



# Toy Company Sales : 2023 Performance report

30.9%

YTD Difference

\$6,962,074

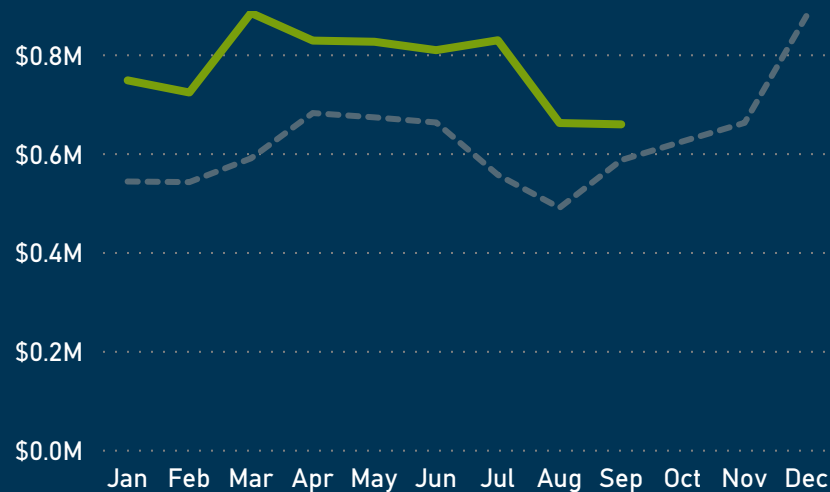
YTD Revenue

\$5,320,116

Previous YTD Revenue

Year Over Year Revenue By Month

Year -- 2022 — 2023



81.9%

Progress Towards Goal

\$6,962,074

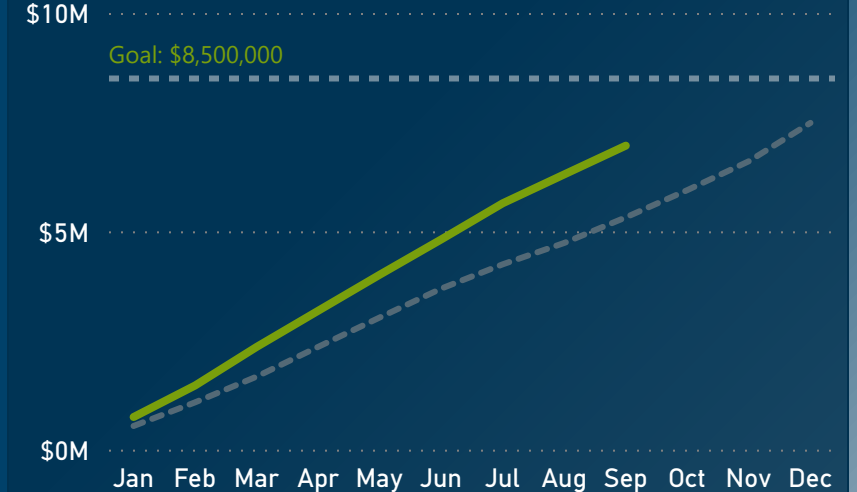
YTD Revenue

\$8,500,000

