

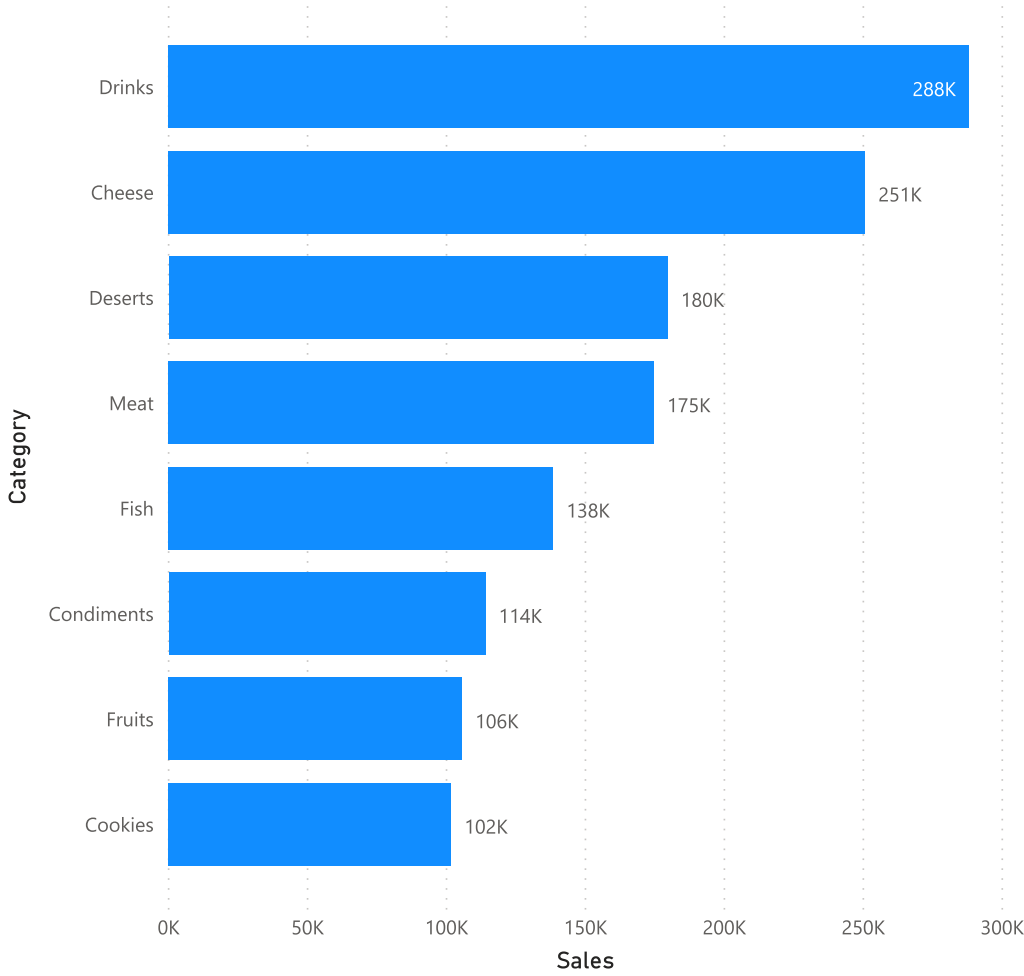
Sales by CustomerCountry

CustomerCountry

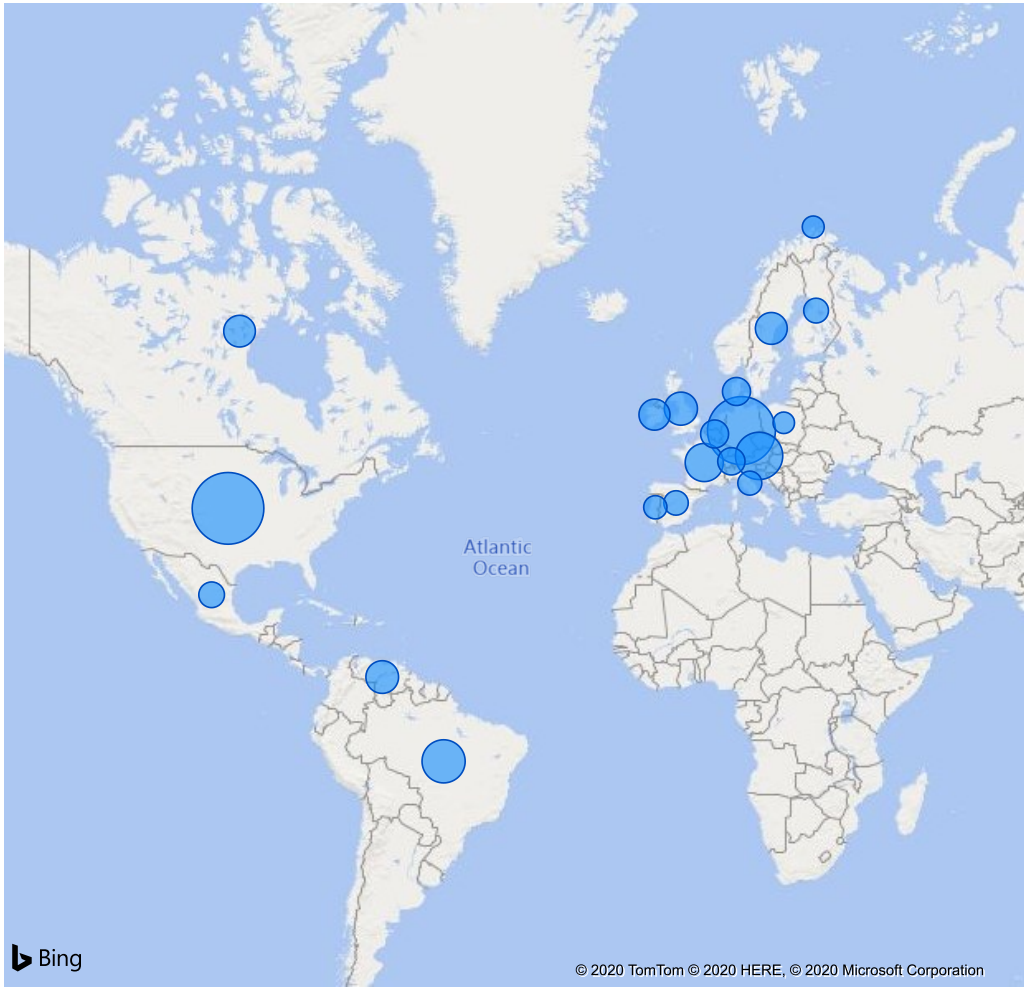
- ☐ 0
- ☐ Austria
- ☐ Belgium
- ☐ Brazil
- ☐ Canada
- ☐ Denmark
- ☐ Finland
- ☐ France
- ☐ Germany
- ☐ Ireland
- ☐ Italy
- ☐ Mexico
- ☐ Norway
- ☐ Poland
- ☐ Portugal
- ☐ Spain
- ☐ Sweden
- ☐ Switzerland
- ☐ UK
- ☐ United States of America
- ☐ Venezuela



