

Universal Export-Sales Overview(2022)

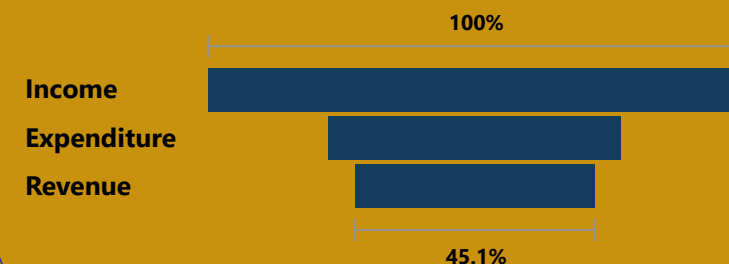
£1.80bn
Revenue

£2.2bn
Expenditure

£4.0bn
Income

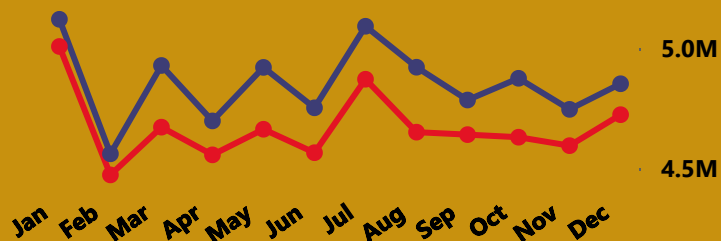
58.25M
Sales

Income, Expenditure and Revenue

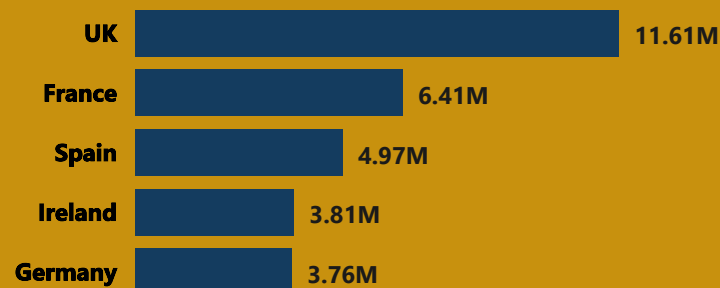


How much are we profitable every month?

● Revenue ● Sales



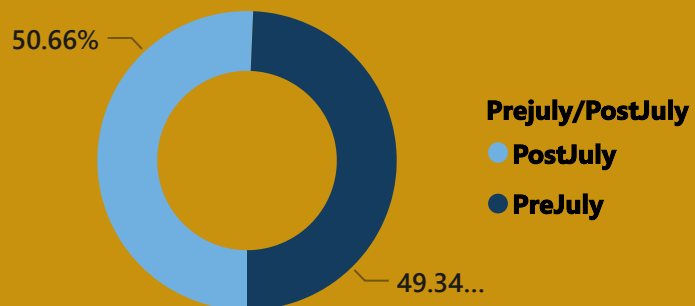
Which top 5 countries are we selling more?



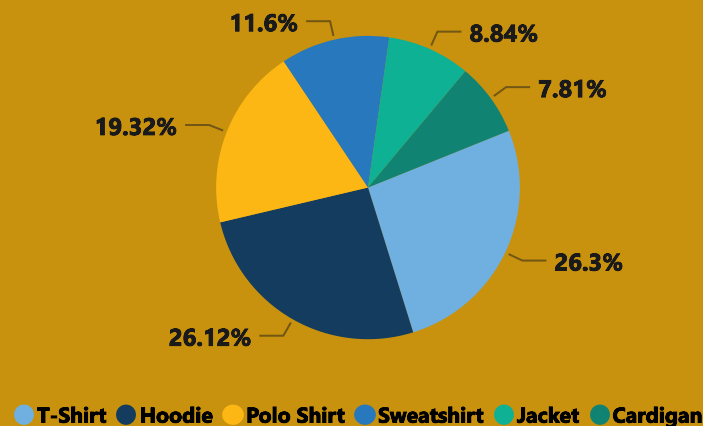
Which top 5 countries are we selling less?



