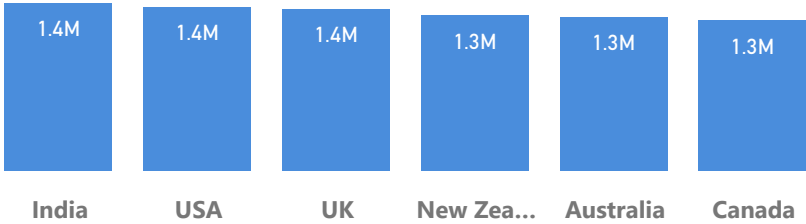


YTD Chocolate Co. Sales/ Profit Report



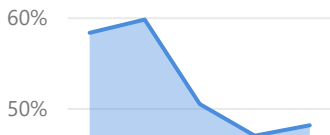
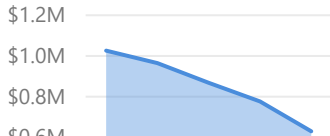
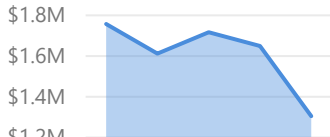
\$8.0M
Total Amount

\$3.8M
Total Cost

\$4.2M
Total Profit

52.9%
Profit %

323K
Customers



Sales Insights:

At \$1,410,780, India had the highest Amount and was 11.60% higher than Canada, which had the lowest Amount at \$1,264,109. India accounted for 17.60% of Amount.

Top 3 Selling Products are Manuka Honey Choco, Caramel Stuffed Bars & Fruit & Nut Bars

3 Least selling products are Raspberry Choco, Eclairs & Baker's Choco Chips

Product	Total Amount	Profit %	?
Manuka Honey Choco	\$404,544	51.2%	👍
Caramel Stuffed Bars	\$400,253	60.9%	👍
Fruit & Nut Bars	\$399,343	77.0%	👍
99% Dark & Pure	\$392,735	63.2%	👍
Drinking Coco	\$392,175	40.8%	👎
Organic Choco Syrup	\$391,111	23.9%	👎
Smooth Sliky Salty	\$386,610	86.6%	👍
After Nines	\$386,281	14.1%	👎
Choco Coated Almonds	\$378,742	84.0%	👍
Peanut Butter Cubes	\$377,972	89.3%	👍
Orange Choco	\$372,295	72.5%	👍
Spicy Special Slims	\$370,545	14.7%	👎
70% Dark Bites	\$369,810	64.9%	👍
85% Dark Bars	\$369,705	27.0%	👎
Milk Bars	\$352,009	61.1%	👍
White Choc	\$347,221	58.0%	👍
50% Dark Bites	\$339,073	49.2%	👎
Mint Chip Choco	\$335,041	68.3%	👍
Almond Choco	\$322,462	61.4%	👍
Baker's Choco Chips	\$316,715	9.2%	👎
Eclairs	\$311,206	35.9%	👎
Raspberry Choco	\$300,594	72.4%	👍
Total	\$8,016,442	52.9%	👍

Profit Insights:

Total Profit trended down, resulting in a 38.79% decrease between January 2021 and May 2021.

Total Profit started trending down on January 2021, falling by 38.79% (\$396,163) in 4 months.

Total Profit dropped from \$1,021,318 to \$625,155 during its steepest decline between January 2021 and May 2021.

Top 3 Profiting Products are Peanut Butter Cubes , Smooth Silky Salty & Choco Coated Almonds with profit margins ranging between 89% to 84%

Sales Team

All

01/01/2021

31/05/2021

Sales person	Picture	Total Profit	Profit %	?
Kaine Padly		\$263,377	61.8%	👍
Andria Kimpton		\$247,723	53.9%	👍
Husein Augar		\$243,231	54.4%	👍
Brien Boise		\$231,335	57.3%	👍
Curtice Advani		\$230,662	62.4%	👍
Gigi Bohling		\$229,884	55.1%	👍
Kelci Walkden		\$226,276	50.8%	👍
Ches Bonnell		\$221,846	51.4%	👍
Jan Morforth		\$221,540	55.1%	👍
Oby Sorrel		\$218,152	54.9%	👍
Dotty Strutley		\$214,186	54.5%	👍
Madelene Upcott		\$212,561	53.4%	👍
Rafaelita Blaksland		\$211,268	54.2%	👍