



E-TECH ANNUAL SALES REPORT (2020 - 2023)

Select Date

1/1/2020



Region

All



Total Sales

\$8,951,931

T_Sales YoY%: 41.8%

Returned Sales

\$321,271

R_Sales YoY%: 25.1%

Net Sales

\$8,630,660

A_Sales YoY%: 42.5%

Total Sales YTD

\$2,852,360

LY Var %: 27.9%

Net Sales MTD

\$321,611

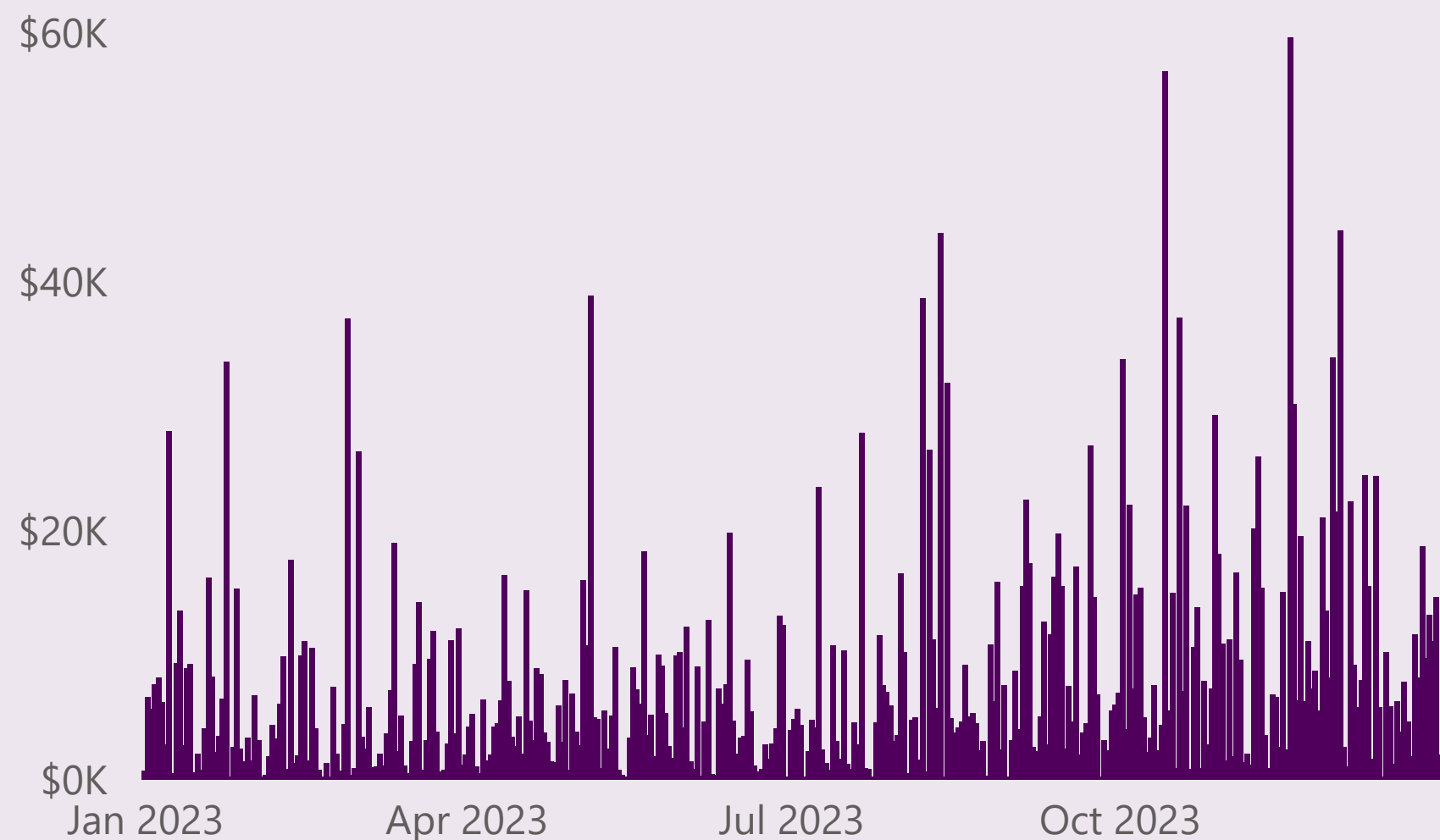
Last Month % -14.27%

Dec. LY % 15.92%

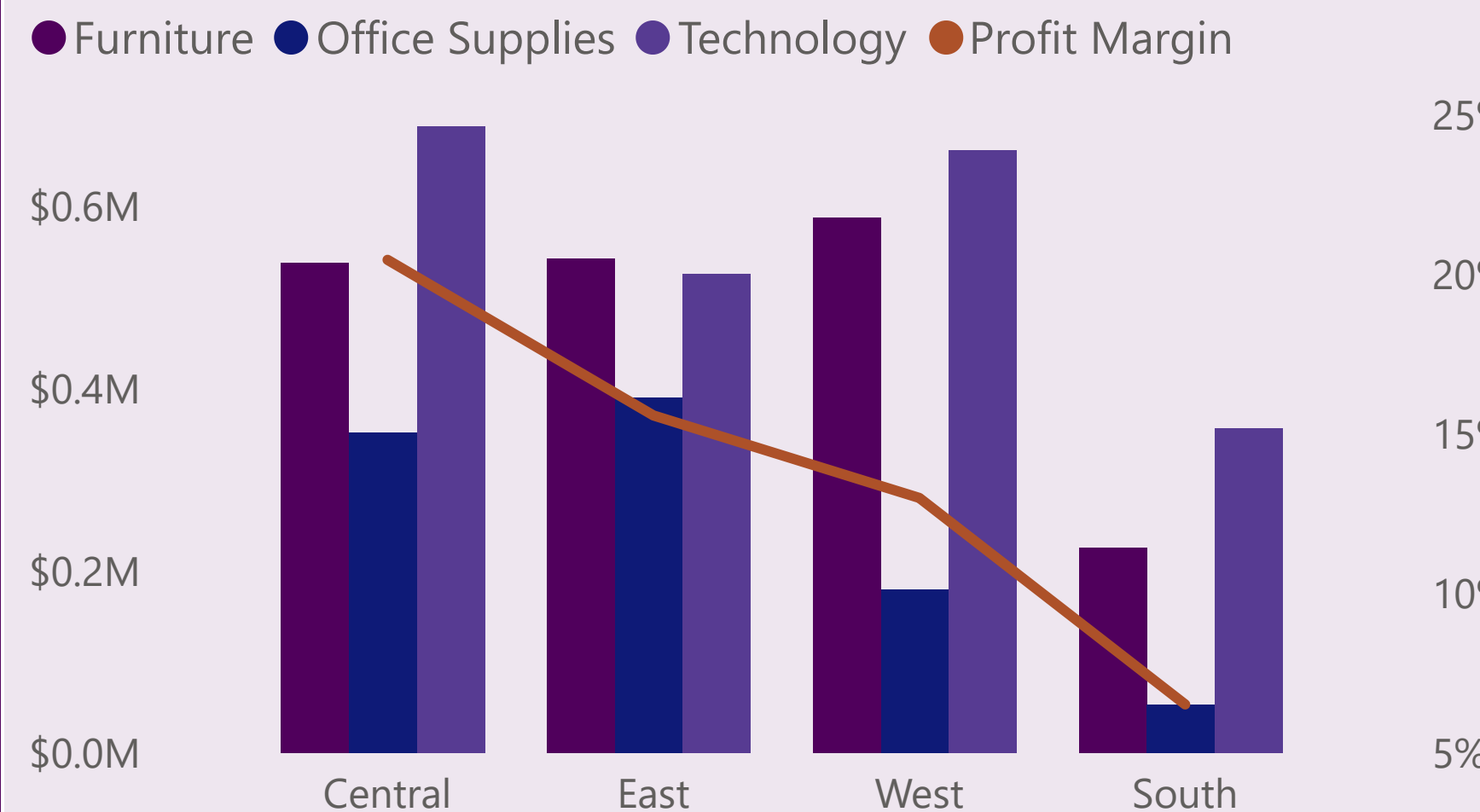
Avg Annual Sales

\$2,157,665

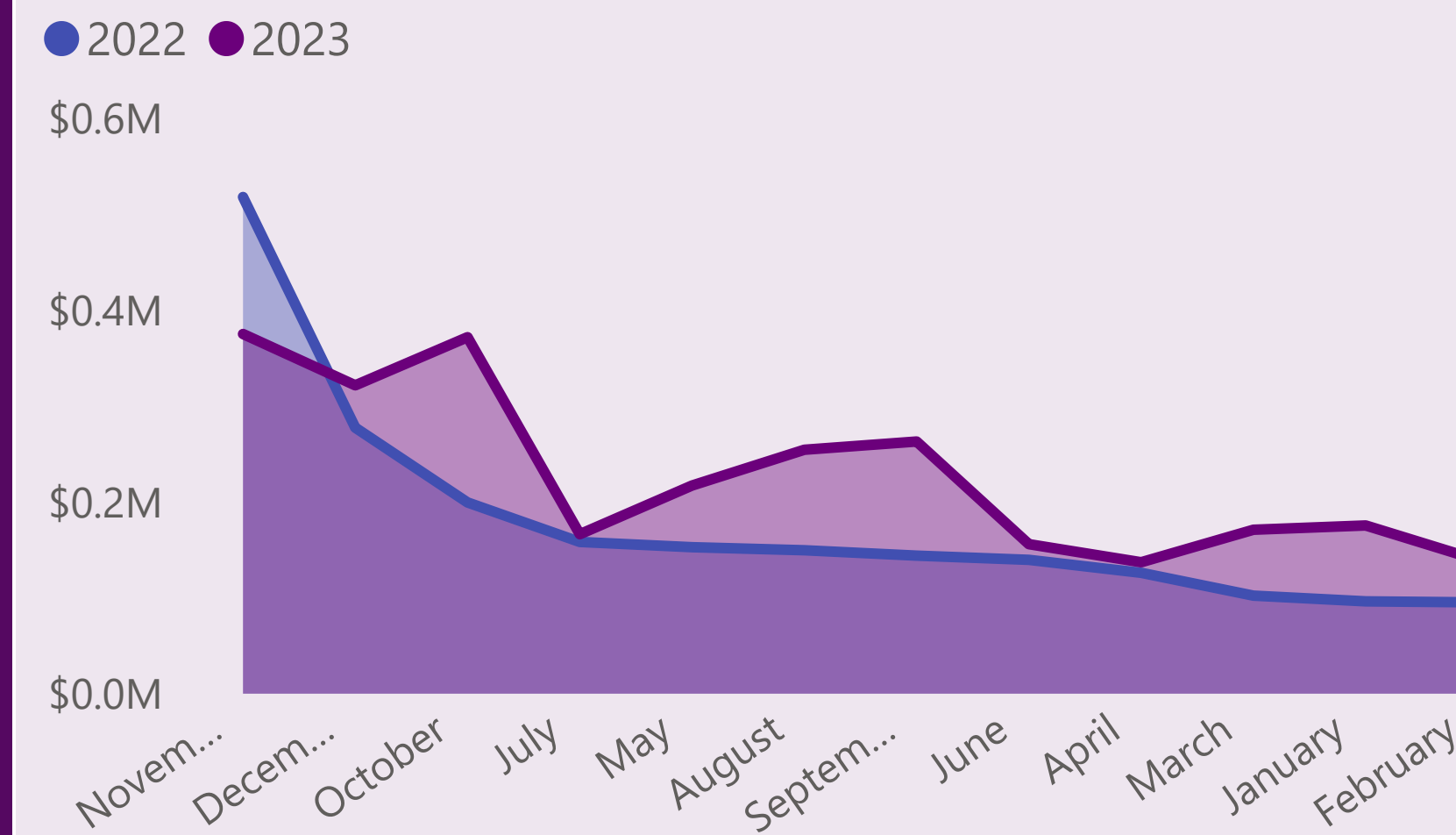
Total Sales Trend by Year



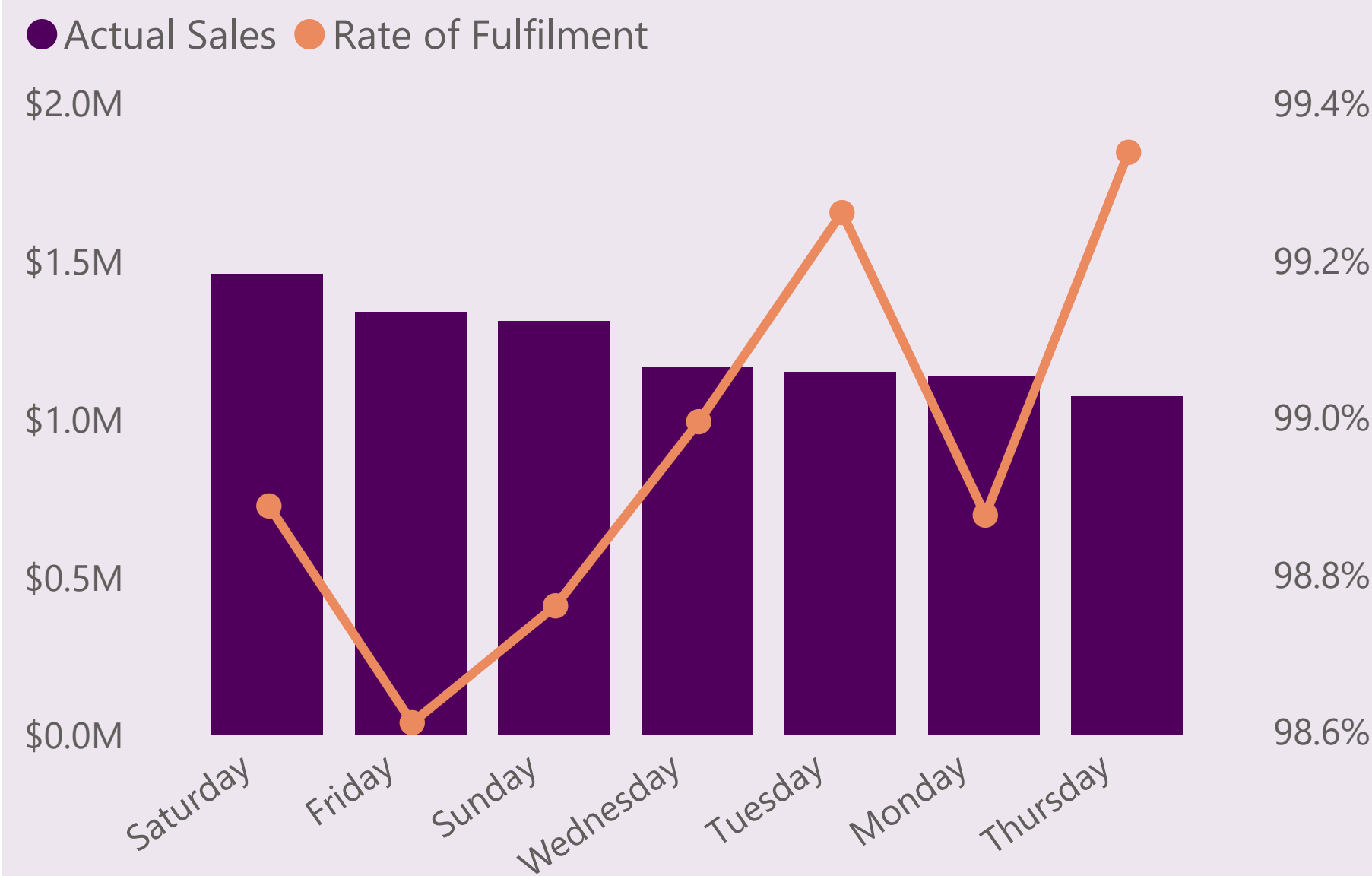
Net Sales Trend by Region & Profit Margin



Net Sales (2023 v 2022)



