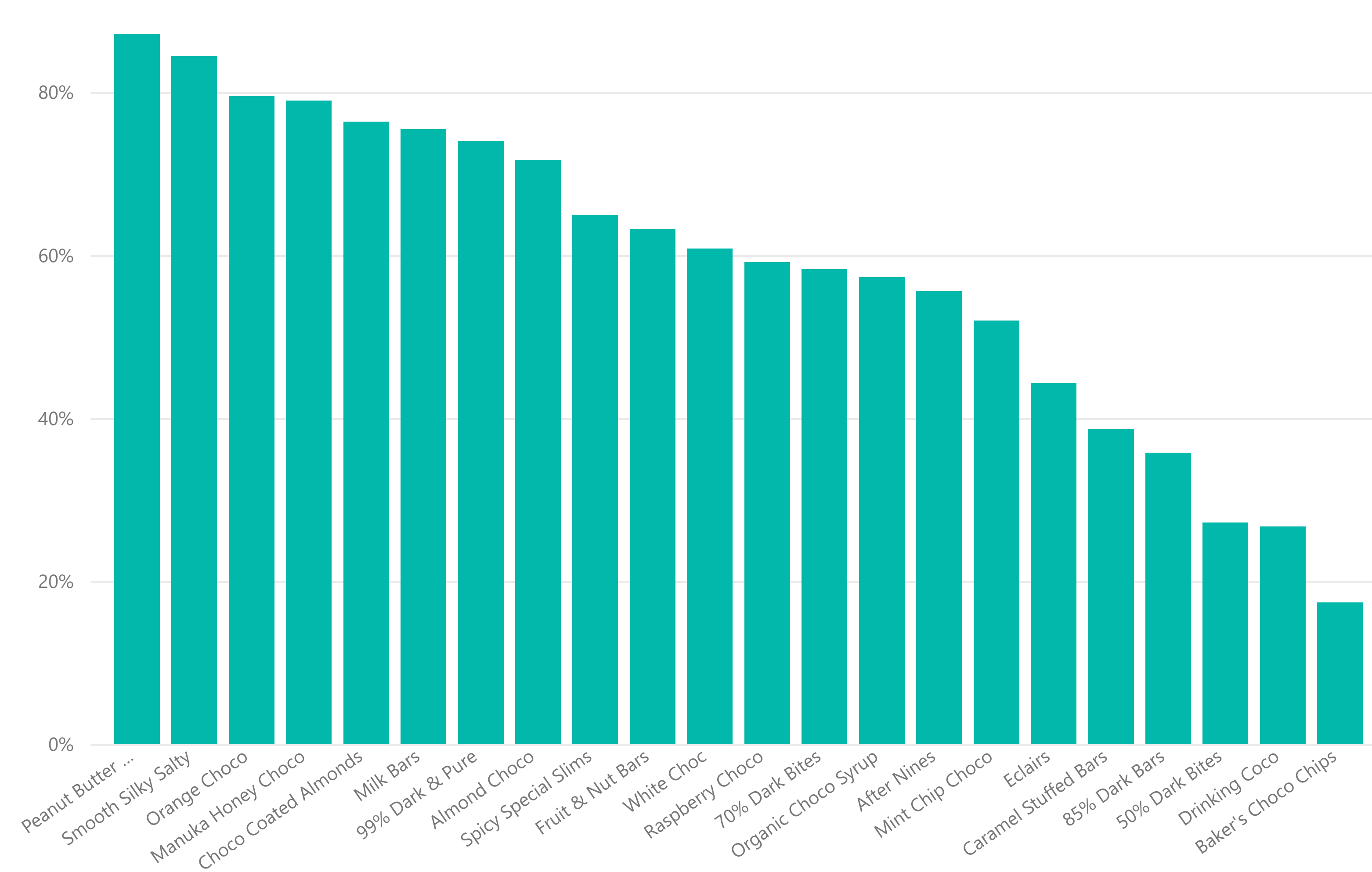


6,113	\$34,042,511	\$20,524,070.3
Total Shipments	Total Sales	Total Profit
\$13,518,440.9	\$2,077,844	60.3%
Total Cost	Total Boxes	Profit %
624	10.2%	
LBS Count	LBS %	