Sales by Category

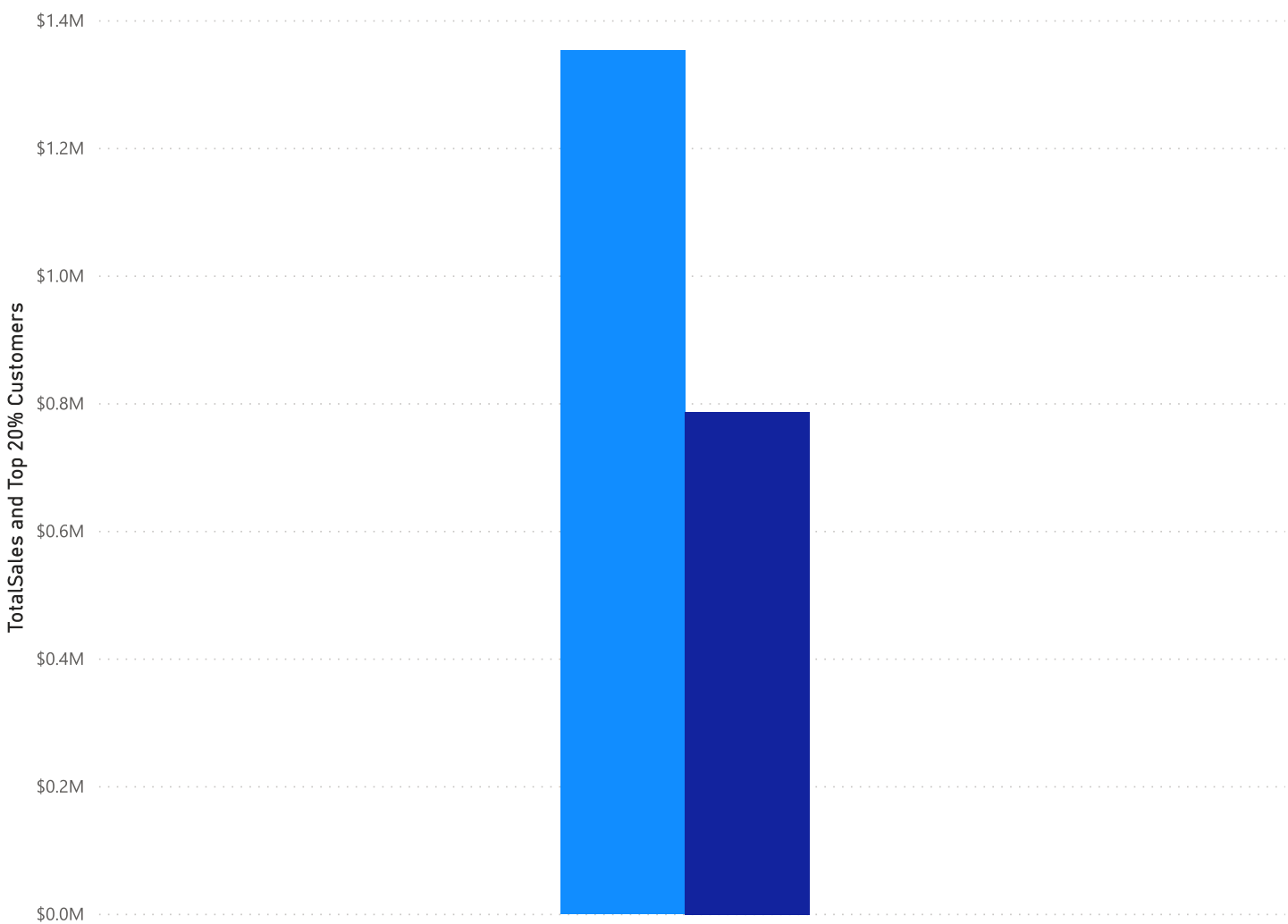


Sales by CustomerCountry



TotalSales and Top 20% Customers

TotalSales Top 20% Customers



\$1.35M

TotalSales

\$849.12K

TotalCost

\$504.59K

TotalProfit

58.20%

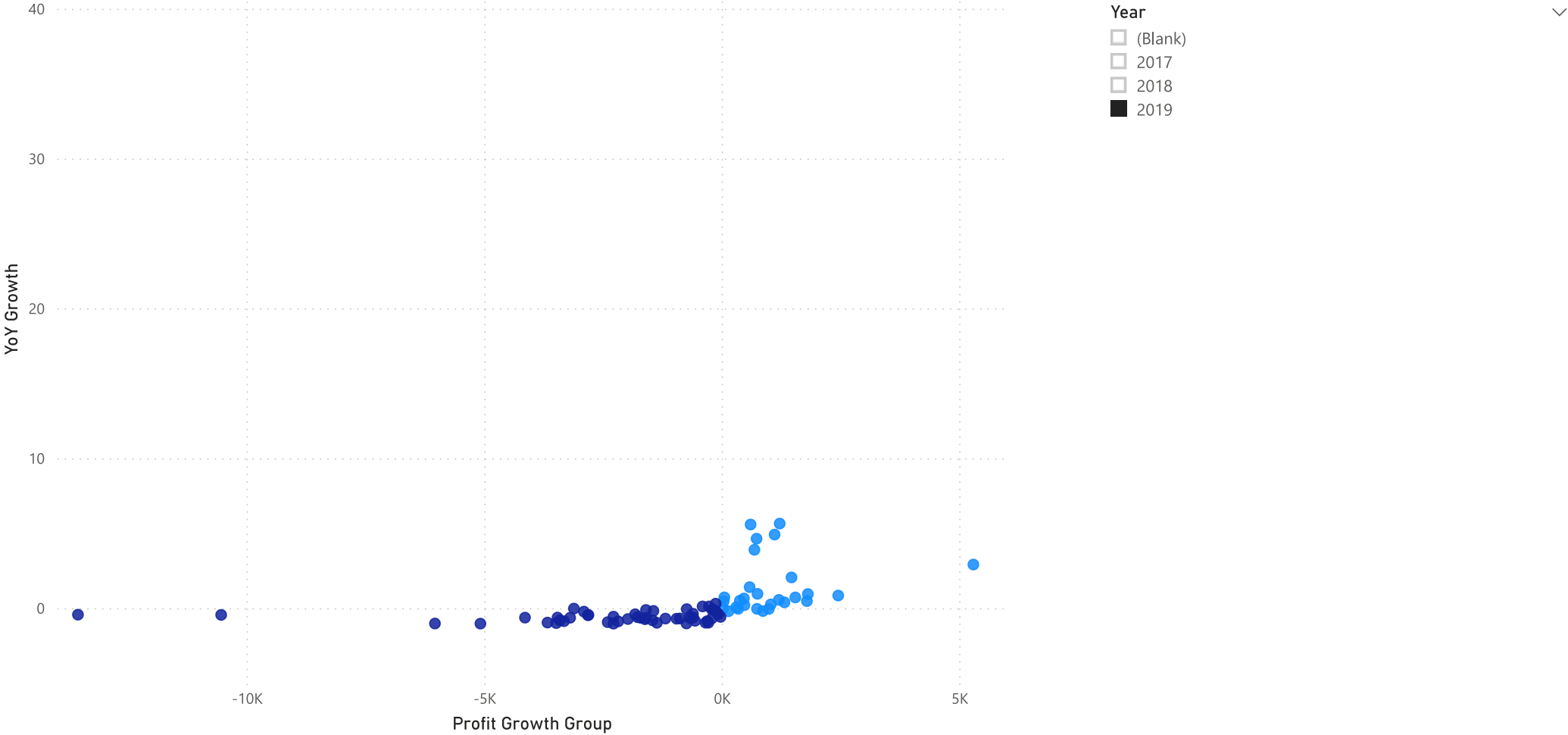
Pareto

Year	Month	TotalSales	TotalSalesbyShipping
			\$26,309.73
2017	July	\$34,863.66	\$25,517.60
2017	August	\$31,878.90	\$31,355.04
2017	September	\$32,996.87	\$23,150.07
2017	October	\$46,917.17	\$54,284.59
2017	November	\$57,033.17	\$48,559.78
2017	December	\$56,575.60	\$58,890.78
2018	January	\$76,604.76	\$81,745.39
2018	February	\$48,154.58	\$38,707.91
2018	March	\$48,200.63	\$57,900.03
2018	April	\$54,090.43	\$36,321.54
2018	May	\$53,781.29	\$60,649.02
2018	June	\$36,362.80	\$50,215.99
2018	July	\$51,020.86	\$40,184.67
2018	August	\$47,287.67	\$55,268.44
2018	September	\$55,629.24	\$52,485.44
2018	October	\$66,749.23	\$71,821.80
2018	November	\$43,533.81	\$40,470.75
2018	December	\$71,398.43	\$53,206.20
2019	January	\$94,222.11	\$93,524.82
2019	February	\$99,415.29	\$112,006.67
Total		\$1,353,702.96	\$1,353,702.96