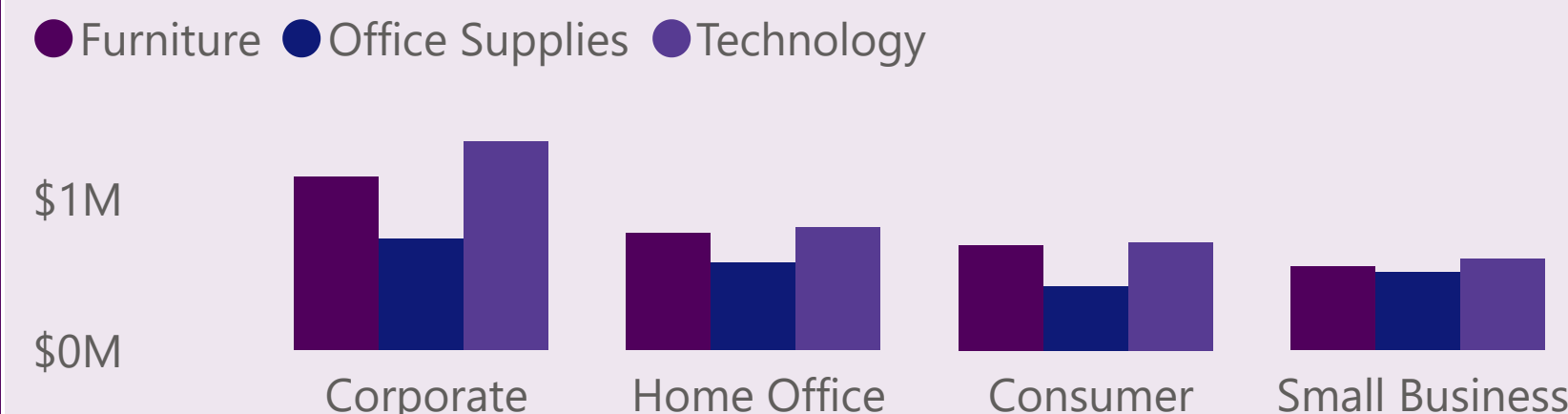
Busiest Days and Order Fulfillment Rate



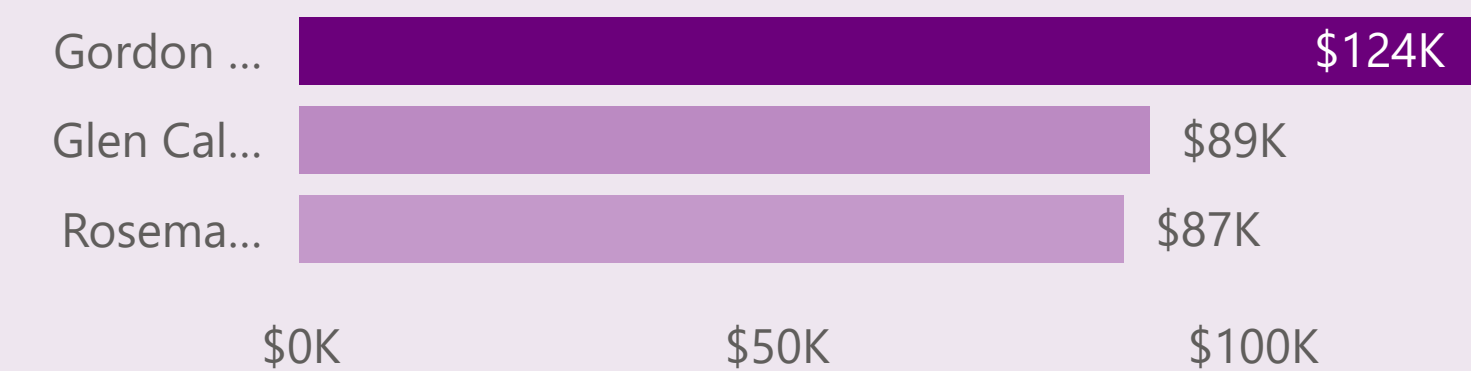
Net Sales by State



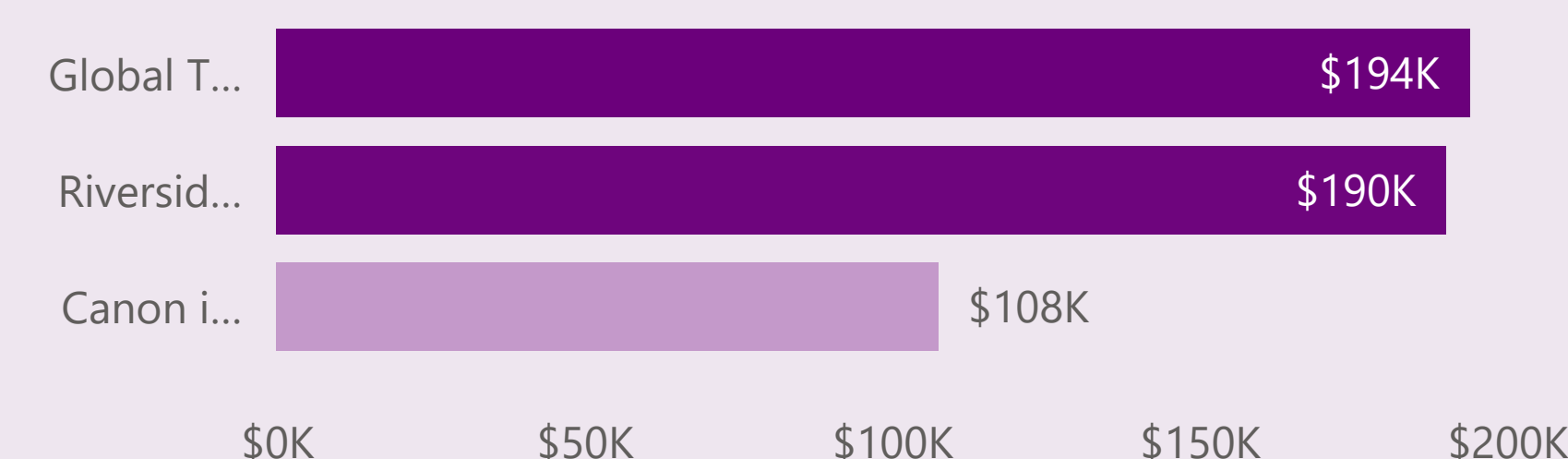
Total Sales by Customer Segment and Product Category



Top Three Customers



Top Three Products (Sales)



Select Period

ALL

Last 7 Days

MTD

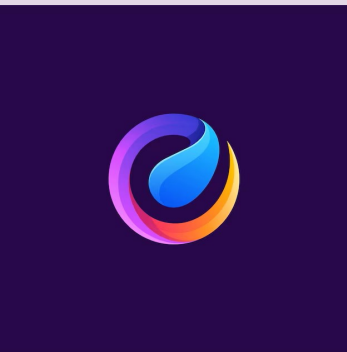
QTD

YTD

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PROFIT

ORDERS



E-TECH ANNUAL SALES REPORT (2020 - 2023)