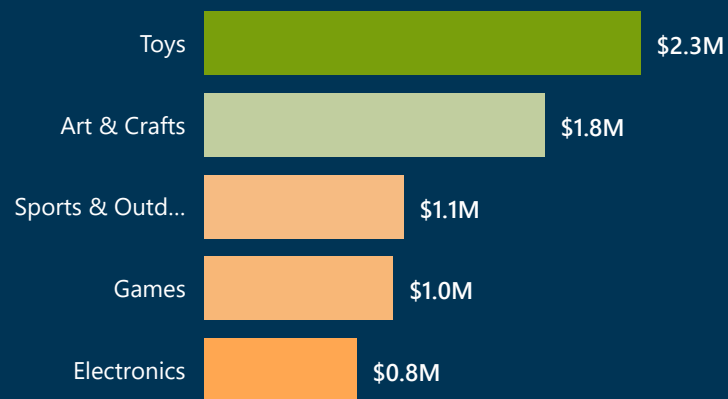
Goal

Running Total Revenue by Month\_Short and Year

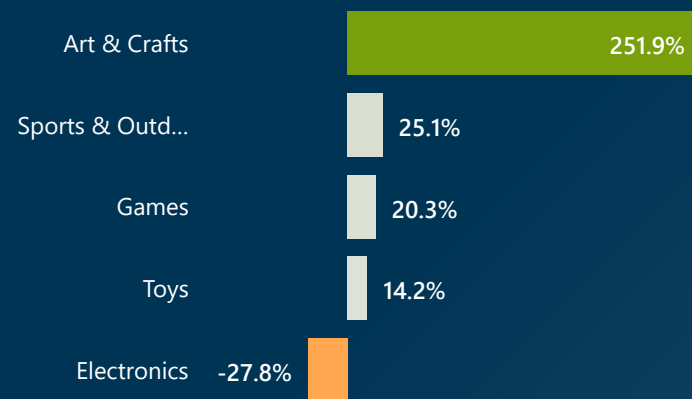
Year -- 2022 — 2023



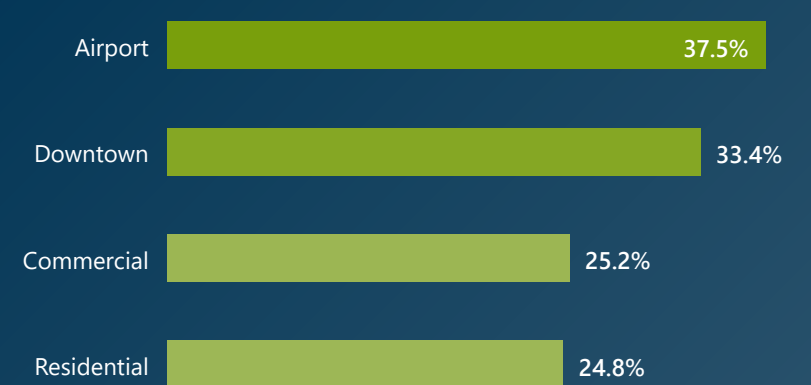
YTD Revenue By Product Category



YTD Difference by Product Category



YTD Difference by Store Location





# Toy Company Sales : Goal Projection

Goal Set

