

## Revenue & Margin Analysis



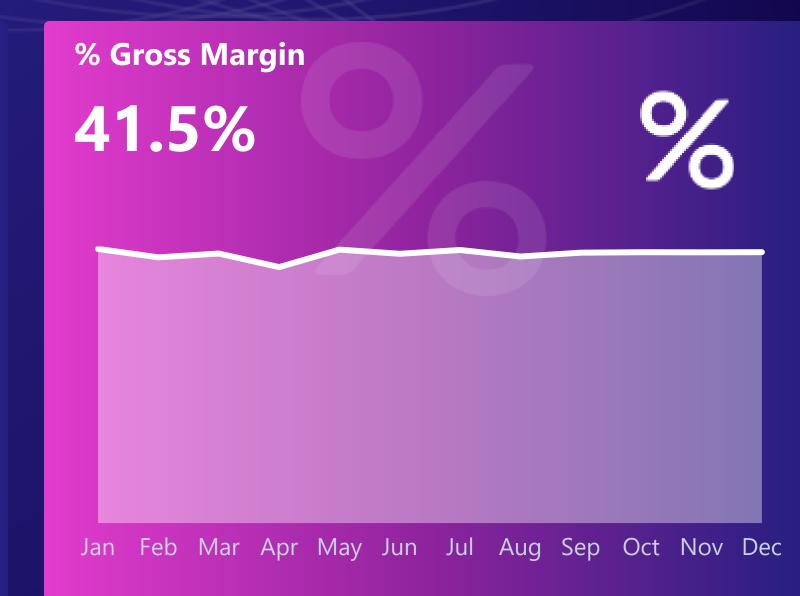












Supplier	Revenue •	Gross Margin	GM %
Two Brothers Mill	\$51,24,316	\$19,07,750	37.2%
Saint Rose Food	\$23,44,964	\$10,23,608	43.7%
Kappa Drinks	\$8,78,548	\$4,95,336	56.4%
⊞ King Coffee	\$8,57,316	\$3,65,097	42.6%
Sweets Wholesale	\$4,76,384	\$2,27,055	47.7%
Total	\$96,81,527	\$40,18,847	41.5%





## **Income Statement**

All

Revenue

Cost

Expenses

Operating Income

% of Op. Income

\$96,81,527

\$56,62,680

\$18,49,758

**MonthName** 

\$21,69,089

22.40%







MonthName	Jan			Feb			Mar				Apr		
Header Account	PnL	VA	НА	PnL	VA	НА		PnL	VA	НА		PnL	VA
# GROSS REVENUE	\$2,56,569	100.0%		\$5,55,492	100.0%	1	116.5%	\$6,41,542	100.0%	1	15.5%	\$7,84,661	100.0%
+ (-) Cost of Sales	(\$1,48,107)	-57.7%		(\$3,27,834)	-59.0%	lacksquare	-121.4%	(\$3,74,851)	-58.4%	<b>₩</b>	-14.3%	(\$4,74,886)	-60.5%
<b>#</b> GROSS MARGIN	\$1,08,462	42.3%		\$2,27,657	41.0%	1	109.9%	\$2,66,691	41.6%	1	17.1%	\$3,09,776	39.5%
(-) Operating Expenses	(\$70,388)	-27.4%		(\$1,11,287)	-20.0%	lacksquare	-58.1%	(\$1,12,778)	-17.6%	<b>₩</b>	-1.3%	(\$1,07,849)	-13.7%
⊕ OPERATING INCOME	\$38,074	14.8%		\$1,16,370	20.9%	1	205.6%	\$1,53,913	24.0%	1	32.3%	\$2,01,927	25.7%



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## **Financial Simulator**





VAR Revenue

\$0

VAR Cost

\$2,83,134

VAR Expenses

\$0

VAR Income

\$2,83,134

VAR % of Income

13.1%

If we change the Qty of Items by:

0%

0.00%

If we change the Unit Price by:

0%

0.00%

What

If?

If we change the Product Costs by:

5%

5.00%

If we change the Expenses by:

0%

0.00%

MonthName	Jan			Feb			Mar			
Header Account	PnL	PnL WIF	VAR PnL %	PnL	PnL WIF	VAR PnL %	PnL	PnL WIF	VAR PnL %	Pı
	\$2,56,569	\$2,56,569	0.0%	\$5,55,492	\$5,55,492	0.0%	\$6,41,542	\$6,41,542	0.0%	
(-) Cost of Sales	(\$1,48,107)	(\$1,55,512)	5.0%	(\$3,27,834)	(\$3,44,226)	5.0%	(\$3,74,851)	(\$3,93,593)	5.0%	(\$
	\$1,08,462	\$1,01,056	-6.8%	\$2,27,657	\$2,11,266	-7.2%	\$2,66,691	\$2,47,949	-7.0%	
(-) Operating Expenses	(\$70,388)	(\$70,388)	0.0%	(\$1,11,287)	(\$1,11,287)	0.0%	(\$1,12,778)	(\$1,12,778)	0.0%	(\$
■ OPERATING INCOME	\$38,074	\$30,668	-19.4%	\$1,16,370	\$99,979	-14.1%	\$1,53,913	\$1,35,171	-12.2%	





## Revenue by Group