Select Date

1/1/2020



Region

All



Total Profit

\$1,312,442

T_Profit YoY%: 45.6%

Returned Profit

\$22,535

R_Profits YoY%: 59.2%

Net Profit

\$1,289,907

N_Profit YoY% 45.4%

Net Profit TY

\$435,653

LY Var %: 23.2%

Net Profit Dec'23

\$74,728

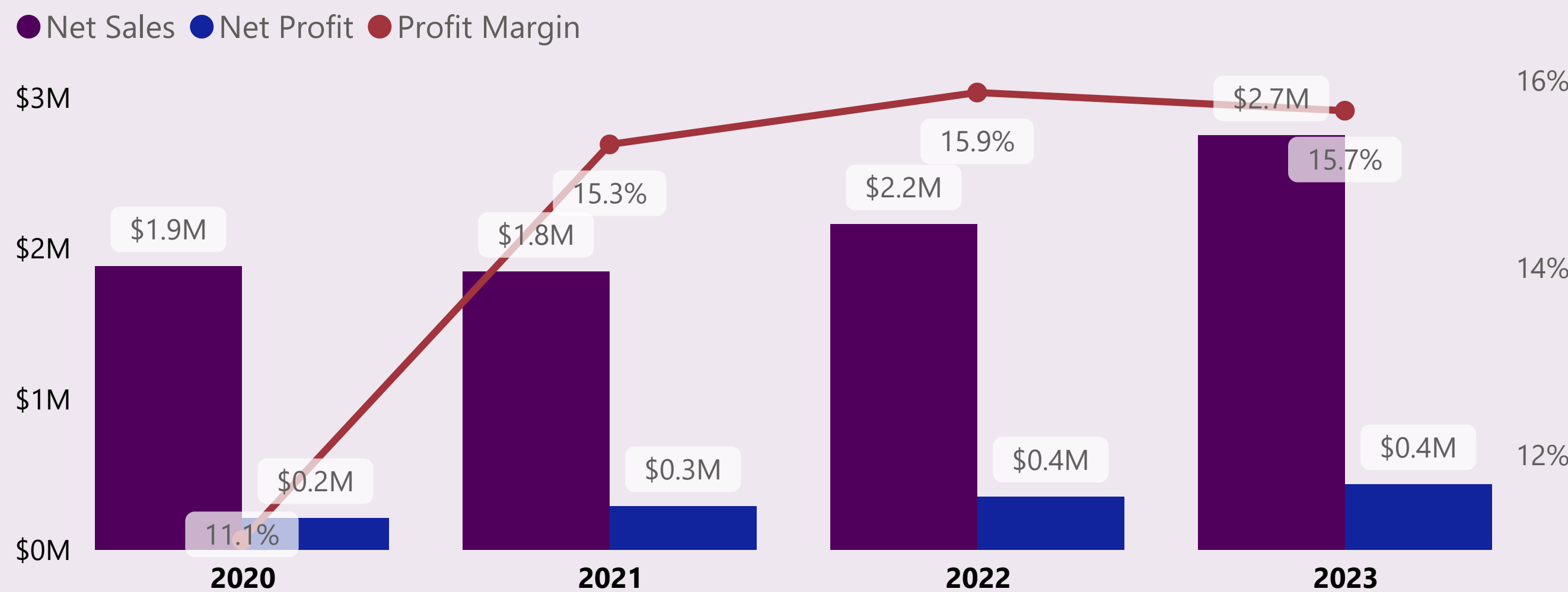
