

\$22M

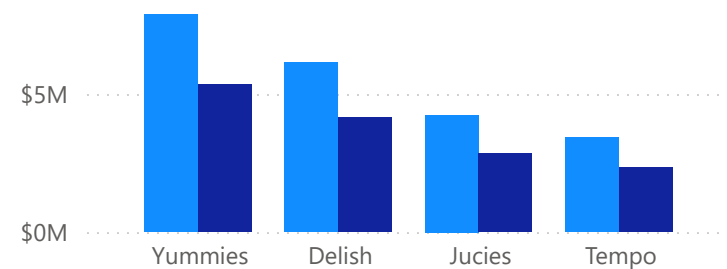
Total sales

\$15M

Total Profit

Total sales and Total Profit by Team

● Total sales ● Total Profit



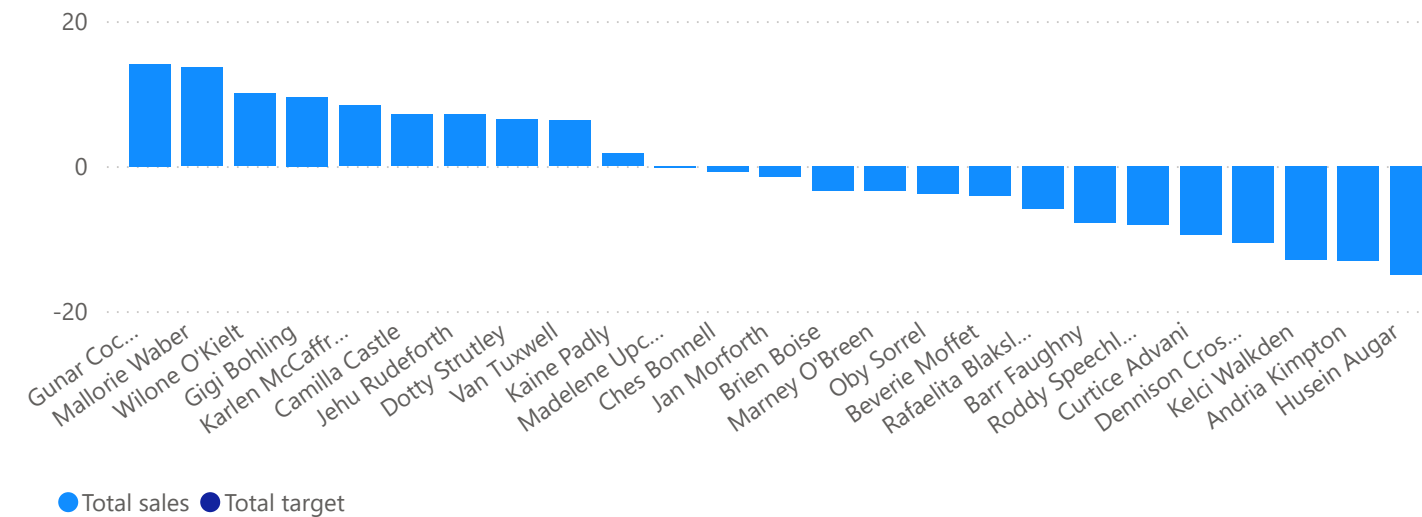
Product	Total Profit	Total Box	profit per box
After Nines	\$759 388	39893	19,04
Caramel Stuffed Bars	\$948 097	48730	19,46
Manuka Honey Choco	\$623 290	39124	15,93
Milk Bars	\$868 786	37635	23,08
Organic Choco Syrup	\$962 393	45761	21,03
Total	\$4 161 954	211143	19,71

Sales Person	Variance %
<input type="checkbox"/> Gigi Bohling	
<input type="checkbox"/> 2021	
October	543,56
<input type="checkbox"/> Husein Augar	187,78
<input type="checkbox"/> Gunar Cockshoot	126,83
<input type="checkbox"/> Ches Bonnell	115,40
<input type="checkbox"/> Curtice Advani	106,97
<input type="checkbox"/> Barr Faughny	104,19
<input type="checkbox"/> Roddy Speechley	75,88