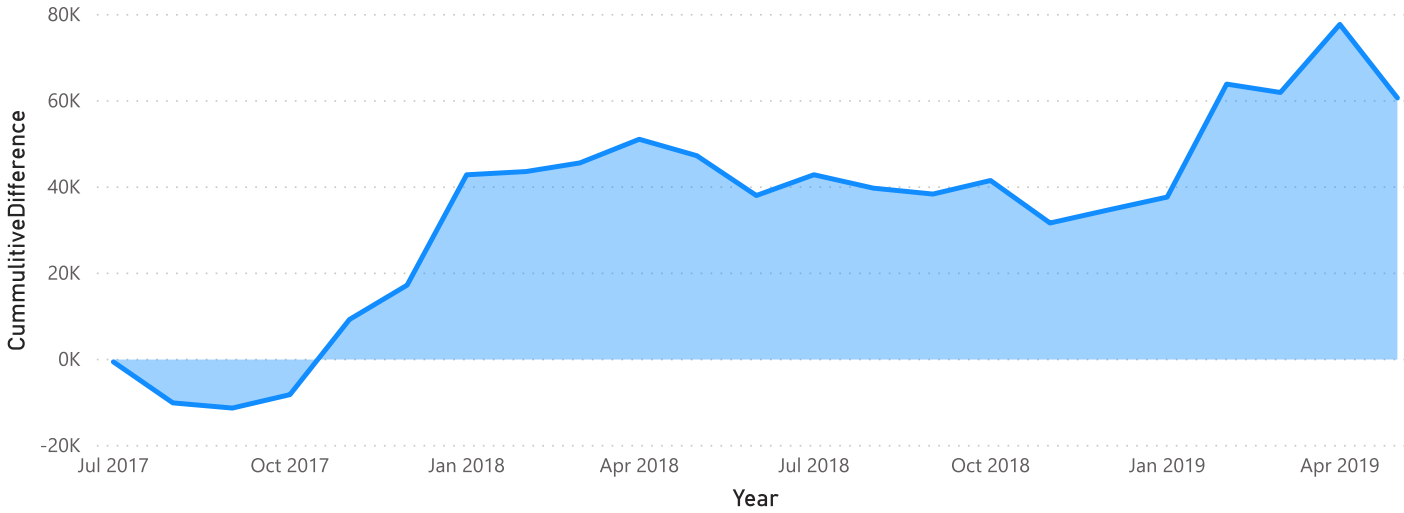
Profit Growth Group and YoY Growth by CustomerCompany and ProfitGrowth

ProfitGrowth ● above ● below



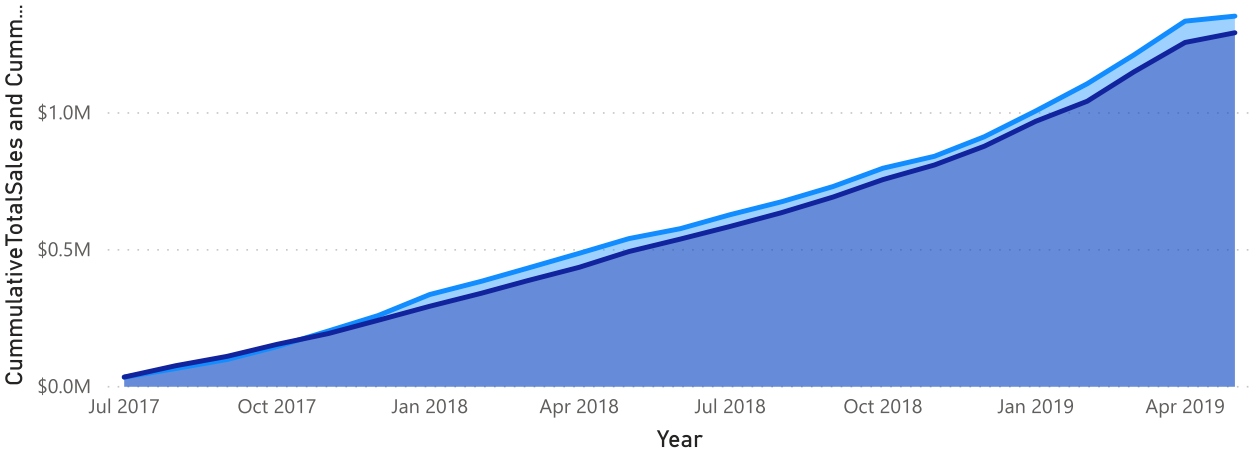
Year	Month	TotalBudget	CummulativeTotalBudget
2017	July	\$35,400	\$35,400
2017	August	\$41,400	\$76,800
2017	September	\$34,200	\$111,000
2017	October	\$43,800	\$154,800
2017	November	\$39,600	\$194,400
2017	December	\$48,600	\$243,000
2018	January	\$51,000	\$294,000
2018	February	\$47,400	\$341,400
2018	March	\$46,200	\$387,600
2018	April	\$48,600	\$436,200
2018	May	\$57,600	\$493,800
<b>Total</b>		<b>\$1,293,000</b>	<b>\$1,293,000</b>

