

## Date Range

1/1/2022

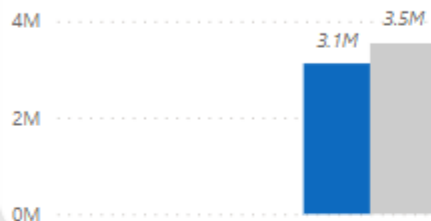


3/18/2024

YOY (%)  
-11.8%Total Orders  
1.07MTotal Sales  
33.42MTotal Item  
20.81KNew Items  
957

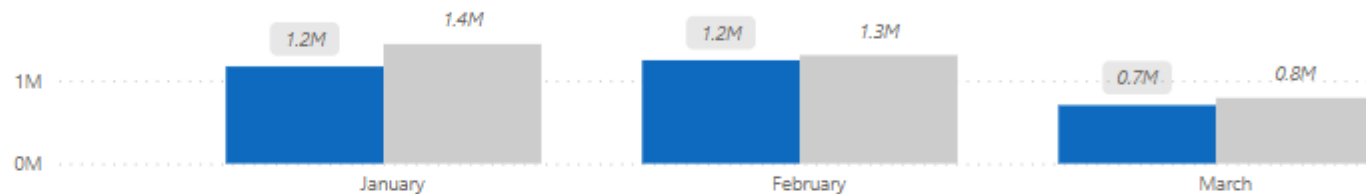
## Sales Analysis

● CYTD ● LYTD



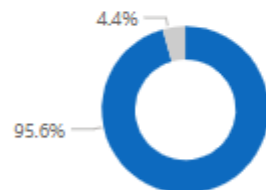
## Monthly Sales Trend

● CYTD ● LYTD



## Total Item Analysis

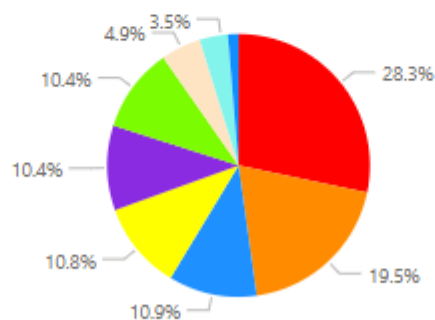
● Total ● New



## Total Sales by Categories

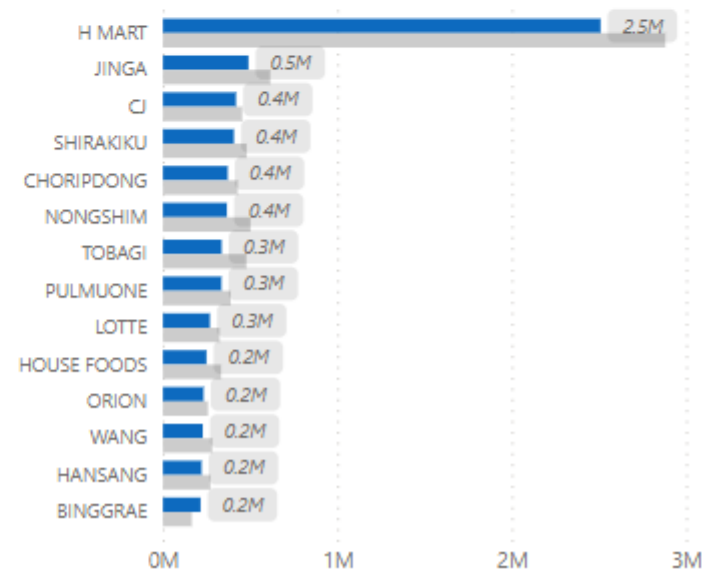
Category1

- ASIAN GROCERY
- PRODUCE
- GROCERY
- DELI
- BANCHAN
- MEAT
- HOUSEWARE
- FISH
- BLUE ANGEL



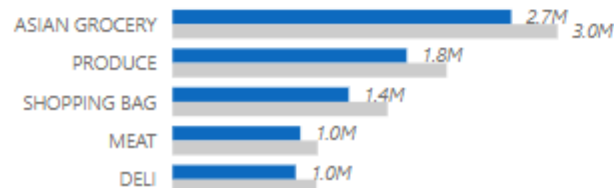
## Total Sales by Brand

● CYTD ● LYTD



## Total Sales by Category

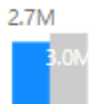
● CYTD ● LYTD



# Category Analysis

## Asian Grocery

● CYTD ● LYTD



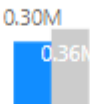
## Monthly Sales Trend

● CYTD Sales ● LY Sales



## Fish

● CYTD ● LYTD



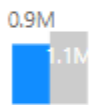
## Monthly Sales Trend

● CYTD Sales ● LY Sales



## Banchan

● CYTD ● LYTD



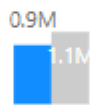
## Monthly Sales Trend

● CYTD Sales ● LY Sales



## Grocery

● CYTD ● LYTD



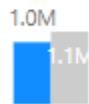
## Monthly Sales Trend

● CYTD Sales ● LY Sales



## Deli

● CYTD ● LYTD



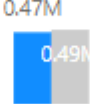
## Monthly Sales Trend

● CYTD Sales ● LY Sales