6000000

Avg Daily Sales Set

16000

140.6%

Progress Towards Projected Goal

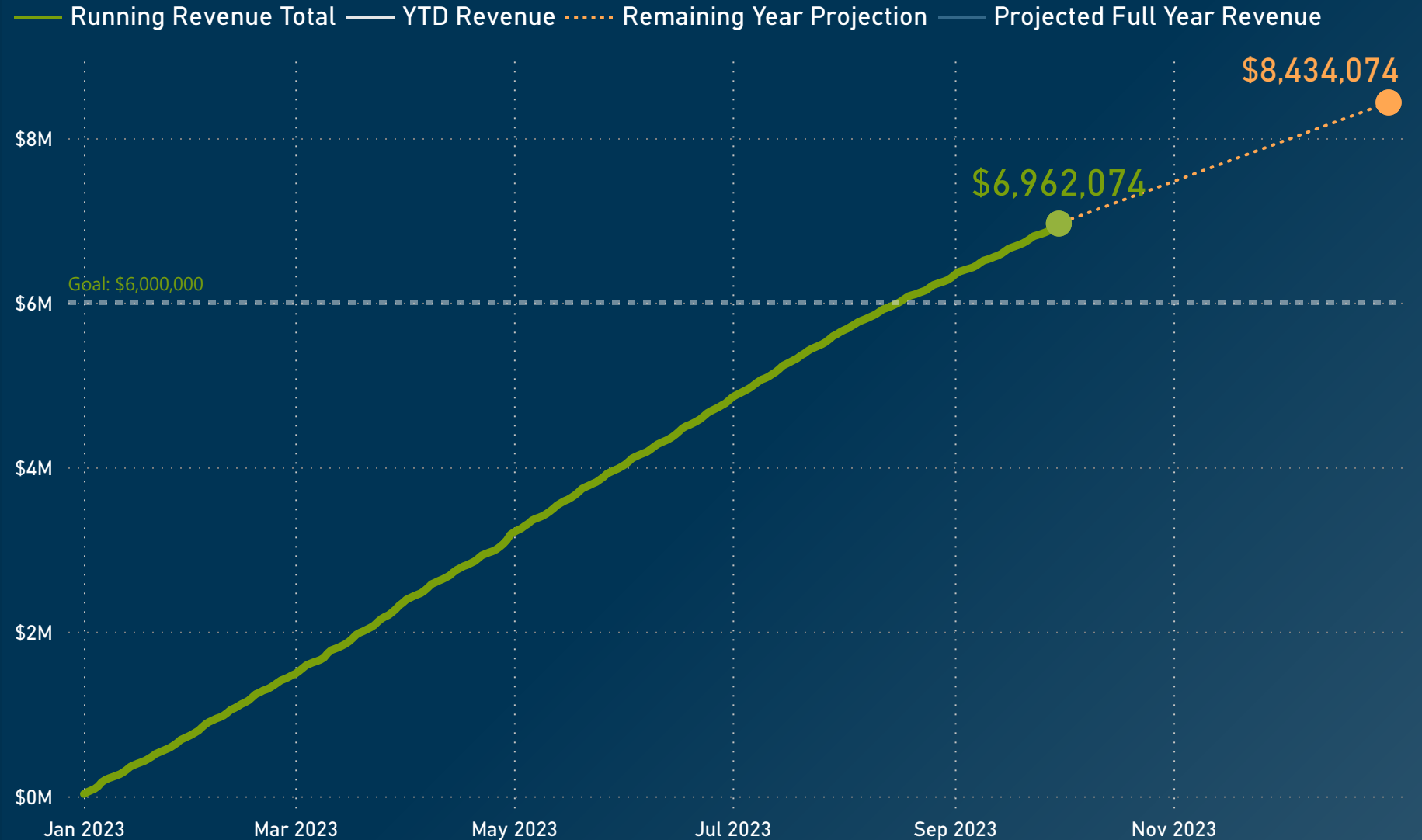
\$6,000,000

Interactive Goal

\$8,434,074

Running Total + Forecast

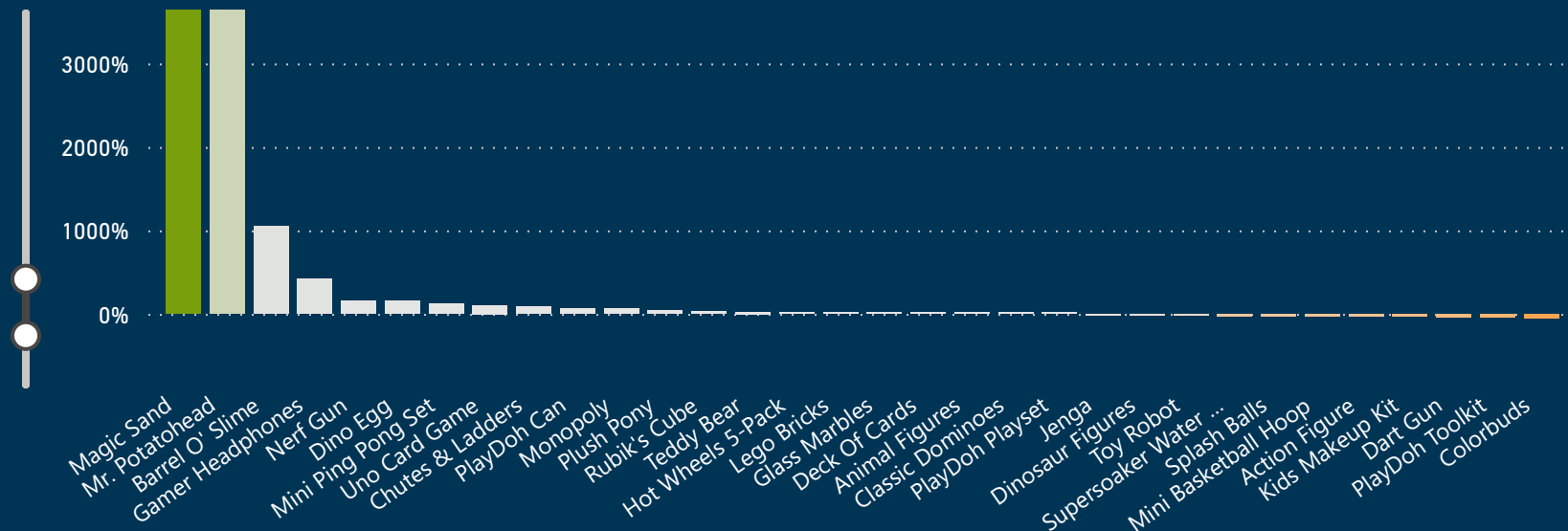
Running Revenue Total, YTD Revenue, Remaining Year Projection, Projected Full Year Revenue and Max Forecast Date by Date





