

2023 Sales Performance

\$69,62,074

YTD Revenue

30.9%

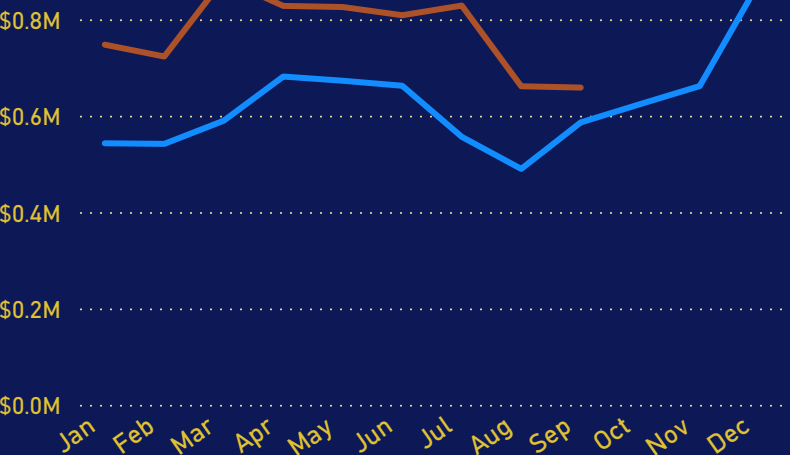
YOY Difference

\$53,20,116

Previous YTD Revenue

Year Over Year Revenue by Month

Year ● 2022 ● 2023



\$85,00,000

Goal

81.9%

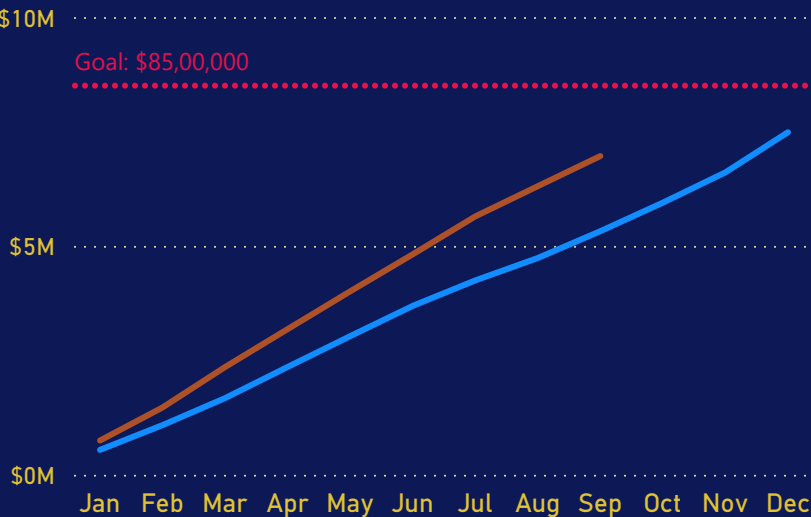
Progress Towards Goal

\$69,62,074

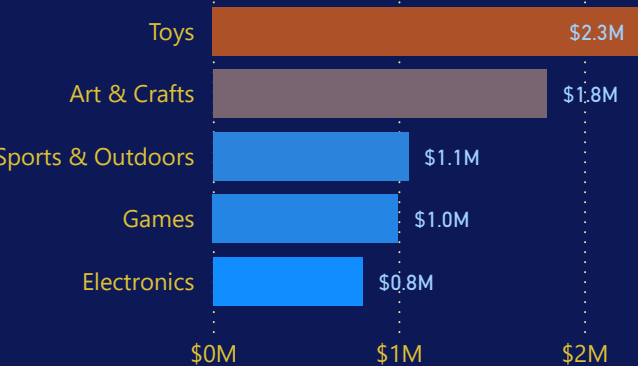
YTD Revenue

YTD Revenue Progress Towards Goals

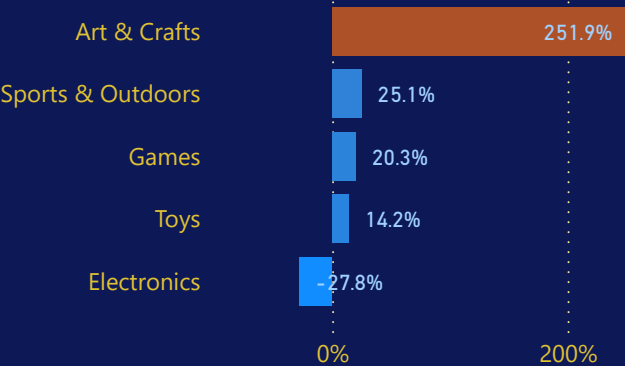
Year ● 2022 ● 2023



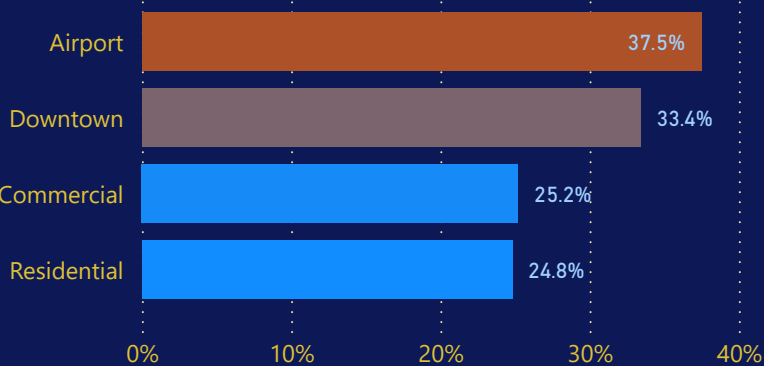
YTD Revenue by Product Category



YOY Difference by Product Category




YOY Difference by Store Location




Goal Projection

Goal Set: 



AVG Daily Sales Set: 