Profit % by Product

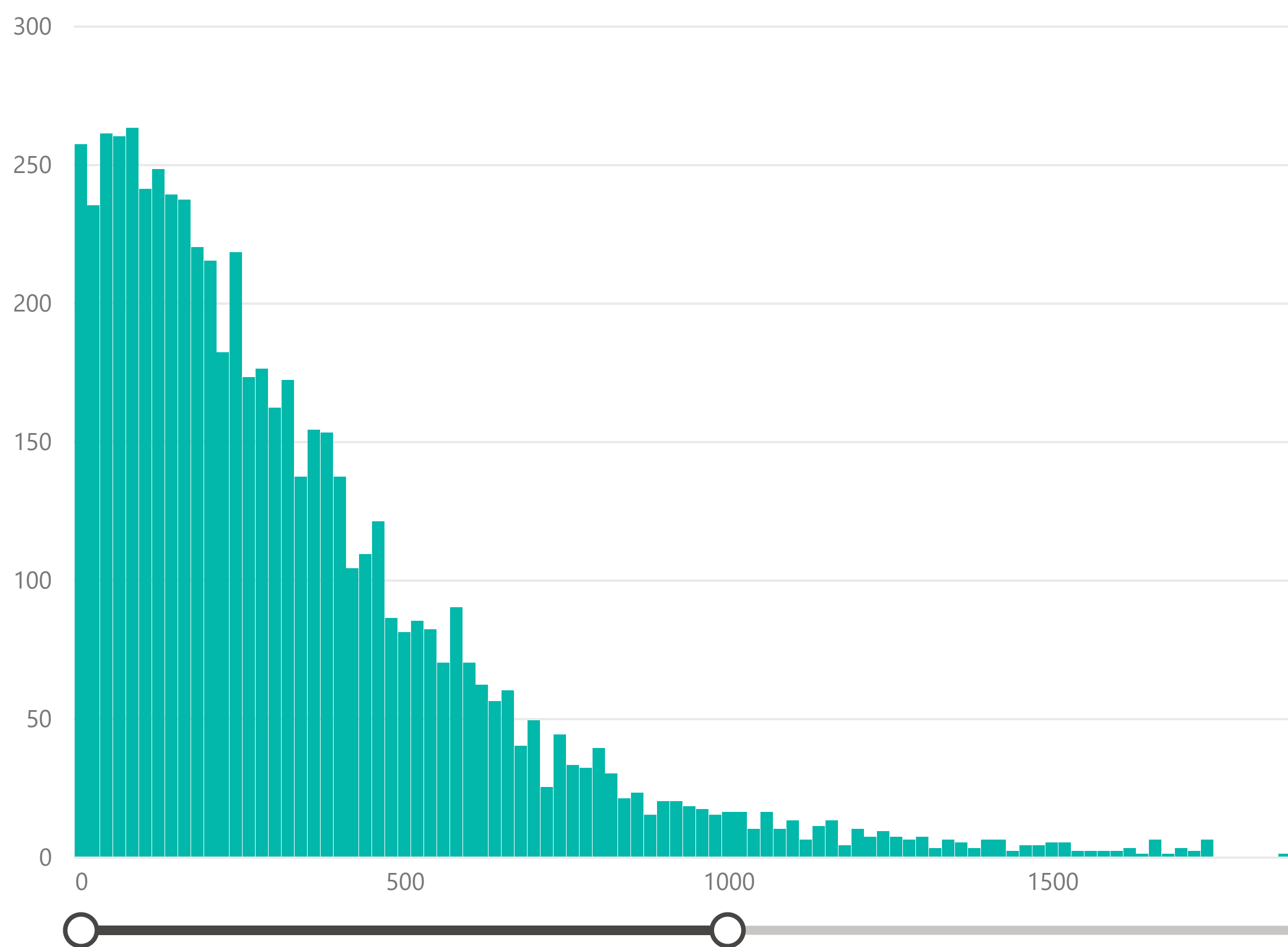


\$34M

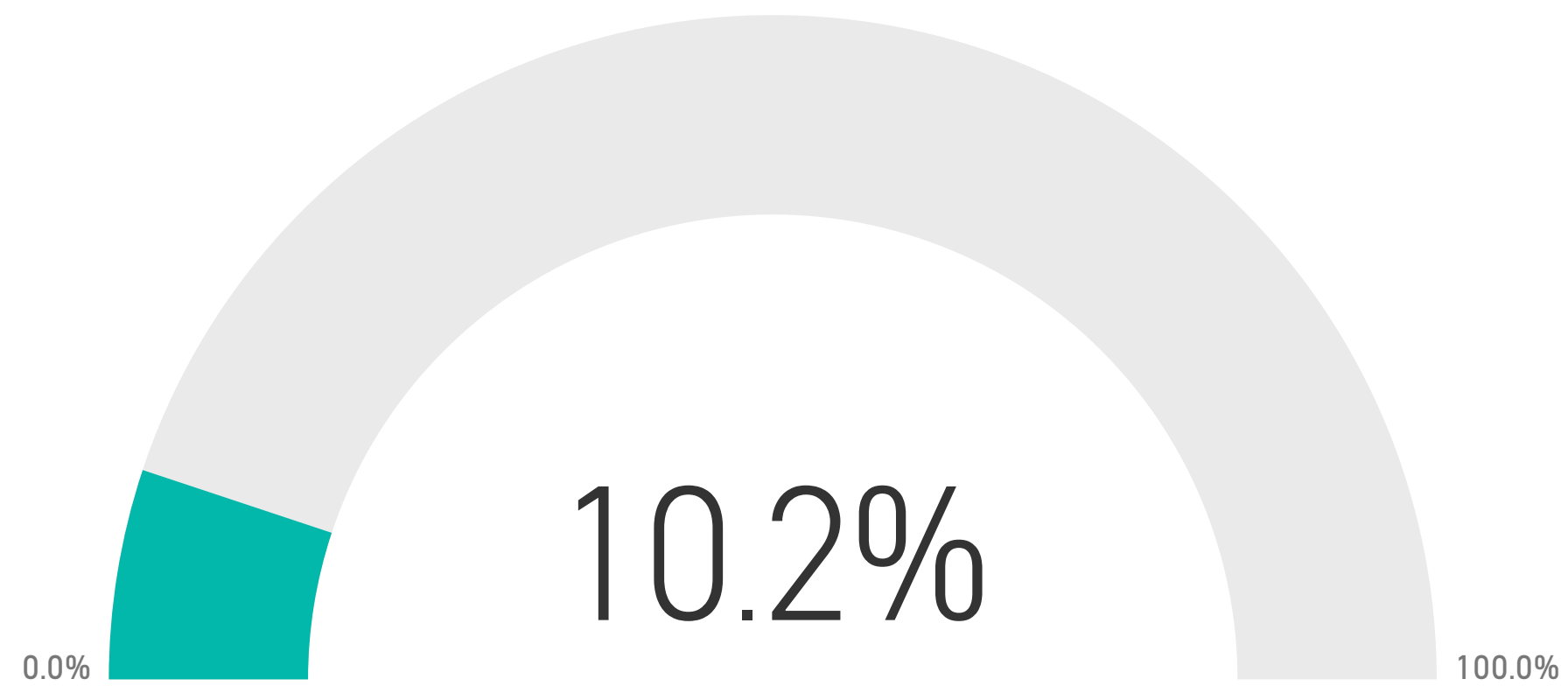
Total Sales

Start of Month ▲	Total Sales	Total Sales (prev month)	MoM Sales Change %	Latest Date	Total Sales Latest Month	Latest MoM Sales Change %
Wednesday, February 01, 2023	\$2,271,726			2/1/2023 12:00:00 AM	2,271,726.00	
Wednesday, March 01, 2023	\$2,769,476	\$2,271,726	21.9%	3/1/2023 12:00:00 AM	2,769,475.50	21.9%
Saturday, April 01, 2023	\$2,395,139	\$2,769,476	-13.5%	4/1/2023 12:00:00 AM	2,395,138.50	-13.5%
Monday, May 01, 2023	\$2,797,045	\$2,395,139	16.8%	5/1/2023 12:00:00 AM	2,797,044.75	16.8%
Thursday, June 01, 2023	\$2,543,715	\$2,797,045	-9.1%	6/1/2023 12:00:00 AM	2,543,715.00	-9.1%
Saturday, July 01, 2023	\$2,599,720	\$2,543,715	2.2%	7/1/2023 12:00:00 AM	2,599,719.75	2.2%