Dec_LY %: 26.5%

Nov_TY %: -26.6%

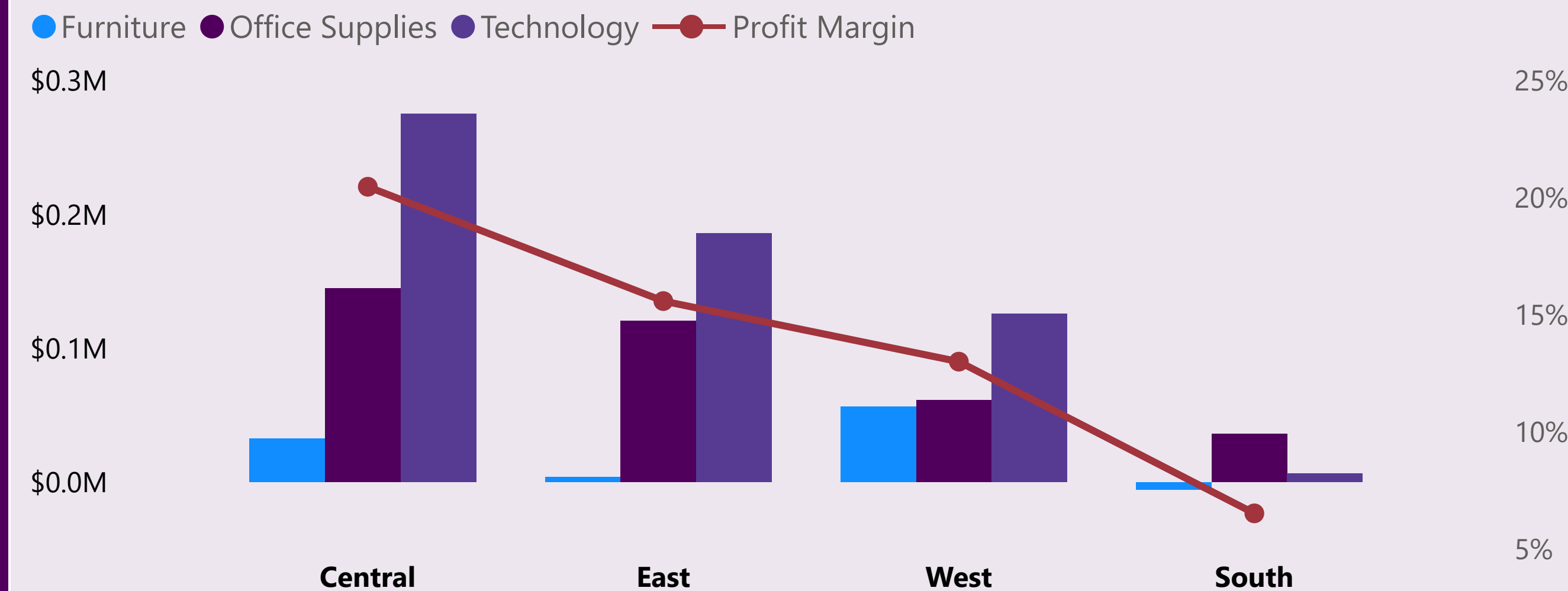
Profit Margin

14.7%

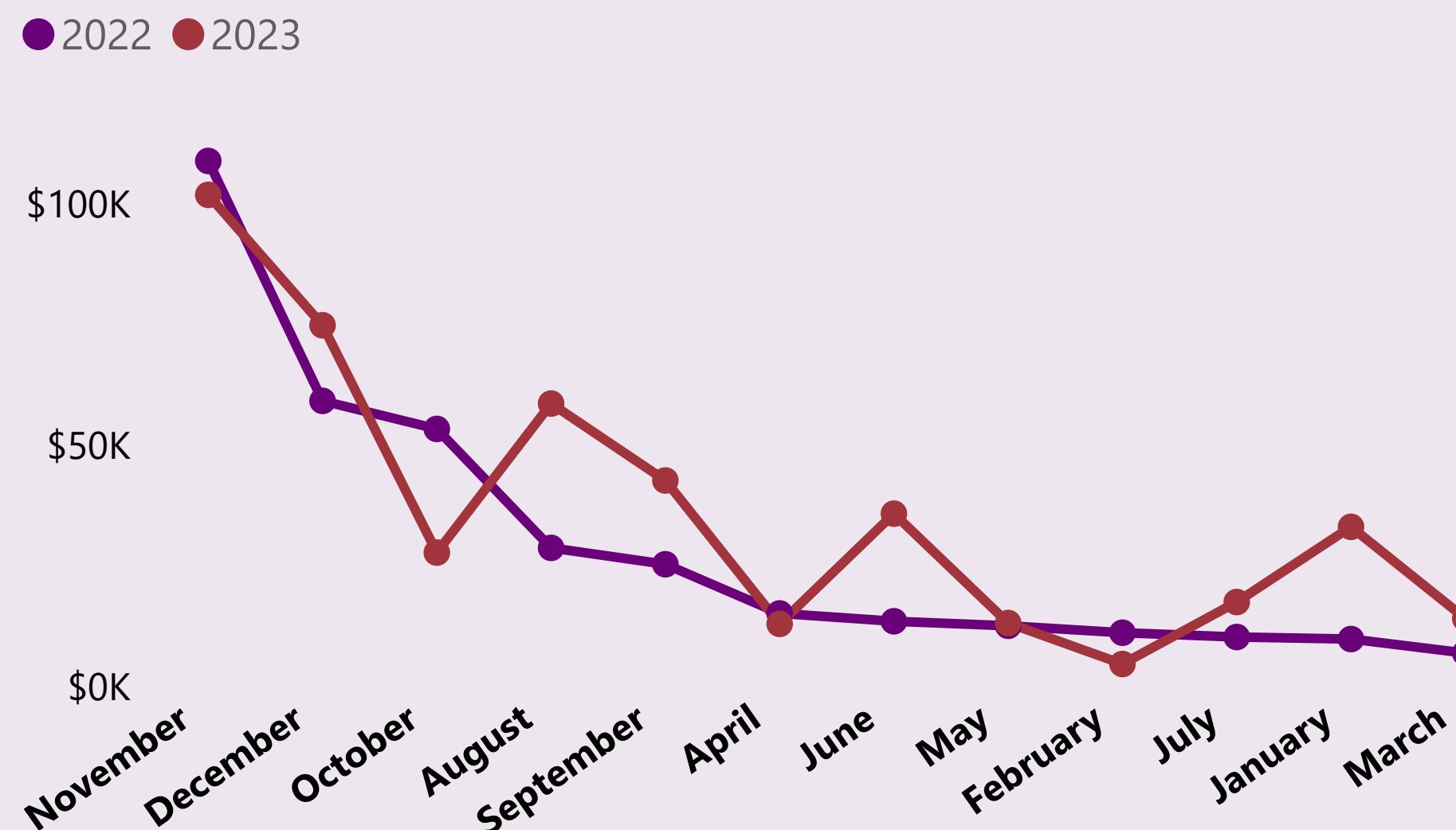
Annual Sales vs Profit Trend



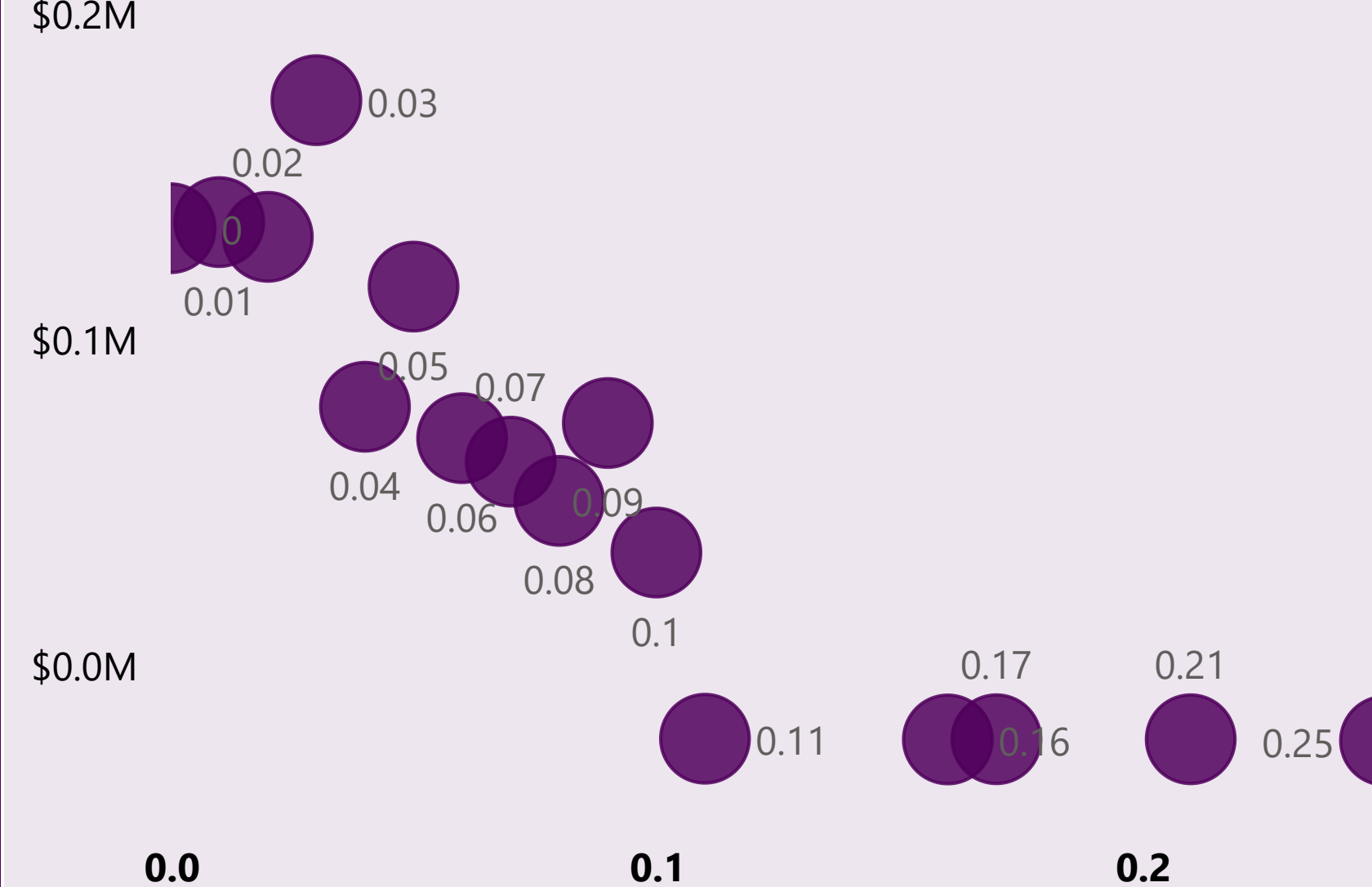
Net Profit by Year and Region



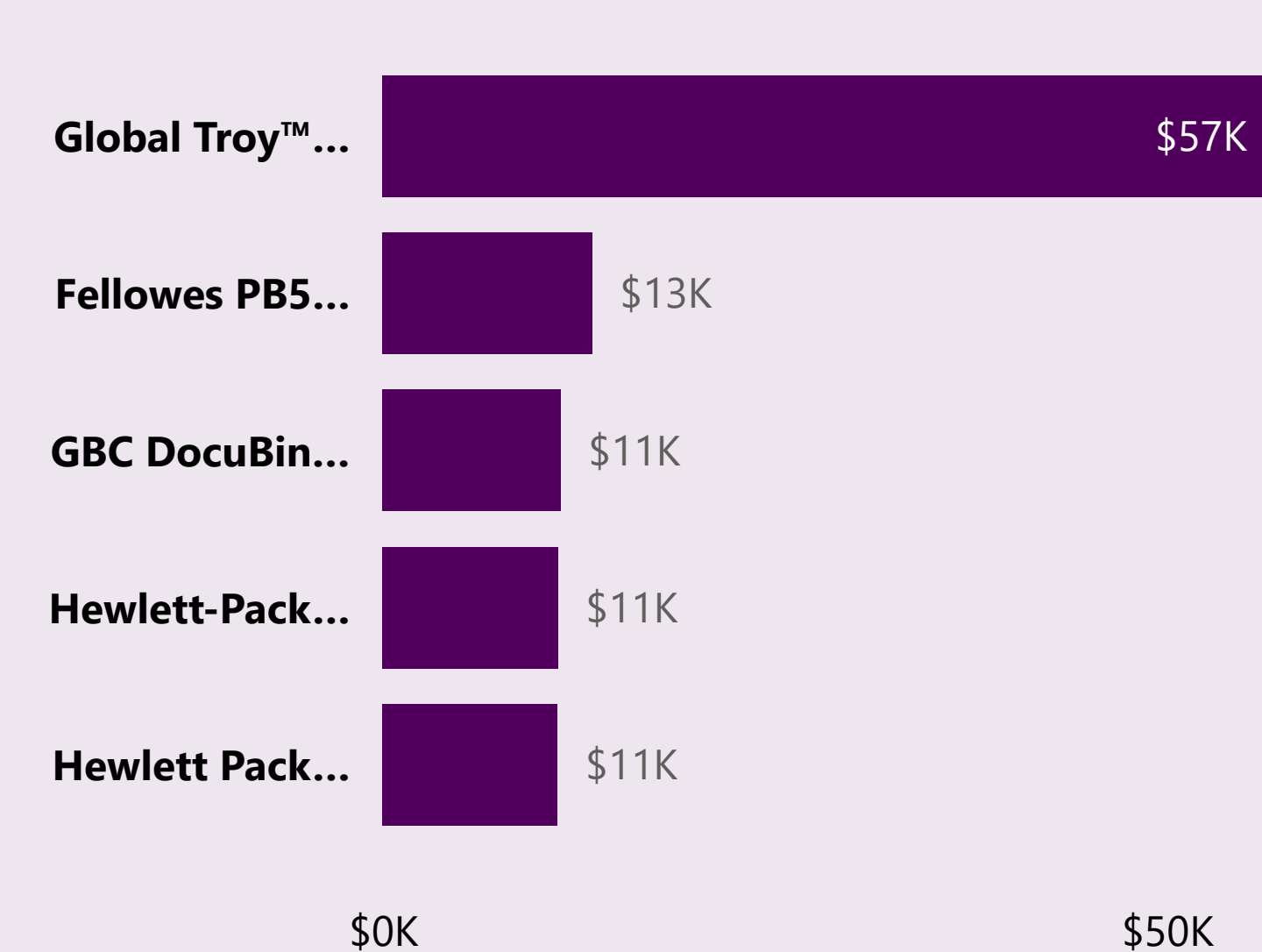
Net Profit (2022 vs 2023)