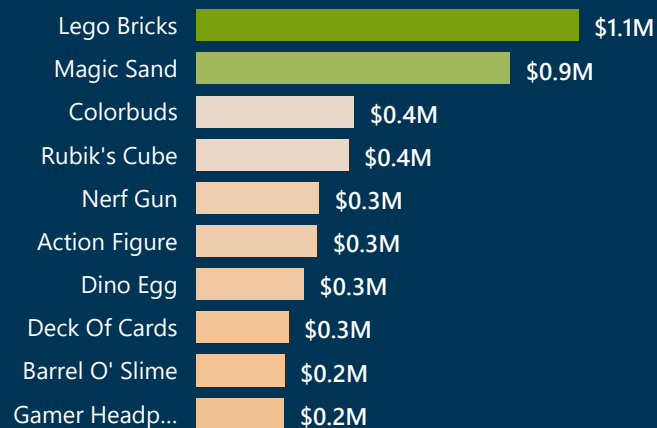
# Toy Company Sales : Product Performance

## YOY Difference in Revenue by Product



Product_Name	LY YTD Revenue	YTD Revenue	% Difference
Magic Sand	\$3,485.82	\$868,848.63	24825.23 %
Mr. Potatohead	\$1,148.85	\$64,035.9	5473.91 %
Barrel O' Slime	\$21,270.69	\$244,315.68	1048.60 %
Gamer Headphones	\$47,101.56	\$243,316.08	416.58 %
Nerf Gun	\$131,514.21	\$340,229.8	158.70 %
Dino Egg	\$118,615.07	\$297,949.89	151.19 %
Mini Ping Pong Set	\$83,216.7	\$186,922.89	124.62 %
Uno Card Game	\$5,928.58	\$12,144.8	104.85 %
Chutes & Ladders	\$13,431.66	\$24,642.03	83.46 %
Total	\$5,320,115.85	\$6,962,074.27	30.86 %

