

Monthly Revenue Report – Profit Category

Reporting Period: June 2024

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Date Generated: July 5, 2024

1. Executive Summary

This report provides an overview of the monthly revenue attributed to each profit category, with year-to-date and month-on-month comparisons.

2. Revenue Breakdown by Profit Category

| Category | Revenue (June 2024) | Revenue (May 2024) | Variance (%) | Year-to-Date (YTD) |
|------------------------|----------------------------|----------------------------|------------------------|----------------------------|
| Product Sales | \$85,000 | \$80,500 | +5.6% | \$480,200 |
| Service Income | \$40,500 | \$41,200 | -1.7% | \$245,750 |
| Subscription Fees | \$18,800 | \$18,100 | +3.9% | \$110,400 |
| Other Revenue | \$5,600 | \$5,800 | -3.4% | \$35,200 |
| Total | \$149,900 | \$145,600 | +3.0% | \$871,550 |

3. Analysis & Insights

The overall monthly revenue increased by 3% compared to the previous month. Product sales remain the primary driver of profit, with notable growth in June. Service income saw a slight decline due to seasonal adjustments. Continuous improvement in subscription revenue contributes to predictable long-term income.

4. Recommendations

- Focus on expanding product sales strategies to sustain growth.
- Investigate causes for decline in service income and adjust resource allocation.
- Enhance marketing for subscriptions to boost recurring revenue.

Important Notes

- This report should be reviewed alongside expense reports for a full profitability analysis.
- Data accuracy depends on timely and complete record collection.
- Year-to-date figures are cumulative and should be reconciled monthly.
- Changes in accounting standards or revenue recognition policies may impact comparability.