## Houseware

● CYTD ● LYTD



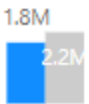
## Monthly Sales Trend

● CYTD Sales ● LY Sales



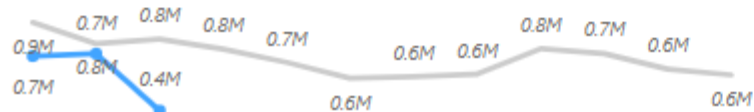
## Produce

● CYTD ● LYTD



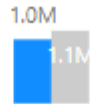
## Monthly Sales Trend

● CYTD Sales ● LY Sales



## Meat

● CYTD ● LYTD



## Monthly Sales Trend

● CYTD Sales ● LY Sales



# Item Analysis

## Category 1

Search

- ☐ ASIAN GR...
- ☐ BANCHAN
- ☐ BLUE ANGEL
- ☐ DELI
- ☐ FISH
- ☐ GROCERY
- ☐ HOUSEWA...
- ☐ MEAT
- ☐ PRODUCE
- ☐ SHOPPING...

## Vendor

All

## Brand

All

## UPC

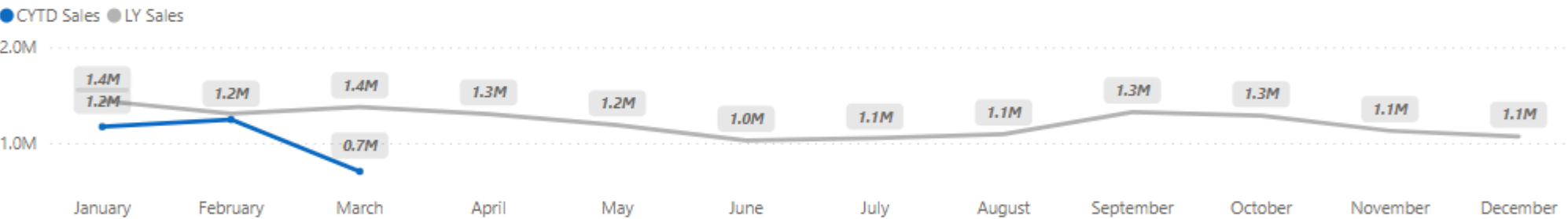
All

## Type

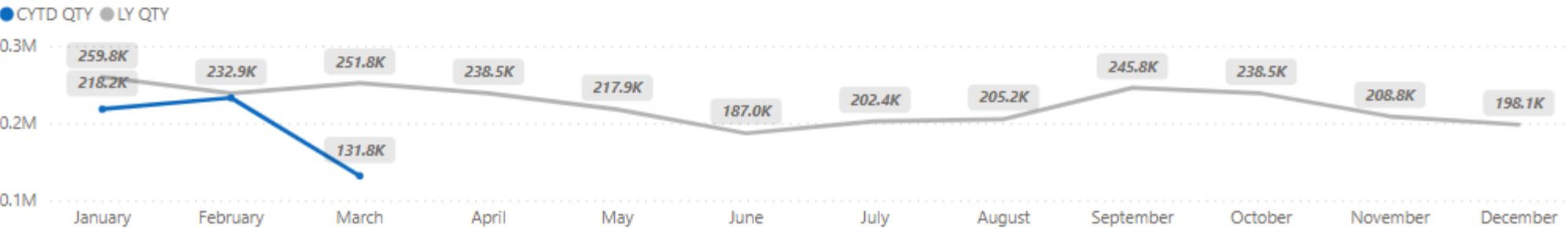
- ☐ POS
- ☐ RETURN

UPC	Description	CYTD_Sales	LYTD_Sales	YOY(%)	CYTD_Qty	LYTD_Qty	LM_Qty	CYTD_Qty_RK	LYTD_Qty_RK	LM_RK	***
*10148409	SHOPPING BAG	2,860.0	3,344.5	-14%	57202	66890	12498	1	1	1	
*4068	H MART SCALLIONS	11,156.3	13,400.9	-17%	8862	9652	2068	2	2	2	
*4048	LIME	1,665.3	1,817.6	-8%	3006	3738	713	3	3	3	
*3147	SHANGHAI TIP	10,458.7	10,309.0	1%	2988	2899	624	4	5	6	
*0502	H MART BULGOGI KIMBAB	17,352.4	11,340.2	53%	2196	1422	599	6	25	7	
*3096	NAPA CABBAGE	6,334.6	6,830.3	-7%	1920	2088	378	7	6	10	
*94068	CAL-ORGANIC SCALLIONS	4,137.5	3,897.3	6%	1718	1458	279	8	22	24	
*4889	CILANTRO	2,109.4	2,203.4	-4%	1702	1766	347	9	10	13	
Total		2,406,851.6	2,720,841.2		465210	517470	107656				