99.2%

Progress Towards Projected Goal

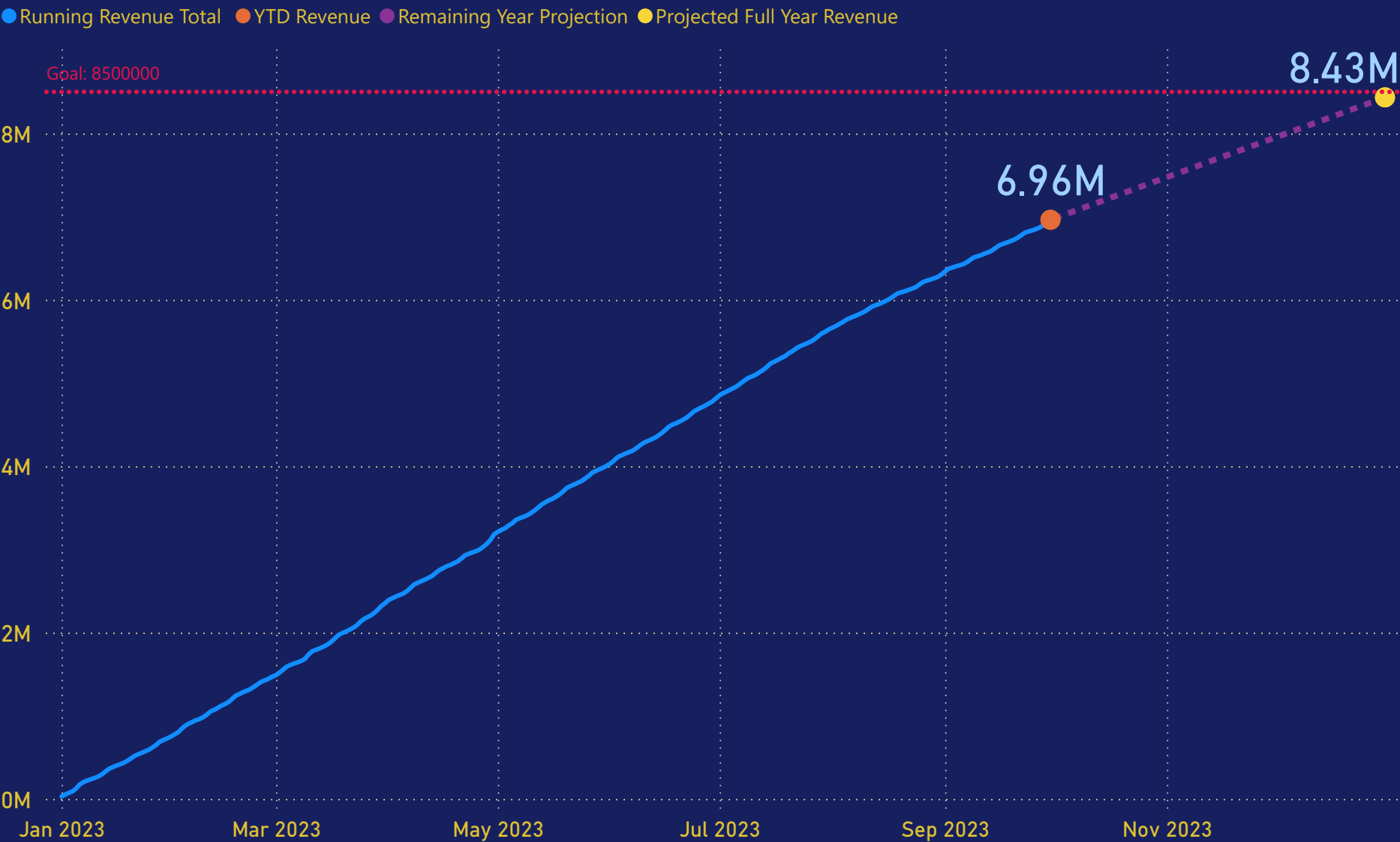
\$85,00,000

Interactive Goal

\$84,34,074

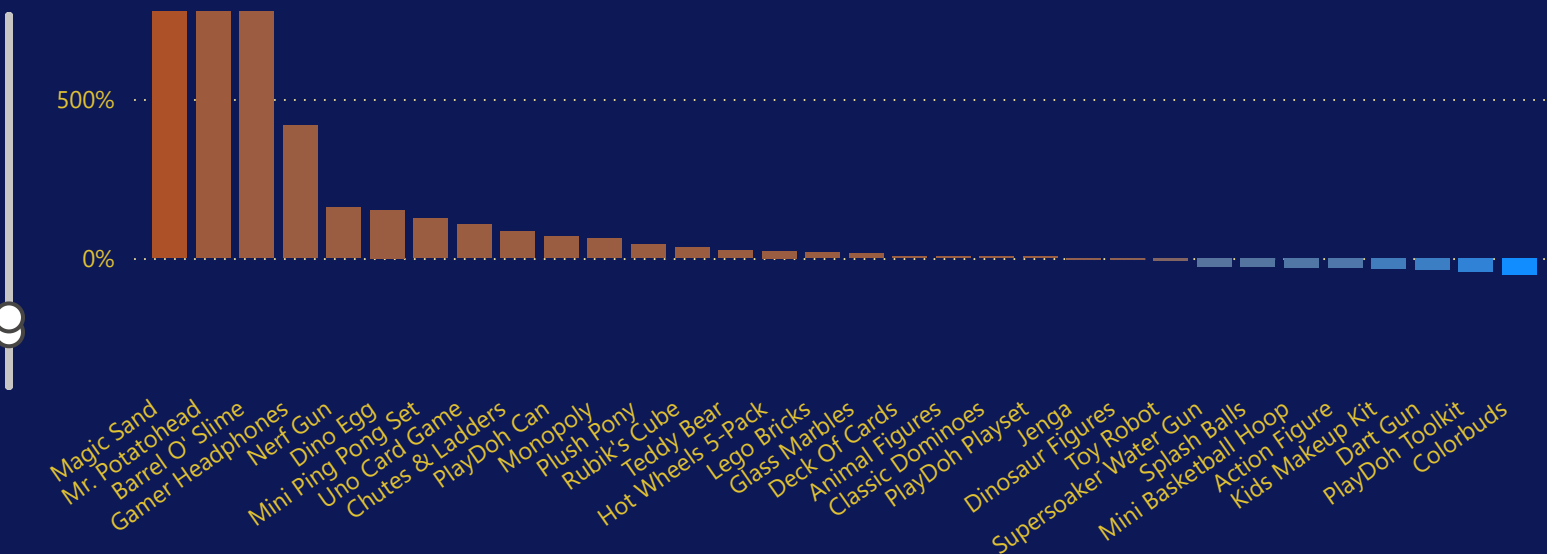
Running Total + Forecast

2023 Projected Revenue Based on YTD AVG Daily Revenue (vs Goal)



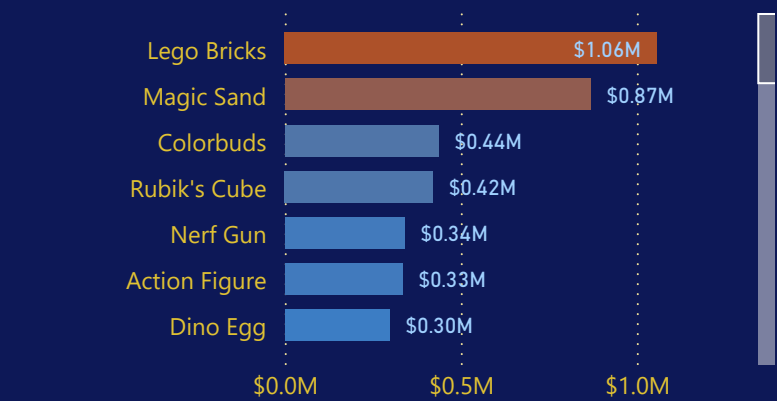
Product Performance