Net Profit Against Discount



Most Profitable Products



Select Period

ALL

Last 7 Days

MTD

QTD

YTD

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ORDERS



E-TECH ANNUAL SALES REPORT (2020 - 2023)

Select Date

1/1/2020



Region

All



Total Orders

9,426

Returned Orders

98

Fulfilled Orders

9,328

Rate of Fulfilment

98.96%

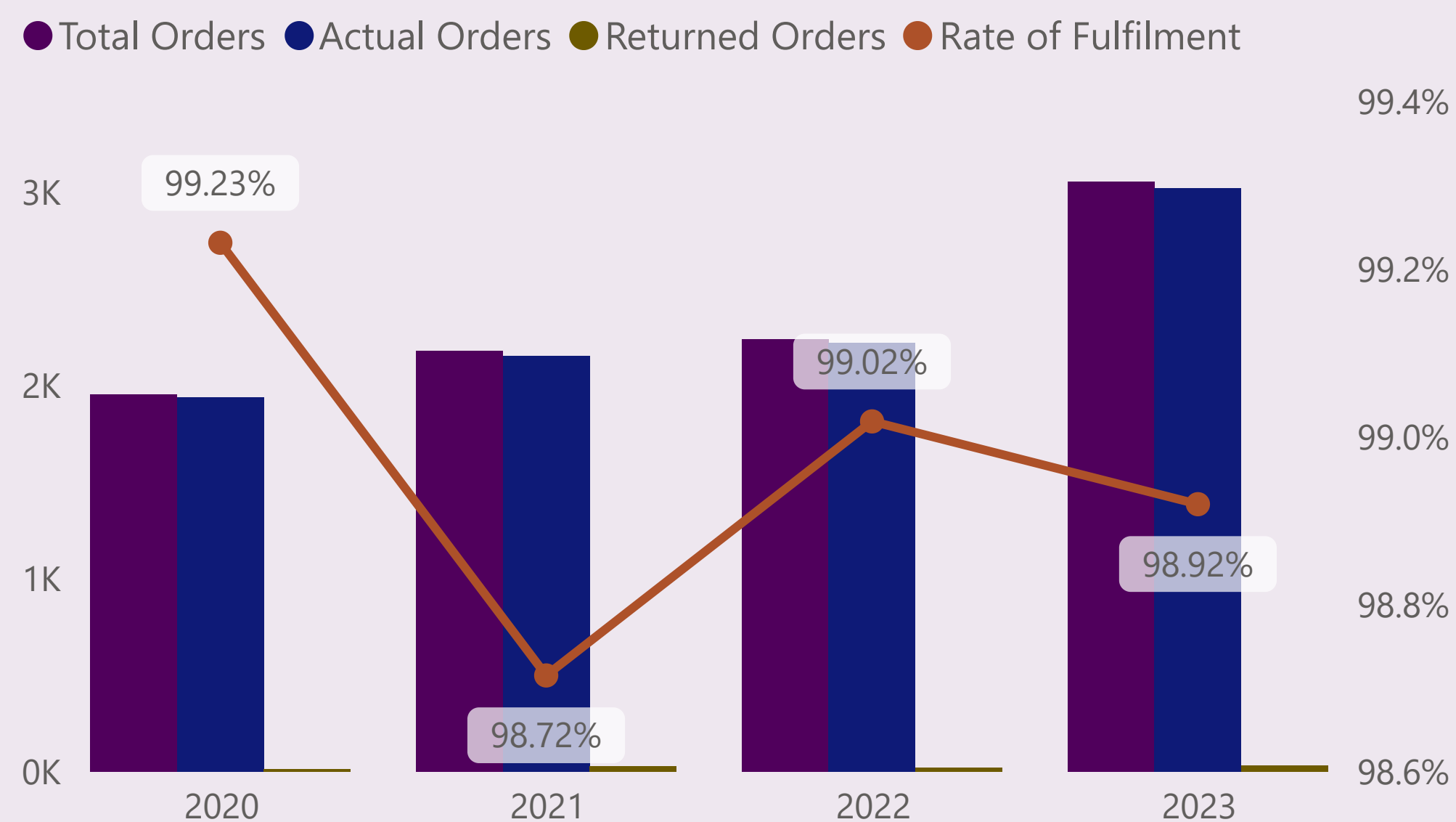
Avg Processing Days

2

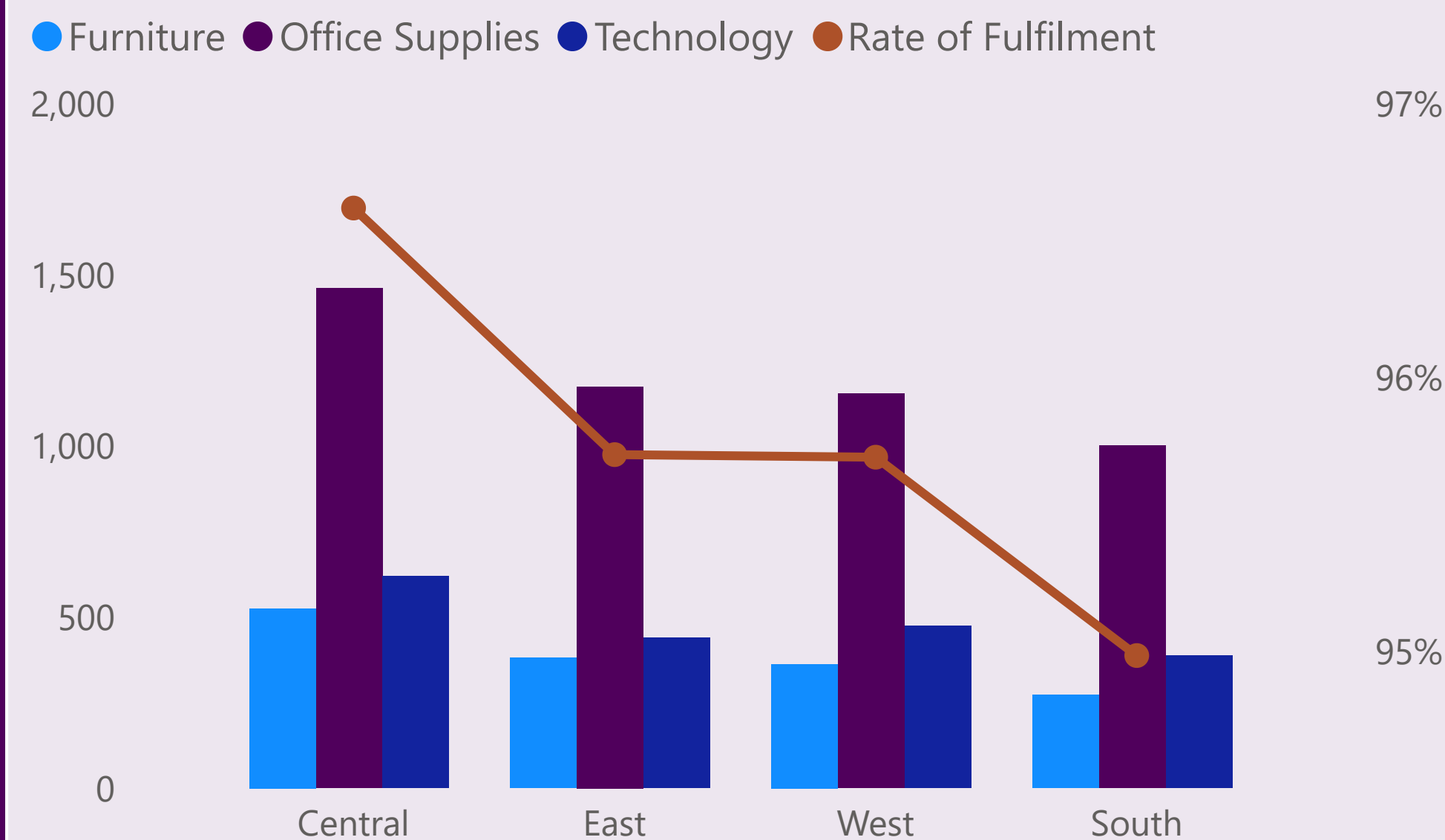
Avg Shipping Cost

\$13

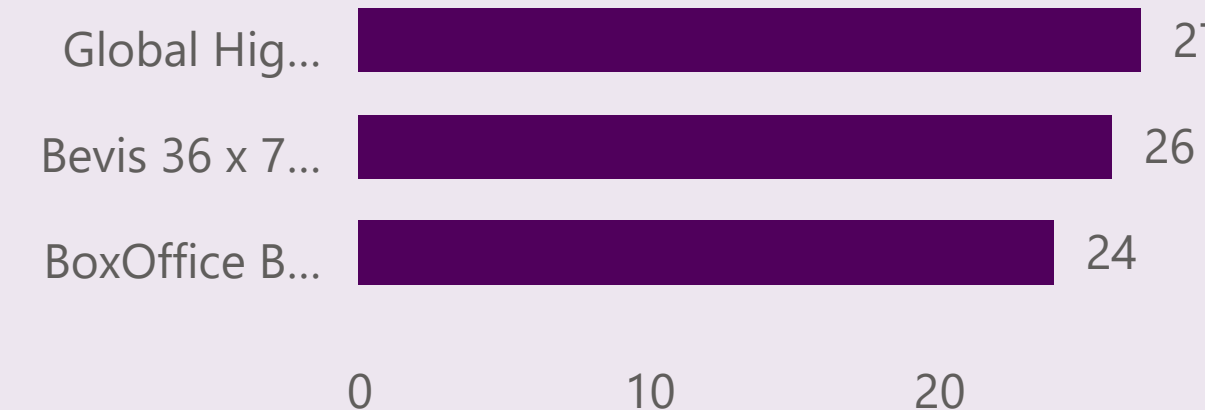
Total Orders v Order Fulfilment Trend



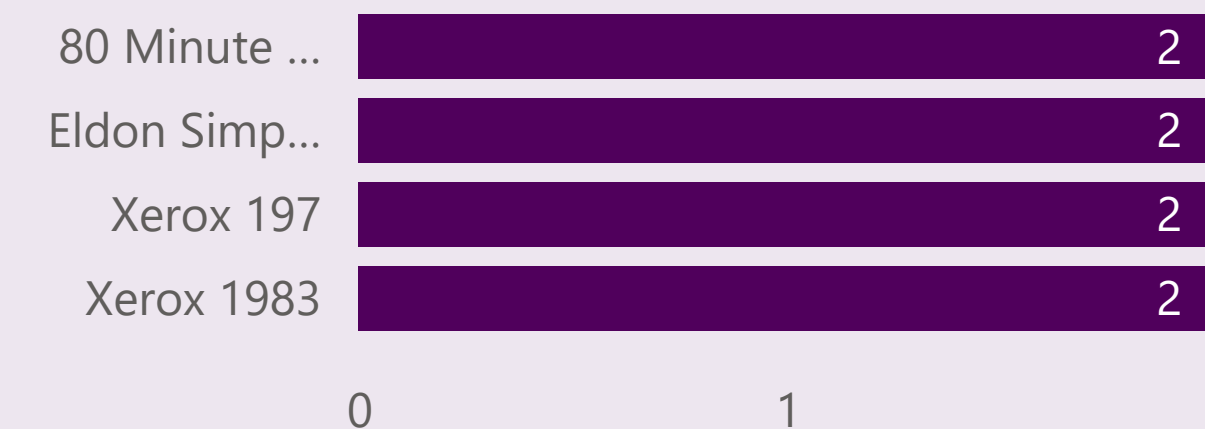
Orders and Rate of Fulfilment by Region



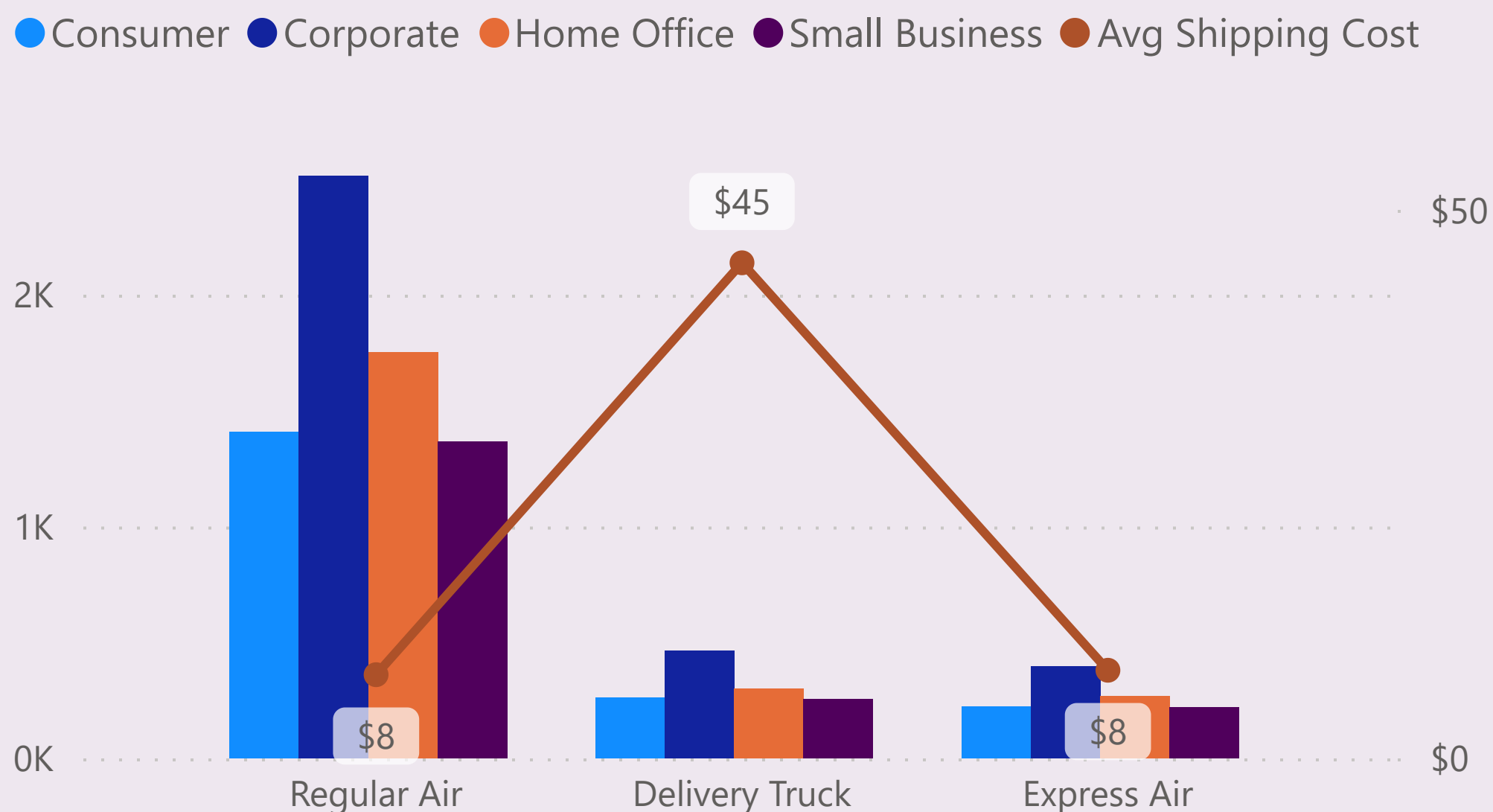