Tuesday, August 01, 2023	\$2,591,705	\$2,599,720	-0.3%	8/1/2023 12:00:00 AM	2,591,705.25	-0.3%
Friday, September 01, 2023	\$2,649,668	\$2,591,705	2.2%	9/1/2023 12:00:00 AM	2,649,667.50	2.2%
Sunday, October 01, 2023	\$2,845,233	\$2,649,668	7.4%	10/1/2023 12:00:00 AM	2,845,233.00	7.4%
Wednesday, November 01, 2023	\$2,279,050	\$2,845,233	-19.9%	11/1/2023 12:00:00 AM	2,279,049.75	-19.9%
Friday, December 01, 2023	\$2,938,829	\$2,279,050	28.9%	12/1/2023 12:00:00 AM	2,938,828.50	28.9%
Monday, January 01, 2024	\$2,833,090	\$2,938,829	-3.6%	1/1/2024 12:00:00 AM	2,833,089.75	-3.6%
Thursday, February 01, 2024	\$2,528,118	\$2,833,090	-10.8%	2/1/2024 12:00:00 AM	2,528,118.00	-10.8%
Total	\$34,042,511			2/1/2024 12:00:00 AM	2,528,118.00	-10.8%

Total Shipments by Boxes (bins)



LBS %





Bars

Bites

Other

Australia

Canada

India

New Zeal...

