

AWESOME CHOCOLATES

ORGANIC - WHOLESOME

Bars

Bites

Other

Australia

Canada

India

New Zealand

UK

USA

Total sales

\$34M

This month 2.53M  
MoM % -10.8%

Total profits

\$21M

Total Shipments

6K

Total costs

14M

Total Boxes

2M

60.0%

60.3%

Total sales

Total prof...

Total Ship...

Total costs

Total Boxes

Total Shipments by Start of Month

Start of Month	Total Shipments
Mar 2023	402
Apr 2023	480
May 2023	425
Jun 2023	503
Jul 2023	440
Aug 2023	472
Sep 2023	488
Oct 2023	477
Nov 2023	508
Dec 2023	438
Jan 2024	528
Feb 2024	502
Mar 2024	448

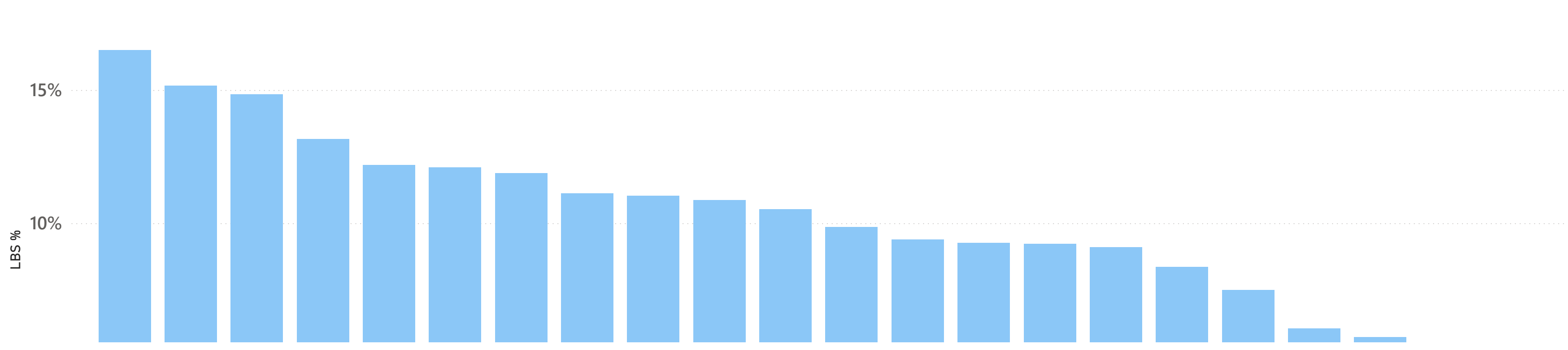
Shipment Analysis

Boxes (bins)	Total Shipments
0	255
100	260
200	215
300	175
400	155
500	135
600	90
700	65
800	45
900	35
1000	25
1100	15
1200	10
1300	5
1400	2