Most Ordered Products



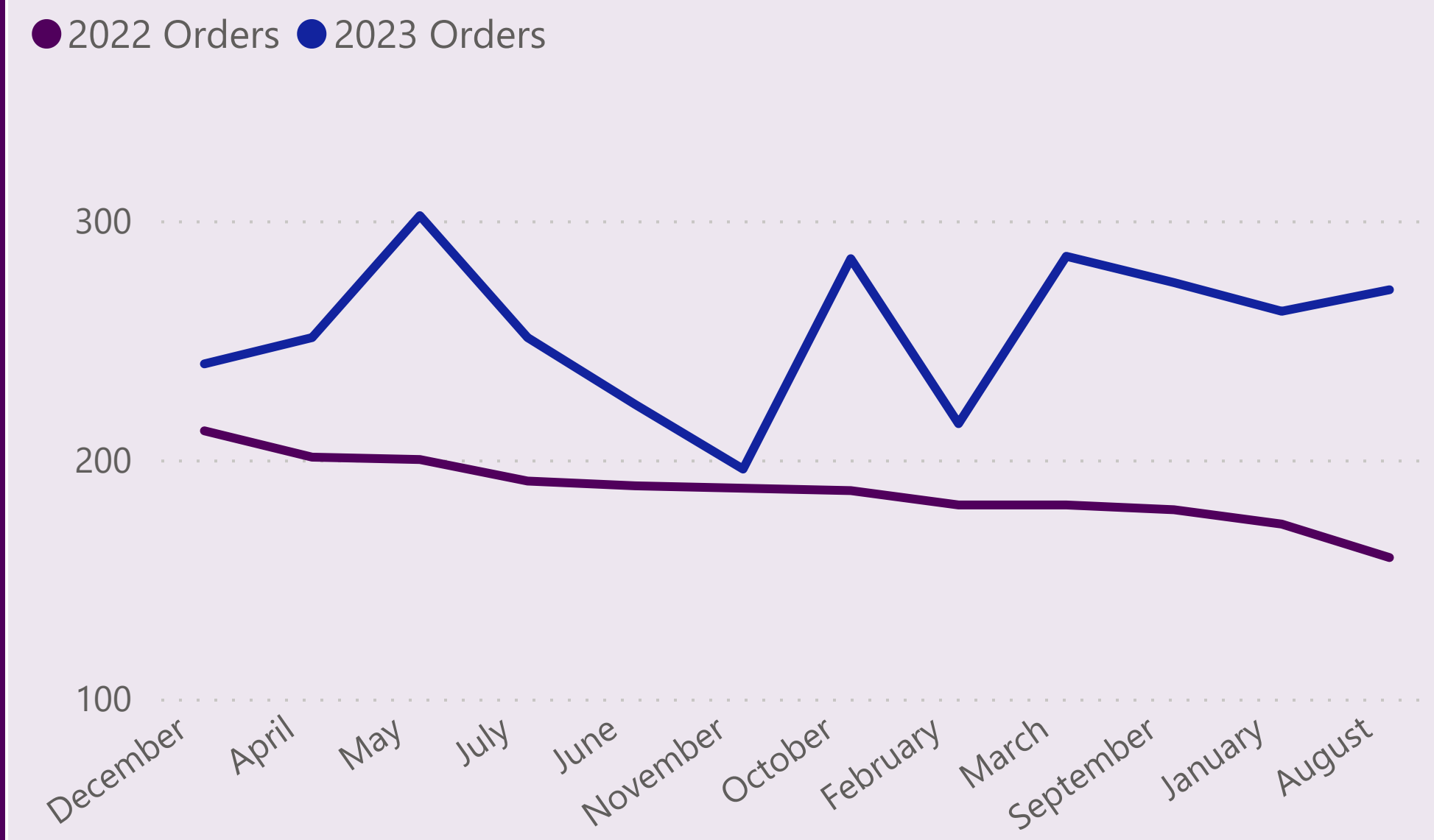
Most Returned Products



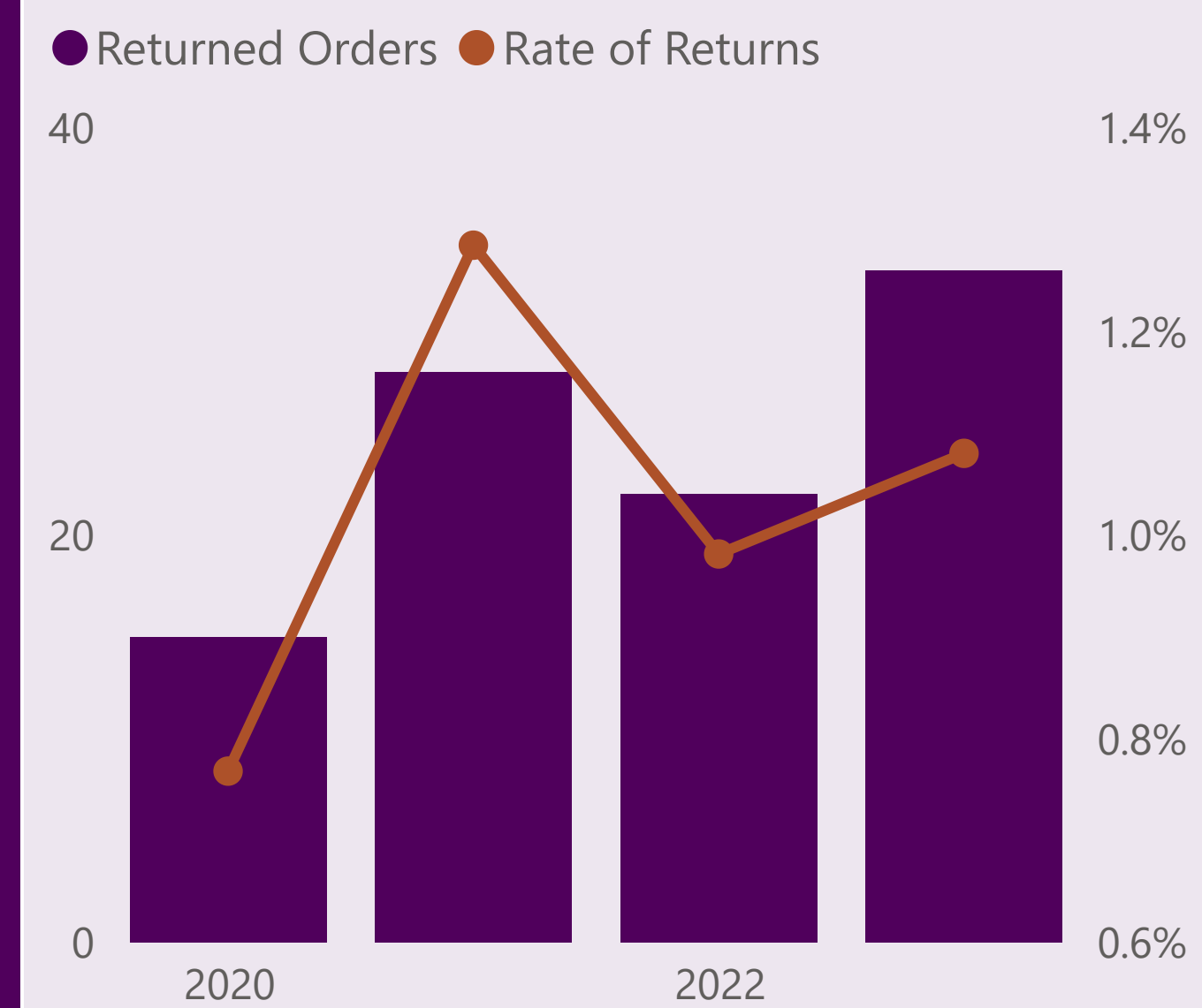
Total Orders and Avg Shipping Cost by Ship Mode and Customer Segment



Total Orders (2022 vs 2023)



Returned Orders and Rate Trend



Select Period

ALL

Last 7 Days

MTD

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