



# Revenue & Margin Analysis

Month Name

All

Team

All

Supplier

All

## Operational Revenue

\$9,681,527

Best Month: November

\$1,189,150



Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

## Gross Margin

\$4,018,847

Best Month: November

\$496,568



Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

## Gross Margin %

42%

Best Month: January

42%

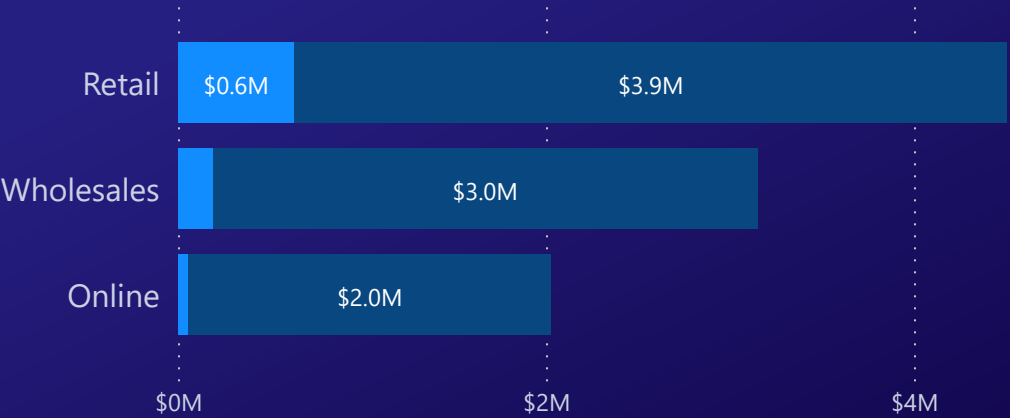


Jan Feb Mar Apr May Jun Jul Aug Sep Oct Nov Dec

Supplier	Revenue	Gross Margin	GM %
<input type="checkbox"/> Sweets Wholesale	\$476,384	\$227,055	48%
Canned Sweets	\$68,601	\$32,350	47%
Sweets	\$407,783	\$194,705	48%
<input type="checkbox"/> King Coffee	\$857,316	\$365,097	43%
Teas	\$4,001	\$1,950	49%
Ground Coffee	\$57,677	\$26,099	45%
Total	\$9,681,527	\$4,018,847	42%

## Revenue by Team and Category

Category ● Drinks ● Food





# Income Statement

Month Name

All

\$9,681,527

Revenue

\$5,662,680

Costs

\$1,849,758

Expenses

\$2,169,089

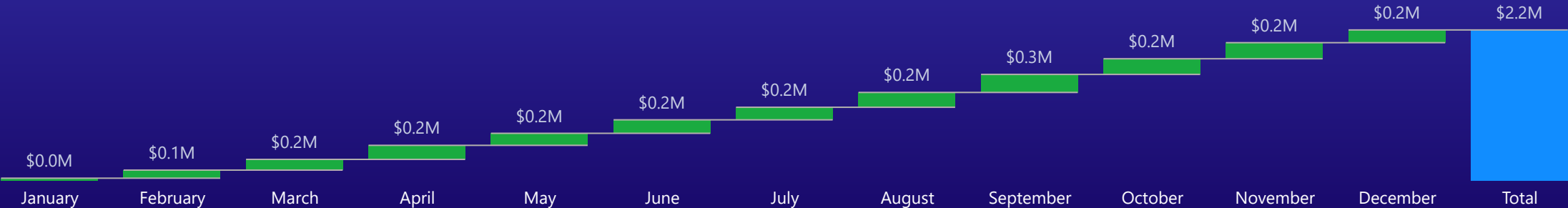
Operating Income

22.4%

VA

## Operating Income by Month

● Increase ● Decrease ● Total



Month Name	January			February			March			April			
Header Account	VA	HA	PnL	VA	HA	PnL	VA	HA	PnL	VA	HA	PnL	VA
⊕ GROSS REVENUE	100.0%		\$256,569	100.0%	↑ 116.5%	\$555,492	100.0%	↑ 15.5%	\$641,542	100.0%	↑ 22.3%	\$784,661	100.0%
⊕ GROSS MARGIN	42.3%		\$108,462	41.0%	↑ 109.9%	\$227,657	41.6%	↑ 17.1%	\$266,691	39.5%	↑ 16.2%	\$309,776	42.2%
⊕ OPERATING INCOME	14.8%		\$38,074	20.9%	↑ 205.6%	\$116,370	24.0%	↑ 32.3%	\$153,913	25.7%	↑ 31.2%	\$201,927	25.9%
⊕ (-) Operating Expenses	-27.4%		(\$70,388)	-20.0%	↓ -58.1%	(\$111,287)	-17.6%	↓ -1.3%	(\$112,778)	-13.7%	↑ 4.4%	(\$107,849)	-16.3%
⊕ (-) Cost of Sales	-57.7%		(\$148,107)	-59.0%	↓ -121.4%	(\$327,834)	-58.4%	↓ -14.3%	(\$374,851)	-60.5%	↓ -26.7%	(\$474,886)	-57.8%



# Financial Simulator

Month Name

All

\$0

Variance Revenue

(\$4,247,010)

Variance Costs

\$0

Variance Expenses

\$4,247,010

Variance Income



196%

Variance Income %

If we change the Qty of Items by:

0%

All

If we change the Unit Price by:

0%

All

What  
IF?

If we change the Product Costs by:

-75%

-75.0%

If we change the Expenses by:

0%

All

Month Name	January			February			March			April			May	
Header Account	PnL	PnL Scenario	VAR %	PnL	PnL Scenario	VAR %	PnL	PnL Scenario	VAR %	PnL	PnL Scenario	VAR %	PnL	PnL Scenario
+ (-) Cost of Sales	(\$148,107)	(\$37,027)	75.0%	(\$327,834)	(\$81,959)	75.0%	(\$374,851)	(\$93,713)	75.0%	(\$474,886)	(\$118,721)	75.0%	(\$386,192)	(\$93,713)
+ (-) Operating Expenses	(\$70,388)	(\$70,388)	0.0%	(\$111,287)	(\$111,287)	0.0%	(\$112,778)	(\$112,778)	0.0%	(\$107,849)	(\$107,849)	0.0%	(\$108,783)	(\$107,849)
+ GROSS MARGIN	\$108,462	\$219,542	102.4%	\$227,657	\$473,533	108.0%	\$266,691	\$547,829	105.4%	\$309,776	\$665,940	115.0%	\$281,676	\$547,829
+ GROSS REVENUE	\$256,569	\$256,569	0.0%	\$555,492	\$555,492	0.0%	\$641,542	\$641,542	0.0%	\$784,661	\$784,661	0.0%	\$667,868	\$641,542
+ OPERATING INCOME	\$38,074	\$149,154	291.7%	\$116,370	\$362,246	211.3%	\$153,913	\$435,051	182.7%	\$201,927	\$558,091	176.4%	\$172,893	\$435,051