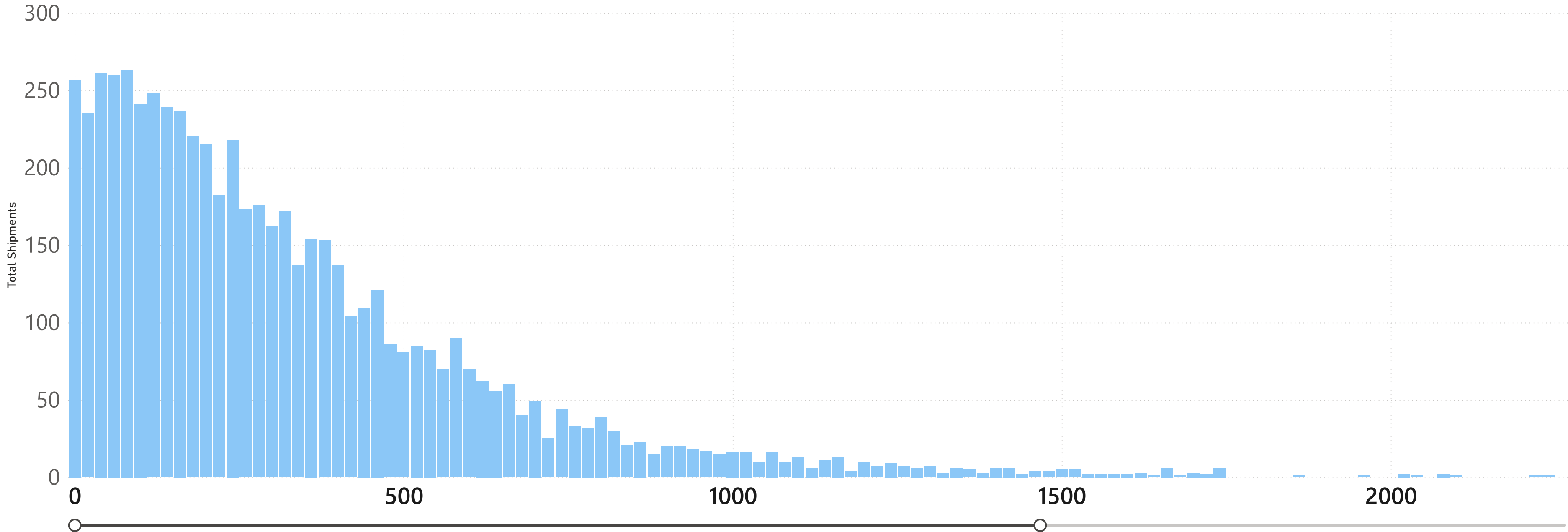
Picture	Sales person	Total sales	Total profits	Profit %	LBS %	PT-...
	Wilone O'Kielt	\$1,341K	\$800K	59.7%	13.6%	
	Van Tuxwell	\$1,377K	\$890K	64.7%	8.9%	✓
	Roddy Speechley	\$1,330K	\$807K	60.7%	8.6%	✓
	Rafaelita Blaksland	\$1,503K	\$959K	63.8%	8.2%	✓
	Oby Sorrel	\$1,400K	\$803K	57.4%	9.2%	
	Marney O'Breen	\$1,325K	\$884K	66.7%	13.5%	✓
	Mallorie Waber	\$1,266K	\$739K	58.4%	12.9%	
	Madelene Upcott	\$1,304K	\$703K	53.9%	9.7%	✗
	Kelci Walkden	\$1,518K	\$988K	65.1%	10.5%	✓
	Karlen McCaffrey	\$1,312K	\$752K	57.4%	9.2%	
	Kaine Padly	\$1,380K	\$845K	61.2%	10.9%	✓
	Jehu Rudeforth	\$1,388K	\$853K	61.5%	7.3%	✓

Start of Month	Total sales	Total Sales Latest Month	Latest MoM changes % ▼
01 December 2023	\$29,38,829	29,38,828.50	28.9%
01 March 2023	\$27,69,476	27,69,475.50	21.9%
01 May 2023	\$27,97,045	27,97,044.75	16.8%
01 October 2023	\$28,45,233	28,45,233.00	7.4%
01 September 2023	\$26,49,668	26,49,667.50	2.2%
01 July 2023	\$25,99,720	25,99,719.75	2.2%
01 February 2023	\$22,71,726	22,71,726.00	