UK

USA

Total Sales

\$34M

This month 2.53M

MoM % -10.8%

Total Boxes

\$2M

Total Shipments

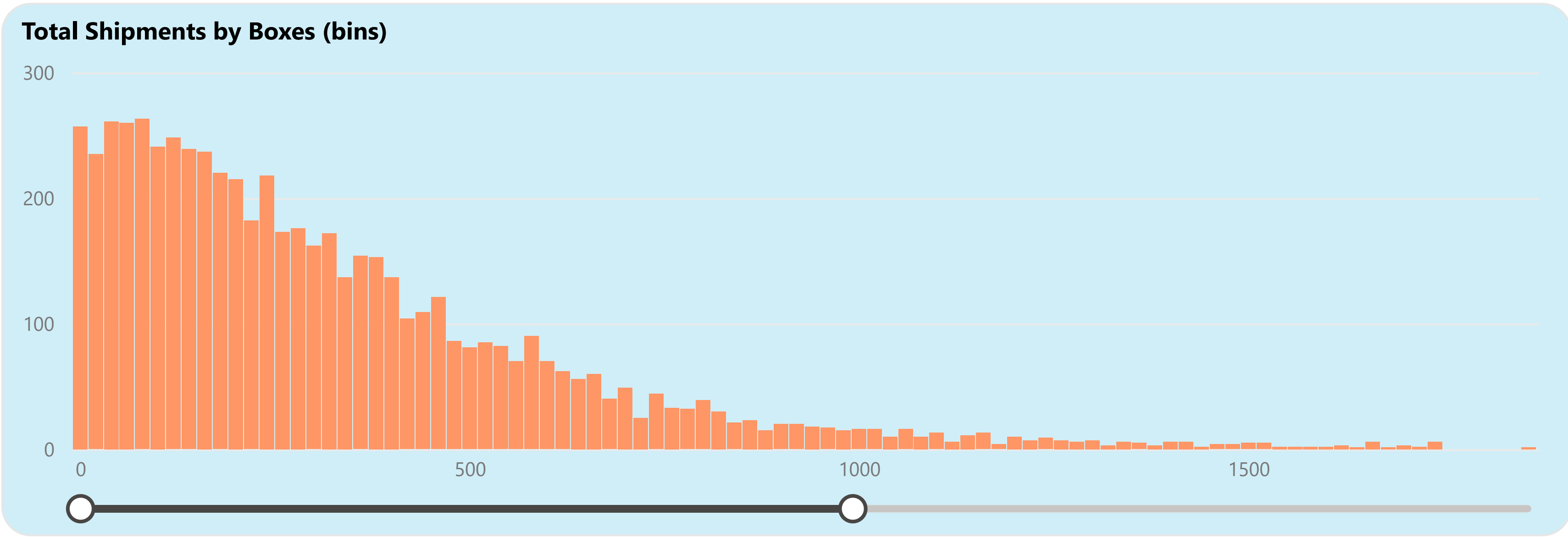