## Item Trend Analysis (Sales)



## Item Trend Analysis (Qty)



New Item											
UPC	Price Category1	Price Category2	Item Category1	Item Category2	Item Category3	Item Indicator	Vendor				
All	All	All	All	All	All	All	All	All			
UPC	Description	T Sales	T Qty	Price	Category1	Category2	Type	LaunchDate	RK_Price1	RK_Price2	New_item
*0206	BBQ SECRET SPICY BONELESS	226021.7	16679	5.94	DELI	BBQ	POS	1/1/2024	1	2809	Current
*1087	H MART HOT POT SLICED BEEF	217536.8	12551	0.85	MEAT	FROZEN	POS	1/1/2024	2	2809	Current
*0201	BBQ HONEY GARLIC BONELESS	216528.9	15126	5.94	DELI	BBQ	POS	1/1/2024	3	2809	Current
*0207	BBQ GOLDEN ORIGINAL BONELESS	208655.1	15935	5.94	DELI	BBQ	POS	1/1/2024	4	2809	Current
*840809010257	TOBAGI SLICED KIMCHI 29OZ	190819.1	15932	9.59	BANCHAN	KIMCHI	POS	1/1/2024	5	2809	Current
*1121	H MART PREMIUM MARINATED RIBEYE	178717.7	12618	7.99	MEAT	FRESH	POS	1/1/2024	6	2809	Current
*5104	H MART SALMON (FARM)	177500.5	9096	4.80	FISH	FRESH	POS	1/1/2024	7	2809	Current
*0202	BBQ HONEY GARLIC WING	162059.7	9804	7.44	DELI	BBQ	POS	1/1/2024	8	2809	Current
*0502	H MART BULGOGI KIMBAB	127137.8	16229	3.74	DELI	COLD	POS	1/1/2024	9	2809	Current
*1002	H MART BEEF SHORT RIB	124194.9	3840	5.50	MEAT	FRESH	POS	1/1/2024	10	2809	Current
*0212	BBQ SPICY GALBI WING	105806.8	6715	7.44	DELI	BBQ	POS	1/1/2024	11	2809	Current
*033357071003	KEWPIE MAYONNAISE 17.64OZ	101110.7	11111	6.39	ASIAN GROCERY	DRY	POS	1/1/2024	12	2809	Current
*1156	H MART NATURAL BBQ PORK BELLY	99833.5	11928	3.14	MEAT	FRESH	POS	1/1/2024	13	2809	Current
*999112	HOUSEWARE TAX	98766.5	11663	0.39	HOUSEWARE	HEALTH	POS	1/1/2024	14	2809	Current
*840809010264	TOBAGI SLICED KIMCHI 12OZ	96889.1	13864	5.59	BANCHAN	KIMCHI	POS	1/1/2024	15	2809	Current
*031146022861	NS SHIN RAMYUN MULTI 4/4.2OZ	94603.2	12805	3.99	ASIAN GROCERY	DRY	POS	1/1/2024	16	2809	Current
*3147	SHANGHAI TIP	91797.4	25621	0.40	PRODUCE	COOL	POS	1/1/2024	17	2809	Current
*1101	H MART PORK BELLY SLICED	91665.0	4460	7.00	MEAT	FROZEN	POS	1/1/2024	18	2809	Current
*0208	BBQ HOT SPICY BONELESS	90050.2	6628	5.94	DELI	BBQ	POS	1/1/2024	19	2809	Current
*0109	HMART KOREAN KIMCHI FRIED RICE	87750.6	8452	4.99	DELI	HOT	POS	1/1/2024	20	2809	Current
*5004	H MART TUNA (WILD)	82140.3	6072	1.33	FISH	FRESH	POS	1/1/2024	21	2809	Current
*814888008023	ORGANIC ENOKI MUSHROOMS 3.5OZ	78016.1	11980	5.19	PRODUCE	COOL	POS	1/1/2024	22	2809	Current
*999104	MEAT	77919.0	7329	0.09	MEAT	OTHERS	POS	1/1/2024	23	2809	Current
*0501	H MART CRAB MEAT KIMBAB	76940.3	9976	3.74	DELI	COLD	POS	1/1/2024	24	2809	Current
*0503	H MART SPAM KIMBAB	74922.1	9725	3.74	DELI	COLD	POS	1/1/2024	25	2809	Current
*5109	H MART NORWAY SALMON FILLET (FARM)	73240.6	5220	6.24	FISH	FRESH	POS	1/1/2024	26	2809	Current
*4068	H MART SCALLIONS	73206.1	58103	0.49	PRODUCE	FRESH	POS	1/1/2024	27	2809	Current
*0505	H MART VEGETABLE KIMBAB	71819.3	9279	3.74	DELI	COLD	POS	1/1/2024	28	2809	Current
Total		32724590.0	6161777						1	1	