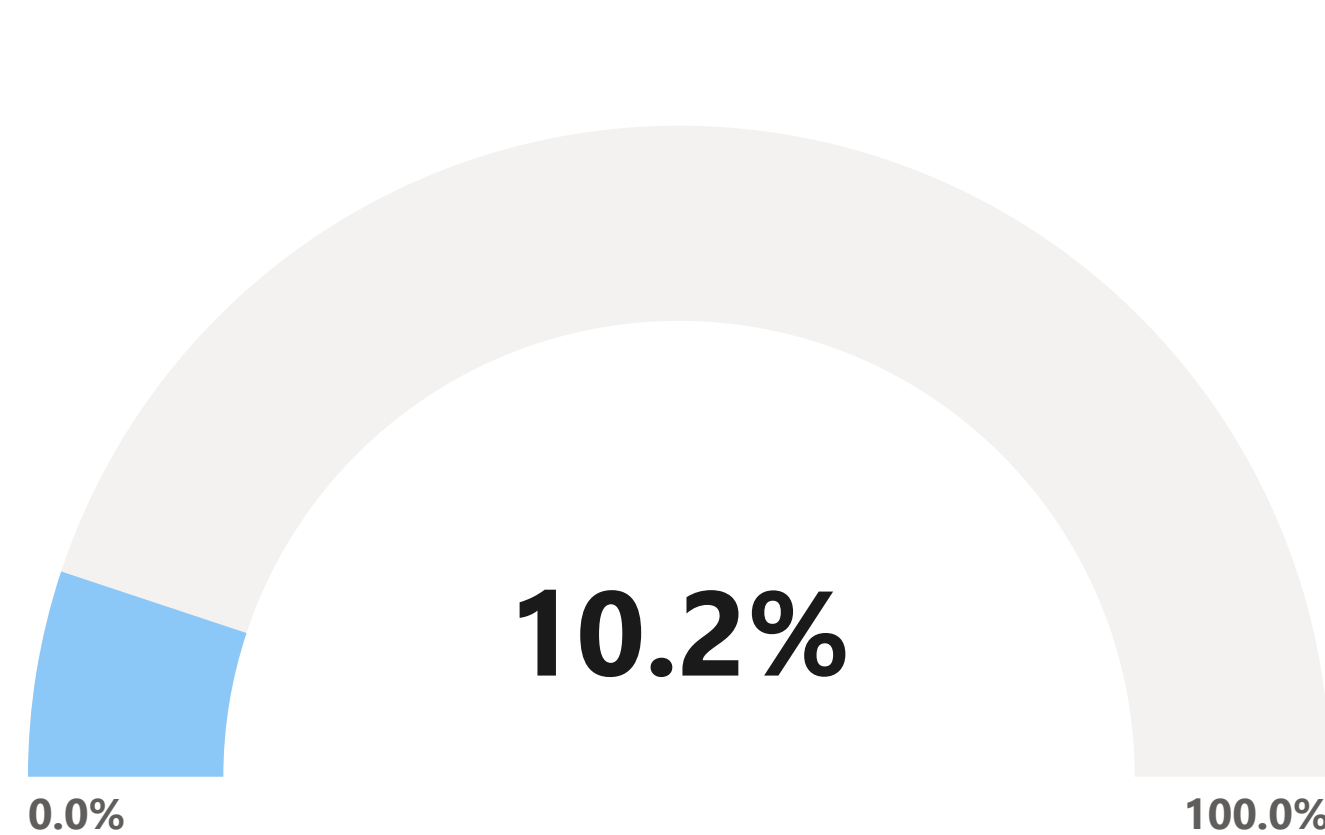
LBS % by Product

























**Total Shipments by Boxes (bins)**



**LBS %**



Picture	Sales person	Total sales	Total profits	Profit %	LBS %	PT-IN
	Brien Boise	\$1,307K	\$815K	<div><div></div></div> 62.4%	9.6%	
	Curtice Advani	\$1,387K	\$836K	<div><div></div></div> 60.3%	9.0%	
	Van Tuxwell	\$1,377K	\$890K	<div><div></div></div> 64.7%	8.9%	
	Roddy Speechley	\$1,330K	\$807K	<div><div></div></div> 60.7%	8.6%	
	Gunar Cockshoot	\$1,382K	\$860K	<div><div></div></div> 62.2%	10.7%	
	Kaine Padly	\$1,380K	\$845K	<div><div></div></div> 61.2%	10.9%	
	Husein Augar	\$1,473K	\$927K	<div><div></div></div> 62.9%	13.3%	
	Jehu Rudeforth	\$1,388K	\$853K	<div><div></div></div> 61.5%	7.3%	
	Dotty Strutley	\$1,424K	\$893K	<div><div></div></div> 62.7%	12.1%	
	Rafaelita Blaksland	\$1,503K	\$959K	<div><div></div></div> 63.8%	8.2%	
	Gigi Bohling	\$1,365K	\$858K	<div><div></div></div> 62.9%	9.9%	

Total Shipments and Profit % by Category

