

Start of Month ▲	Total Profit	Total Sales (pre month)	MoM Sales Change %	MoM Boxes Change %	MoM Costs Change %	MoM Profit Change %	Latest Date	Total Sale
01 February 2023	\$13,85,197						01-02-2023 00:00:00	
01 March 2023	\$16,80,324	\$22,71,726	21.9%	0.18	0.23	0.21	01-03-2023 00:00:00	
01 April 2023	\$14,88,747	\$27,69,475.5	-13.5%	-0.10	-0.17	-0.11	01-04-2023 00:00:00	
01 May 2023	\$16,82,318	\$23,95,138.5	16.8%	0.19	0.23	0.13	01-05-2023 00:00:00	
01 June 2023	\$15,31,338	\$27,97,044.75	-9.1%	-0.14	-0.09	-0.09	01-06-2023 00:00:00	
01 July 2023	\$15,30,288	\$25,43,715	2.2%	0.05	0.06	0.00	01-07-2023 00:00:00	
01 August 2023	\$15,41,103	\$25,99,719.75	-0.3%	0.06	-0.02	0.01	01-08-2023 00:00:00	
01 September 2023	\$15,41,772	\$25,91,705.25	2.2%	0.00	0.05	0.00	01-09-2023 00:00:00	
01 October 2023	\$17,33,474	\$26,49,667.5	7.4%	0.06	0.00	0.12	01-10-2023 00:00:00	
01 November 2023	\$12,98,069	\$28,45,233	-19.9%	-0.17	-0.12	-0.25	01-11-2023 00:00:00	
01 December 2023	\$18,25,271	\$22,79,049.75	28.9%	0.17	0.14	0.41	01-12-2023 00:00:00	
01 January 2024	\$16,84,678	\$29,38,828.5	-3.6%	0.01	0.03	-0.08	01-01-2024 00:00:00	
01 February 2024	\$16,01,490	\$28,33,089.75	-10.8%	-0.17	-0.19	-0.05	01-02-2024 00:00:00	
Total	\$2,05,24,070						01-02-2024 00:00:00	



AWESOME CHOCOLATES

ORGANIC - WHOLESOME

Bars

Bites

Other

Canada

India

New...

UK

USA

Total Sales

3M

This Month 205.42K

MoM % -20.2%

Total Boxes

180K

Total Shipments

502

Total costs

1.11M

Total Profit

\$2M

60.0%

61.3%

Sales

Boxes

Shipments

Costs

Profit

Boxes by Start of Month

Start of Month	Shipments
Mar 2023	46
Apr 2023	27
May 2023	47
Jun 2023	32
Jul 2023	39
Aug 2023	42
Sep 2023	40
Oct 2023	39
Nov 2023	32
Dec 2023	51
Jan 2024	48
Feb 2024	30

