

AWESOME CHOCOLATES

ORGANIC - WHOLESOME

Bars

Bites

Other

Australia

Canada

India

New Zea...

UK

USA

Total sales

\$34M

MoM % -10.8%

This month 2.53M

Total profit

\$21M

Total cost

\$14M

Total boxes

2M

Total shipments

6K

60.3%

Sales

Boxes

Cost

Profit

Shipments

Profit %

Cost by Start of Month

Month	Cost (\$K)
Mar 2023	890
Apr 2023	1090
May 2023	905
Jun 2023	1120
Jul 2023	1010
Aug 2023	1070
Sep 2023	1050
Oct 2023	1110
Nov 2023	1115
Dec 2023	980
Jan 2024	1130
Feb 2024	930

Total shipments Analysis

Category	Shipments
White Choc	1448
Spicy Special Slims	1456
Smooth Silky Salty	1717
Raspberry Choco	1409
Peanut Butter Cubes	2029
Organic Choco Syrup	2107
Orange Choco	1788
Mint Chip Choco	881
Milk Bars	1322
Manuka Honey Choco	1839
Fruit & Nut Bars	1827
Eclairs	1044
Drinking Coco	1421
Choco Coated Almonds	1236

Product	Sales	Profit	Profit %	LBS %	
White Choc	\$1,448K	\$881K	60.8%	6.0%	✓
Spicy Special Slims	\$1,456K	\$945K	64.9%	15.2%	✓
Smooth Silky Salty	\$1,717K	\$1,449K	84.4%	9.3%	✓
Raspberry Choco	\$1,409K	\$833K	59.1%	5.0%	
Peanut Butter Cubes	\$2,029K	\$1,768K	87.1%	13.1%	✓
Organic Choco Syrup	\$2,107K	\$1,208K	57.3%	11.0%	
Orange Choco	\$1,788K	\$1,421K	79.5%	5.5%	✓
Mint Chip Choco	\$881K	\$458K	51.9%	11.1%	✗
Milk Bars	\$1,322K	\$997K	75.5%	16.5%	✓
Manuka Honey Choco	\$1,839K	\$1,452K	78.9%	14.8%	✓
Fruit & Nut Bars	\$1,827K	\$1,155K	63.2%	5.7%	✓
Eclairs	\$1,044K	\$463K	44.3%	11.9%	✗
Drinking Coco	\$1,421K	\$379K	26.7%	7.5%	✗
Choco Coated Almonds	\$1,236K	\$944K	76.4%	9.4%	✓

