

Quarterly Sales Report

(By Profit Category)

Company: ACME Corp

Quarter: Q1 2024

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Prepared by: Finance Department

Executive Summary

This report provides an overview of sales performance for the first quarter of 2024, categorized by profit tiers. The objective is to identify trends and support strategic decisions for upcoming quarters.

Sales Breakdown by Profit Category

Profit Category	Total Sales (USD)	Percentage of Total Sales	Number of Transactions
High Profit (>30%)	450,000	38%	120
Medium Profit (15-30%)	550,000	47%	260
Low Profit (<15%)	170,000	15%	105
Total	1,170,000	100%	485

Key Insights

- Medium profit sales constitute the largest share of total revenue.
- High profit transactions, though fewer, contribute significantly to overall profits.
- Low profit sales represent a risk area and are monitored for margin improvement.

Important Notes

- This document summarizes sales by profit category for management review.
- Categories may differ based on industry standards or company strategy.
- Data accuracy depends on timely input from all sales regions.
- Quarterly reviews help identify profitable trends and optimize focus.
- Comparative analysis with previous quarters is recommended for deeper insight.