CummulativeDifference by Year, Quarter and Month



CummulativeTotalSales and CummulativeTotalBudget by Year and Month

● CummulativeTotalSales ● CummulativeTotalBudget



Year	Month	HowMuchDoWeHaveToSellonAVG
2017	July	22.00
2017	August	387.00
2017	September	395.00
2017	October	318.00
<b>Total</b>		

Year	Month	TotalSales	SalesForecast
2017	July	\$34,863.66	
2017	August	\$31,878.90	\$11,621.22
2017	September	\$32,996.87	\$22,247.52
2017	October	\$46,917.17	\$33,246.48
2017	November	\$57,033.17	\$37,264.32
2017	December	\$56,575.60	\$45,649.07
2018	January	\$76,604.76	\$53,508.65
2018	February	\$48,154.58	\$63,404.51
2018	March	\$48,200.63	\$60,444.98
2018	April	\$54,090.43	\$57,653.32
2018	May	\$53,781.29	\$50,148.55
2018	June	\$36,362.80	\$52,024.12
2018	July	\$51,020.86	\$48,078.17
2018	August	\$47,287.67	\$47,054.98
2018	September	\$55,629.24	\$44,890.44
2018	October	\$66,749.23	\$51,312.59
2018	November	\$43,533.81	\$56,555.38
2018	December	\$71,398.43	\$55,304.09
2019	January	\$94,222.11	\$60,560.49
2019	February	\$99,415.29	\$69,718.12
2019	March	\$104,854.15	\$88,345.28
2019	April	\$123,798.68	\$99,497.18
2019	May	\$18,333.63	\$109,356.04
2019	June	\$82,328.82	
Total		\$1,353,702.96	\$1,353,702.96



Category	TotalProfit
Cheese	\$108,415.96
Condiments	\$40,779.01
Cookies	\$49,207.84
Deserts	\$50,561.23
Drinks	\$81,319.84
Fish	\$64,595.46
Fruits	\$51,486.29
Meat	\$58,220.87
Total	\$504,586.49

Category	2017	2018	2019	Total
Cheese	51,035.93	121,472.47	78,139.19	<b>250,647.60</b>
Condiments	22,406.47	58,807.98	32,778.11	<b>113,992.56</b>
Cookies	11,902.40	60,379.70	29,364.84	<b>101,646.94</b>
Deserts	37,160.35	87,389.38	55,013.92	<b>179,563.65</b>
Drinks	59,398.75	112,671.02	116,024.87	<b>288,094.65</b>
Fish	24,338.29	69,129.72	44,911.29	<b>138,379.31</b>
Fruits	17,270.29	57,117.38	31,158.03	<b>105,545.70</b>
Meat	36,042.88	85,346.07	53,233.59	<b>174,622.55</b>
<b>Total</b>	<b>259,555.37</b>	<b>652,313.73</b>	<b>440,623.87</b>	<b>1,352,492.96</b>

Ranking by Year and Category