YOY Difference in Revenue by Product

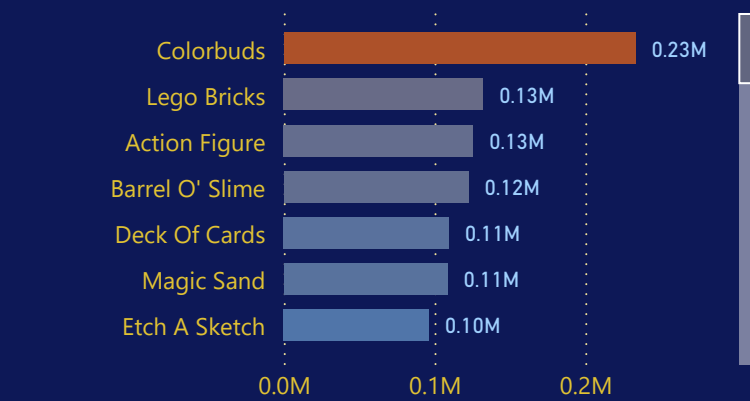


Product Name	LY YTD Revenue	CY YTD Revenue	% Difference
Uno Card Game	\$12,145	\$5,929	104.9%
Toy Robot	\$1,25,948	\$1,38,943	- 9.4%
Teddy Bear	\$39,165	\$31,436	24.6%
Supersoaker Water Gun	\$39,169	\$52,870	-25.9%
Splash Balls	\$2,08,640	\$2,84,507	-26.7%
Rubik's Cube	\$4,20,750	\$3,14,123	33.9%
Plush Pony	\$50,595	\$35,162	43.9%
Playfoam	\$45,696		
PlayDoh Toolkit	\$38,233	\$65,219	-41.4%
PlayDoh Playset	\$66,623	\$66,248	0.6%
PlayDoh Can	\$1,64,280	\$97,911	67.8%
Nerf Gun	\$3,40,230	\$1,31,514	158.7%
Mr. Potatohead	\$44,024	\$1,118	5173.8%
Total	\$69,62,074	\$53,20,116	30.9%

