Financial Performance & Forecast Dashboard Report

# 1. Introduction

This dashboard presents a comprehensive financial performance overview along with short-term forecasts, combining historical data (2024) with predictive insights for the first quarter of 2025. It helps decision-makers track KPIs, compare account contributions, and assess upcoming trends, all in one place for efficient planning and strategy alignment.

# 2. Dashboard Overview

## KPI Cards

• Average Monthly Value: 81.16K → Indicates steady monthly financial activity.

• Forecast Value (Next 3 Months): 346M → Predicts expected sales growth from Jan–Mar 2025.

• Total Yearly Sales: 14.21B → Represents the overall financial strength.

## Visuals

1. Line Chart (2024–2025 Trend: Actual vs Forecast): Displays the financial performance trajectory, highlighting both actual results and predicted values for 2025.

2. Clustered Column Chart (Month-wise Actual vs Forecast): Provides a side-by-side comparison of actual vs forecasted sales across months.

3. Donut Chart (Monthly Contribution): Shows the percentage contribution of each month to total yearly sales, helping identify peak and low-performing months.

4. Financial Table (By English Name): Breaks down accounts (liabilities, assets, debt, inventories) with yearly averages and monthly totals.

5. Top Performing Accounts (Bar Chart): Highlights the accounts contributing the most to overall sales performance.

# 3. Key Insights

• Total sales remain strong, reaching 14.21B in 2024.

• Forecasted growth (346M) for Jan–Mar 2025 indicates positive momentum despite some volatility.

• YoY Growth Analysis: 2024 peaked at 1.2B; a dip is observed entering 2025.

• Account Concentration: A few accounts (like 9501D, 44500U, 8041D) dominate performance, showing reliance on top contributors.

• Seasonality: Certain months consistently outperform others, suggesting sales cycles or external market effects.

• Risk & Opportunity: Decline in early 2025 signals the need for account diversification and tighter forecasting accuracy.

# 4. Business Impact

• Enables management to monitor revenue, growth trends, and forecasted performance at a glance.

• Helps anticipate future cash flow and budget allocation for Q1 2025.

• Identifies dependency on top-performing accounts, guiding risk mitigation and diversification strategies.

• Improves transparency in financial planning by blending historical data + predictive insights.

# 5. Conclusion

The Financial Performance & Forecast Dashboard provides a 360° view of revenue trends and near-term predictions, empowering decision-makers with actionable insights. By leveraging this dashboard, organizations can:  
- Make data-driven financial decisions.  
- Forecast short-term risks and opportunities.  
- Strategically align planning with actual and projected results.