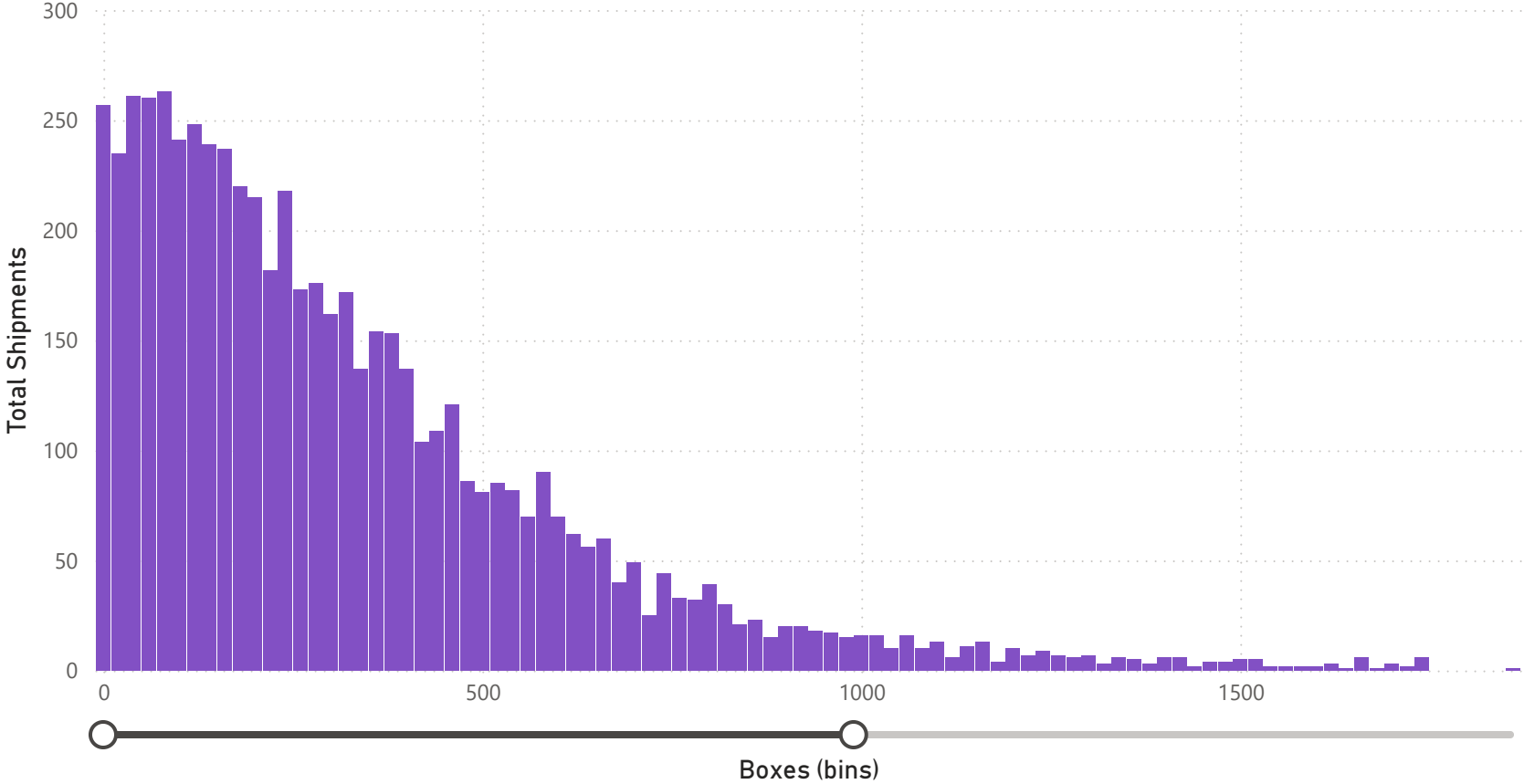
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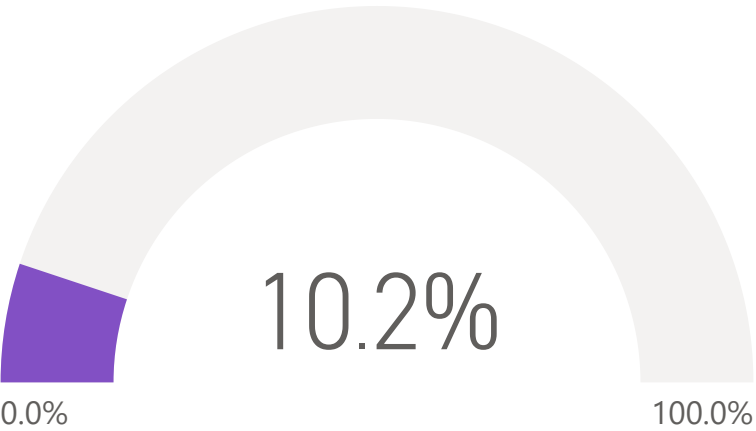
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









Sales person	Sales	Profit	Profit %	LBS %	
Roddy Speechley	146K	\$103K	70.8%	9.1%	✓
Brien Boise	143K	\$102K	71.7%	9.5%	✓
Kaine Padly	133K	\$97K	72.7%		✓
Barr Faughny	138K	\$93K	67.5%	9.5%	✓
Rafaelita Blaksland	133K	\$91K	68.0%	19.0%	✓
Gunar Cockshoot	134K	\$89K	66.4%		✓
Kelci Walkden	109K	\$84K	77.0%	10.5%	✓
Curtice Advani	127K	\$82K	65.0%	9.5%	✓
Jan Morforth	124K	\$82K	66.1%	22.7%	✓
Karlen McCaffrey	120K	\$78K	65.1%	15.0%	✓
Husein Augar	129K	\$75K	58.2%	5.0%	✗
Wilone O'Kielt	104K	\$74K	71.5%	11.8%	✓
Oby Sorrel	124K	\$70K	56.7%		✗
Madelene Upcott	117K	\$69K	58.9%	14.3%	✗
Marney O'Breen	109K	\$69K	63.2%	14.3%	✓

Total Shipments by Boxes (bins)



LBS %



Picture	Sales person	Total Sales	Total Profit	Profit % ▼	LBS %	Profit Target Indicator
	Marney O'Brien	1325385	\$8,84,148	<div><div></div></div> 66.7%	13.5%	✓
	Kelci Walkden	1517603	\$9,88,320	<div><div></div></div> 65.1%	10.5%	✓
	Van Tuxwell	1376532	\$8,89,938	<div><div></div></div> 64.7%	8.9%	✓
	Rafaelita Blaksland	1502559	\$9,58,816	<div><div></div></div> 63.8%	8.2%	✓
	Husein Augar	1473073	\$9,26,895	<div><div></div></div> 62.9%	13.3%	✓
	Gigi Bohling	1365107	\$8,58,416	<div><div></div></div> 62.9%	9.9%	✓
	Dotty Strutley	1423994	\$8,92,576	<div><div></div></div> 62.7%	12.1%	✓
	Brien Boise	1307102	\$8,14,999	<div><div></div></div> 62.4%	9.6%	✓
	Gunar Cockshoot	1382373	\$8,60,284	<div><div></div></div> 62.2%	10.7%	✓
	Jehu Rudeforth	1388151	\$8,53,163	<div><div></div></div> 61.5%	7.3%	✓