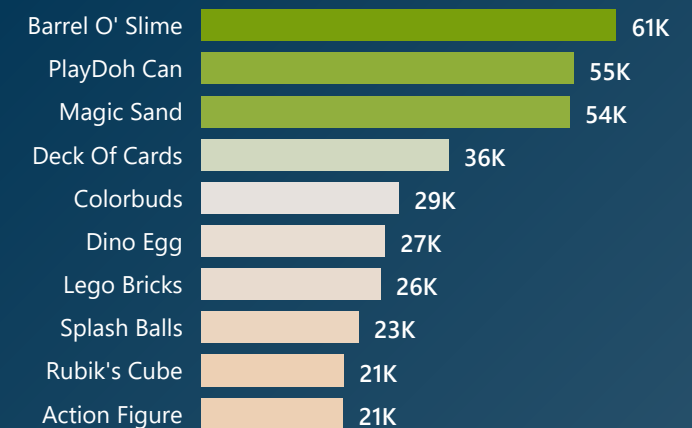
## YTD Revenue By Product



## YTD Profit By Product



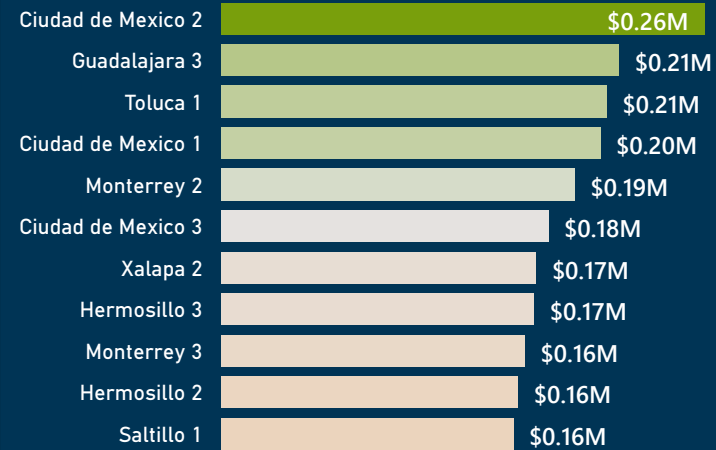
## YTD Units Sold By Product



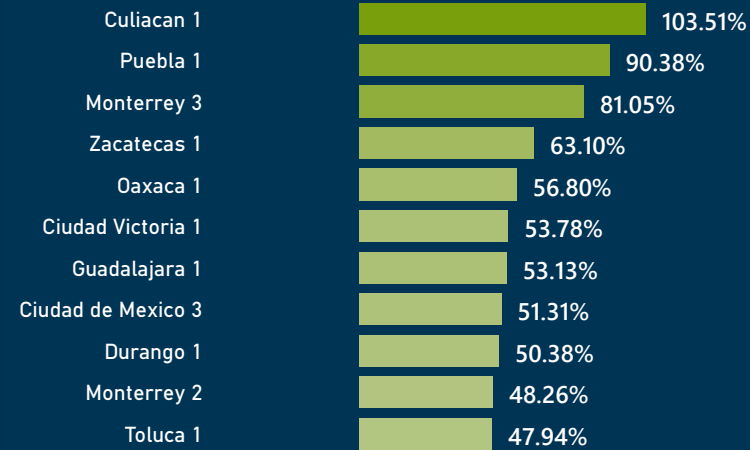


# Toy Company Sales : Store Performance report

## YTD Revenue By Store



## YOY Difference Revenue By Store



## Stores Low on Top Revenue Product Inventory

Store_Name	On Hand	AVG Daily Units Sold	Days d
Campeche 1	79	23.00	
Campeche 2	53	8.00	
Chetumal 1	16	21.00	
Chihuahua 2	13	11.15	
Chilpancingo 1	19	11.86	
Ciudad de Mexico 1	8	17.00	
Ciudad de Mexico 2	2	16.43	
Ciudad de Mexico 3	13	17.57	
Ciudad de Mexico 4	8	16.00	
Ciudad Victoria 1	58	14.73	
Culiacan 1	3	11.50	
Guadalajara 1	53	12.33	
Guadalajara 2	4	11.00	
Guadalajara 3	27	24.27	
Guadalajara 4	9	10.00	
Guanajuato 1	17	11.83	
Guanajuato 2	27	11.92	
Guanajuato 3	22	15.00	
Hermosillo 1	9	7.43	
Hermosillo 2	18	13.79	
La Paz 1	9	14.25	
Mexicali 1	13	7.00	
Monterrey 1	6	8.50	
Monterrey 2	10	17.30	

## Revenue and YOY Difference by Store Location

