

**EMPOWERMENT
THROUGH
KNOWLEDGE**

Dr Angela Buys
Bru-Tect Product Performance
2023/2024



Bru-Tect Rev 1 – 10 Dose

General Operations Rule:

Minimum 6 months stock on hand based on previous year sales and current year rolling monthly forecasts for all products

	2023	2024
Jan	0	822
Feb	0	543
(Product launch) Mar	3 080	482
Apr	1 457	496
May	355	890
Jun	377	462
Jul	721	676
Aug	949	701
Sept	1 016	636
Oct	867	505
Nov	867	-
Dec	864	-
Total units sold	10 553	6 213
Total doses sold	105 530	62 130
Ave monthly sales (Units)	1 055	621
Total units manufactured	23 027	0 (Ample stock)
Stock on hand (Units) Nov 2024 (Ready for dispatch)		6 205



Bru-Tect S19 – 50 Dose

General Operations Rule:

Minimum 6 months stock on hand based on previous year sales and current year rolling monthly forecasts for all products

	2023	2024
Jan	0	371
Feb	0	499
(Product launch) Mar	555	303
Apr	203	268
May	292	339
Jun	903	147
Jul	202	235
Aug	414	227
Sept	606	200
Oct	297	233
Nov	297	-
Dec	187	-
Total units sold	3 956	2 822
Total doses sold	197 800	141 100
Ave monthly sales (Units)	396	282
Total units manufactured	7 503	14 631
Stock on hand (Units) Nov 2024 (Ready for dispatch)		4 614

Bru-Tect S19 – 10 Dose

General Operations Rule:

Minimum 6 months stock on hand based on previous year sales and current year rolling monthly forecasts for all products

	2023	2024
Jan	-	259
Feb	-	320
(Product launch) Mar	0	288
Apr	333	380
May	192	429
Jun	869	268
Jul	156	1 000
Aug	1 765	769
Sept	670	2 210
Oct	343	189
Nov	343	-
Dec	161	-
Total units sold	4 832	6 112
Total doses sold	48 320	61 120
Ave monthly sales (Units)	537	611
Total units manufactured	9 578	4 708
Stock on hand (Units) Nov 2024 (Ready for dispatch)		3 779



Bru-Tect S19 Summary

General Operations Rule:

Minimum 6 months stock on hand based on previous year sales and current year rolling monthly forecasts for all products

	2023	2024
Total doses sold	246 120	202 220
Stock on hand (Doses) Nov 2024 (Ready for dispatch)		268 490