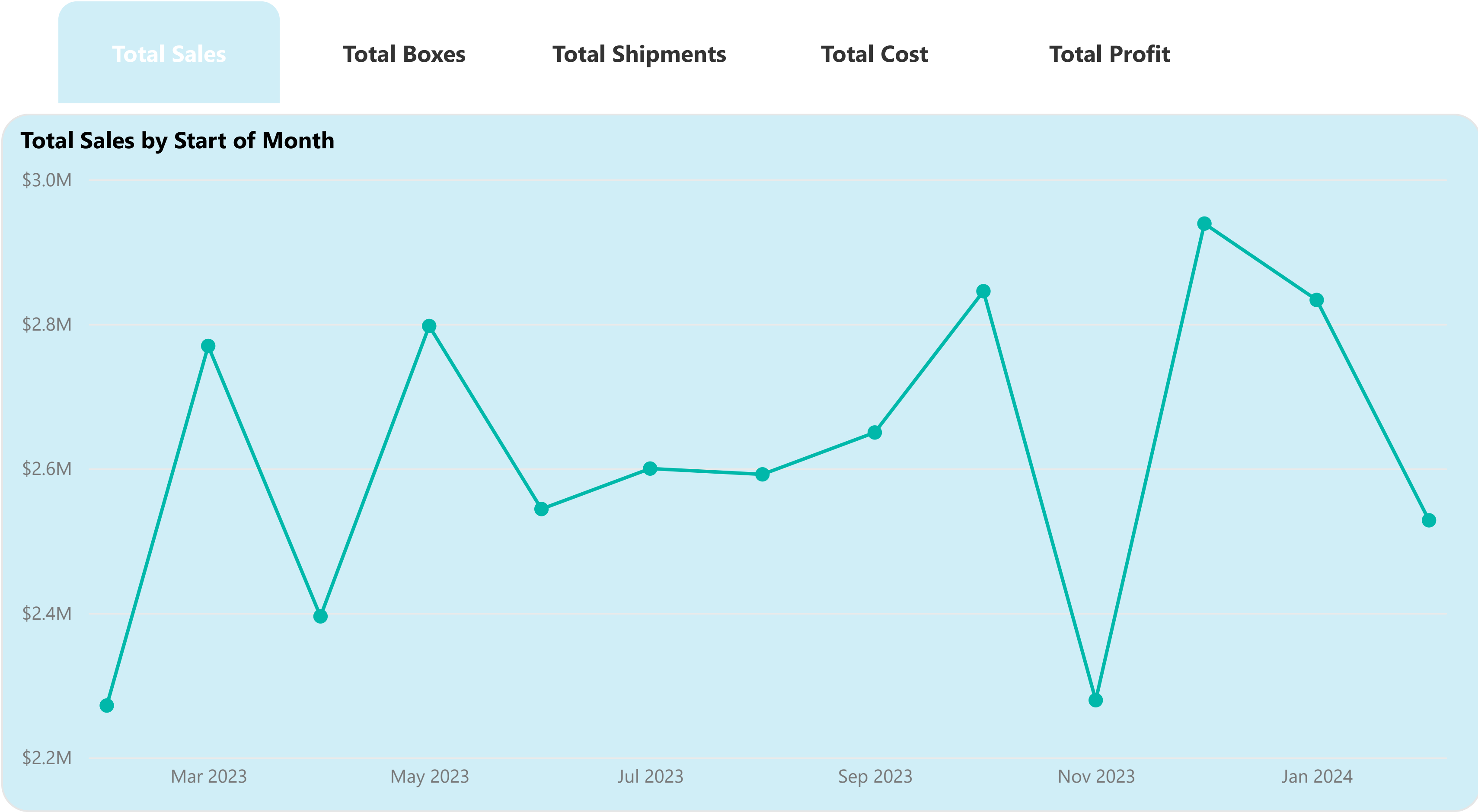
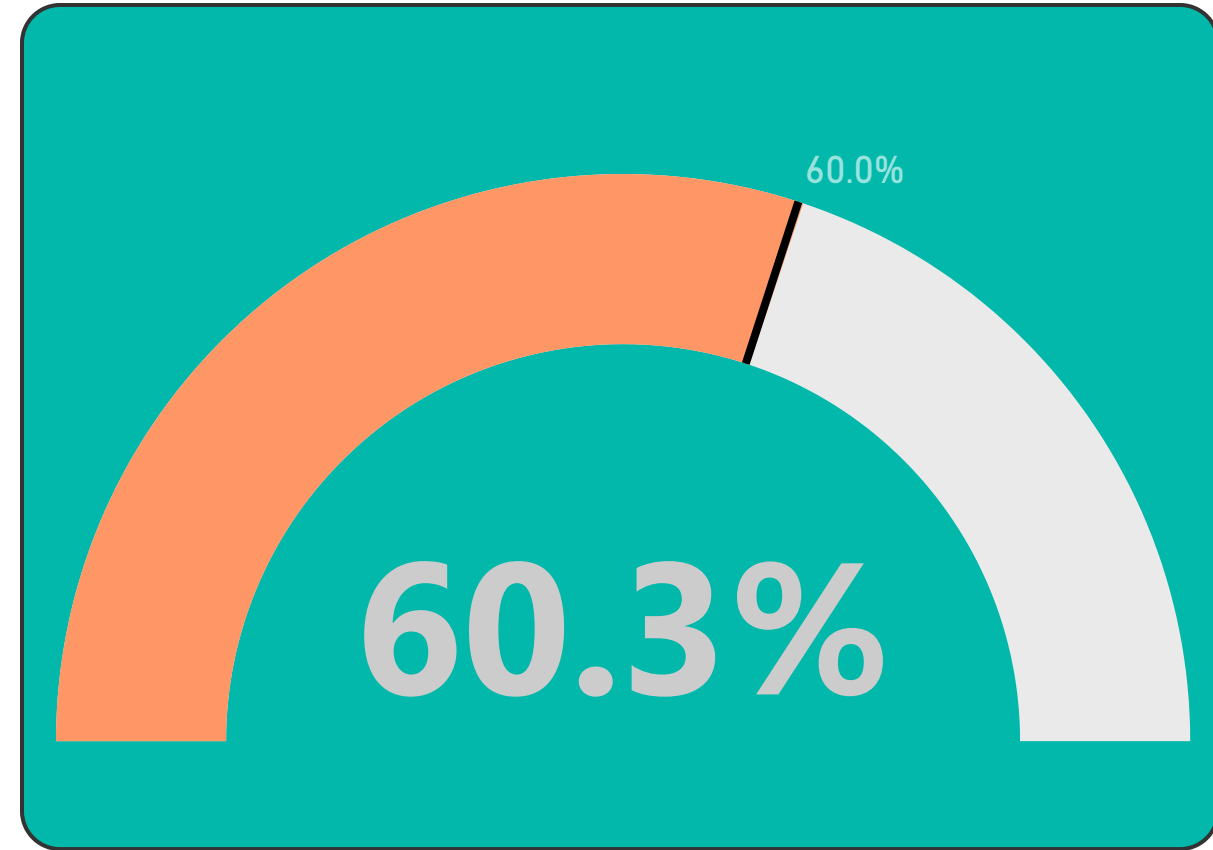
6K