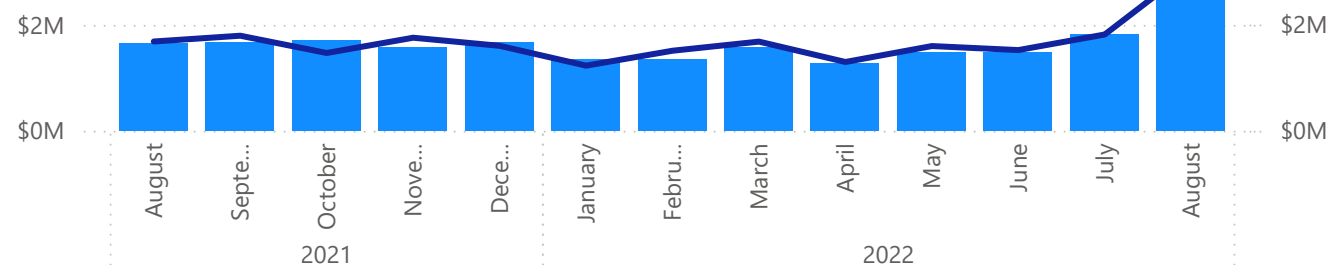
Product

All

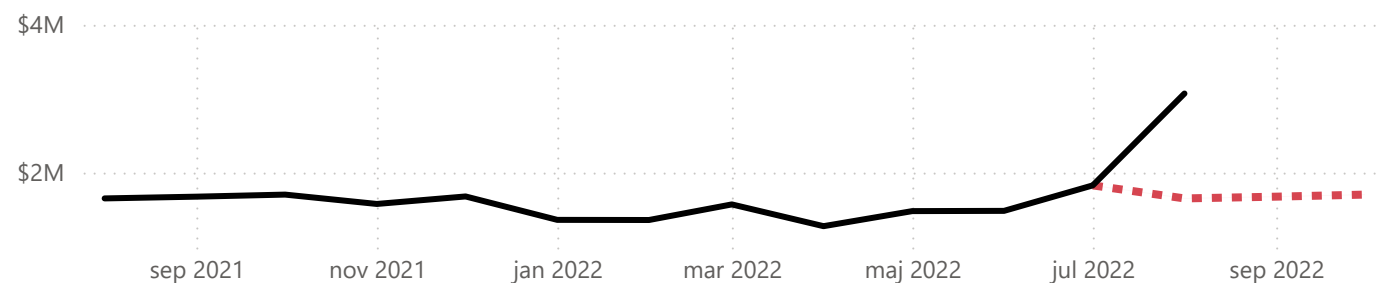
Variance by sales Person



● Total sales ● Total target



Forecasting of Total Sale



44M

Total Amount

3M

Total Boxes

7617

Shipment count

Geo	Total Amount	Total Boxes	Shipment count	Amount per shipment	Bar%	Bites%
India	7 310 254	490374	1261	5 797,19	51	31
USA	7 012 523	473759	1242	5 646,15	50	32
Canada	7 350 091	491482	1293	5 684,53	50	31
UK	7 189 609	470021	1267	5 674,51	50	32
Australia	7 263 151	482536	1262	5 755,27	50	32
New Zealand	7 435 918	493139	1292	5 755,35	49	32
Total	43 561 546	2901311	7617	5 718,99	50	32

Product	Total Boxes	Shipment count	LBS%	HBS%
50% Dark Bites	128703	335	9,55	25,37
70% Dark Bites	131878	338	12,72	28,70
85% Dark Bars	122643	349	8,88	20,63
99% Dark & Pure	136065	351	9,12	30,48
After Nines	93100	355	12,96	12,11
Almond Choco	132547	348	7,47	26,72
Baker's Choco Chips	114380	342	8,77	20,76
Caramel Stuffed Bars	135311	351	8,55	28,21
Choco Coated Almonds	129752	336	8,63	25,00
Drinking Coco	99740	341	13,49	15,25
Eclairs	144651	346	7,80	30,92
Fruit & Nut Bars	120426	347	10,95	23,63
Manuka Honey Choco	151937	353	10,76	32,29
Milk Bars	130995	352	10,51	26,14
Mint Chip Choco	112147	344	9,01	22,97
Total	2901311	7617	9,56	26,17

Category

Bars	Bites	Other
------	-------	-------

SaleDate

2021-01-01	2022-03-31
------------	------------

sale_weekday

2	4	6
3	5	

Salesperson	product count	APS achive target
Andria Kimpton	22	Yes
Barr Faughny	22	Yes
Beverie Moffet	22	Yes
Brien Boise	22	Yes
Camilla Castle	22	Yes
Ches Bonnell	22	Yes
Curtice Advani	22	Yes
Dennison Crosswaite	22	Yes
Dotty Strutley	22	Yes
Gigi Bohling	22	Yes
Gunar Cockshoot	22	Yes
Husein Augar	22	Yes
Ian Morforth	22	Yes