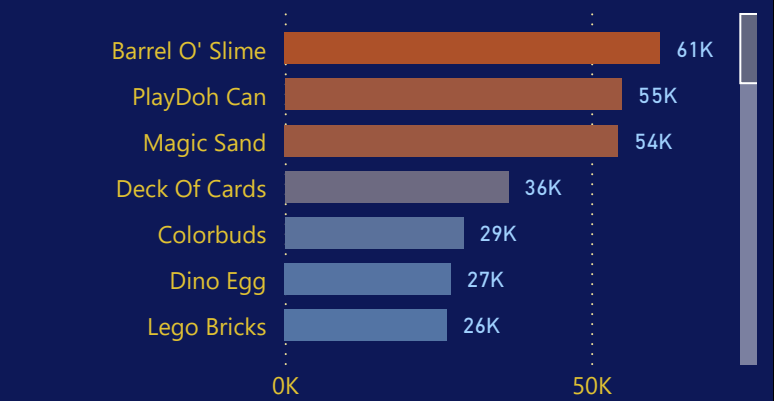
YTD Revenue by Product



YTD Profit by Product

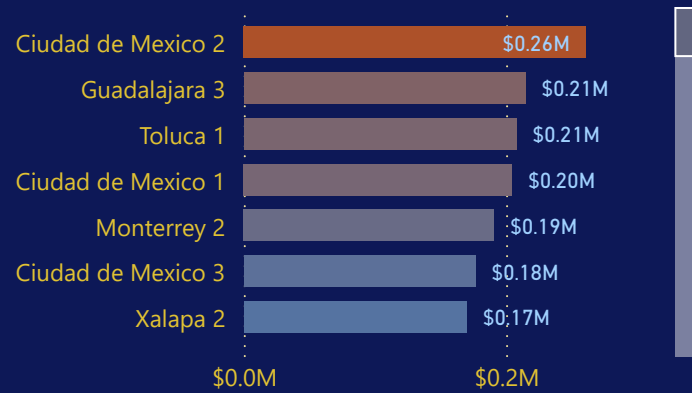


YTD Units by Product

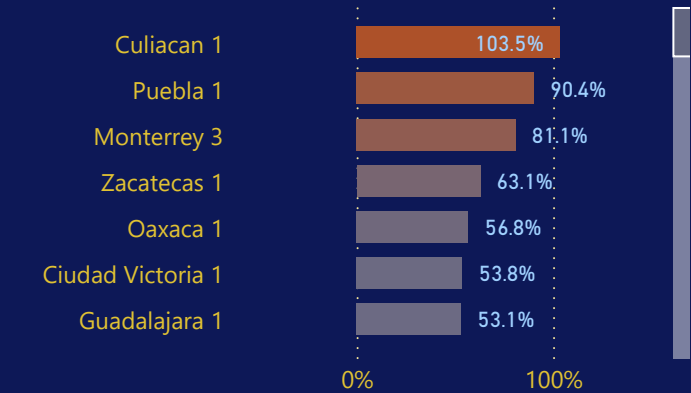


2023 Store Performance

YTD Revenue by Store



YOY Difference by Store



Stores Low on Top Revenue Products

Store Name	On Hand Stock	Avg Daily Units Sold	Days of Inventory
Zacatecas 1			
Magic Sand	2	21.29	0.09
Lego Bricks	8	13.00	0.62
Xalapa 2			
Magic Sand	9	20.20	0.45
Xalapa 1			
Magic Sand	12	17.60	0.68
Villahermosa 1			
Lego Bricks	12	14.13	0.85
Dino Egg	0	8.50	0.00
Action Figure	5	7.60	0.66
Toluca 2			
Action Figure	10	21.50	0.47
Toluca 1			
Dino Egg	7	12.67	0.55
Santiago 1			
Lego Bricks	6	21.00	0.29
San Luis Potosi 1			
Dino Egg	8	14.57	0.55
Saltillo 2			
Lego Bricks	10	12.50	0.80
Colorbuds	6	10.75	0.56
Saltillo 1			
Magic Sand	2	8.93	0.22
Gamer Headphones	4	11.00	0.36
Puebla 3			
Nerf Gun	6	16.00	0.38

Revenue and YOY Difference by Store Location