Total Cost


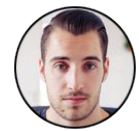


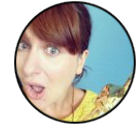











\$13.5M

Total Profit

\$20.5M



Product	Total Sales	Total Profit	Profit %	LBS %	
50% Dark Bites	\$1,335K	\$363.1K	<div></div> 27.2%	12.1%	✗
70% Dark Bites	\$1,223K	\$712.5K	<div></div> 58.3%	9.9%	
85% Dark Bars	\$1,292K	\$462.1K	<div></div> 35.8%	9.2%	✗
99% Dark & Pure	\$1,976K	\$1,461.7K	<div></div> 74.0%	12.2%	✓
After Nines	\$1,824K	\$1,013.1K	<div></div> 55.6%	10.5%	
Almond Choco	\$1,788K	\$1,280.7K	<div></div> 71.6%	8.4%	✓
Baker's Choco Chips	\$1,470K	\$255.3K	<div></div> 17.4%	10.9%	✗
Caramel Stuffed Bars	\$1,611K	\$623.2K	<div></div> 38.7%	9.1%	✗
Choco Coated Almonds	\$1,236K	\$944.3K	<div></div> 76.4%	9.4%	✓
Drinking Coco	\$1,421K	\$379.1K	<div></div> 26.7%	7.5%	✗
Eclairs	\$1,044K	\$462.7K	<div></div> 44.3%	11.9%	✗
Fruit & Nut Bars	\$1,827K	\$1,155.3K	<div></div> 63.2%	5.7%	✓
Manuka Honey Choco	\$1,839K	\$1,451.7K	<div></div> 78.9%	14.8%	✓
Milk Bars	\$1,322K	\$997.2K	<div></div> 75.5%	16.5%	✓
Mint Chip Choco	\$881K	\$457.5K	<div></div> 51.9%	11.1%	✗
Orange Choco	\$1,788K	\$1,421.3K	<div></div> 79.5%	5.5%	✓

Picture	Sales person	Total Sales	Total Profit	Profit %	LBS %	Profit Target Indicator
	Andria Kimpton	\$1,254,488	\$717,522.2	<div></div>	57.2% 8.8%	
	Barr Faughny	\$1,334,268	\$792,158.7	<div></div>	59.4% 10.0%	
	Beverie Moffet	\$1,345,673	\$722,645.4	<div></div>	53.7% 10.1%	✗
	Brien Boise	\$1,307,102	\$814,998.8	<div></div>	62.4% 9.6%	✓
	Camilla Castle	\$1,398,227	\$853,801.7	<div></div>	61.1% 11.9%	✓
	Ches Bonnell	\$1,219,331	\$654,064.7	<div></div>	53.6% 6.6%	✗
	Curtice Advani	\$1,386,668	\$835,606.7	<div></div>	60.3% 9.0%	✓
	Dennison Crosswaite	\$1,337,234	\$782,535.7	<div></div>	58.5% 10.4%	
	Dotty Strutley	\$1,423,994	\$892,575.8	<div></div>	62.7% 12.1%	✓
	Gigi Bohling	\$1,365,107	\$858,416.1	<div></div>	62.9% 9.9%	✓
	Gunar Cockshoot	\$1,382,373	\$860,283.6	<div></div>	62.2% 10.7%	✓
	Husein Augar	\$1,473,073	\$926,895.4	<div></div>	62.9% 13.3%	✓
	Jan Morforth	\$1,372,491	\$788,685.1	<div></div>	57.5% 10.8%	
	Jehu Rudeforth	\$1,388,151	\$853,162.9	<div></div>	61.5% 7.3%	✓
	Kaine Padly	\$1,380,400	\$844,962.3	<div></div>	61.2% 10.9%	✓
	Karlen McCaffrey	\$1,311,800	\$752,433.8	<div></div>	57.4% 9.2%	