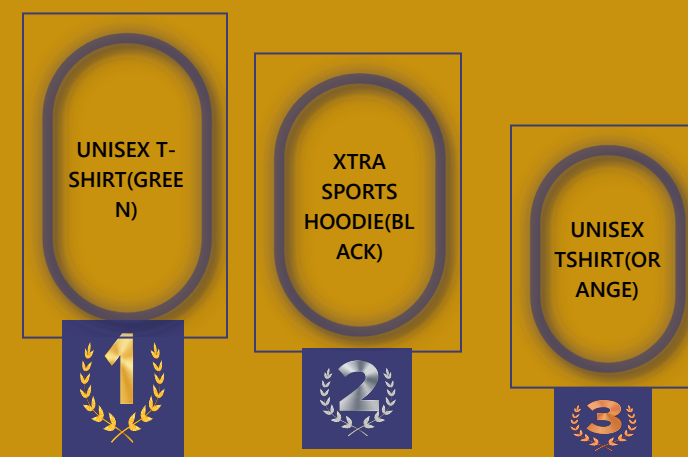
Shipments by other than Air Transport



How much are we selling by Product_Category?



What are our top 3 products by sales?



Universal Export-Sales-Overview(2022).

Select all

Q1

Q2

Q3

Q4

Select all

Cardigan

Hoodie

Jacket

>

What are our top 10 products by sales?

PRODUCT_NAME	PRODUCT_CATEGORY	Sales
Unisex T-Shirt in Green	T-Shirt	620.2K
Xtra Sport Hoodie for Athlete in Black	Hoodie	610.9K
Unisex T-Shirt in Orange	T-Shirt	606.4K
Unisex T-Shirt in Yellow	T-Shirt	603.1K
Beige Alpha V2 Unisex T-Shirt for Special Comfort	T-Shirt	597.5K
Cardigan Fake Knitted Navy	Cardigan	594.8K
Standard Hoodie Red	Hoodie	591.0K
Sunlight V1 Bomber Jacket	Jacket	590.7K
Brown Alpha V2 Unisex T-Shirt for Special Comfort	T-Shirt	590.6K
White Alpha V2 Unisex T-Shirt for Special Comfort	T-Shirt	590.5K

What are our top 10 products by Revenue?

PRODUCT_NAME	PRODUCT_CATEGORY	Revenue
Sunlight V1 Bomber Jacket	Jacket	£22.78M
Cardigan Fake Knitted Navy	Cardigan	£21.39M
Xtra Sport Hoodie for Athlete in Black	Hoodie	£20.35M
Standard Hoodie Red	Hoodie	£18.15M
Unisex T-Shirt in Green	T-Shirt	£16.35M
Beige Alpha V2 Unisex T-Shirt for Special Comfort	T-Shirt	£16.29M
Unisex T-Shirt in Orange	T-Shirt	£15.87M
Brown Alpha V2 Unisex T-Shirt for Special Comfort	T-Shirt	£15.87M
White Alpha V2 Unisex T-Shirt for Special Comfort	T-Shirt	£15.68M
Unisex T-Shirt in Yellow	T-Shirt	£15.18M

Financial Detailed Statement(2022):

Monthname	Revenue		Expenditure		Income	Sales
January	↑	£162.78M	↑	£198.1M	↑ £360.9M	↑ 5.1M
February	↓	£142.72M	↓	£175.0M	↓ £317.8M	↓ 4.6M
March		£150.18M		£182.5M	£332.7M	4.9M
April	↓	£145.85M	↓	£177.5M	↓ £323.4M	4.7M
May		£149.85M		£181.6M	£331.5M	4.9M
June	↓	£146.19M	↓	£178.4M	↓ £324.6M	4.8M
July	↑	£157.67M	↑	£191.1M	↑ £348.8M	↑ 5.1M
August		£149.40M		£182.9M	£332.3M	4.9M
September		£149.01M		£180.7M	£329.7M	4.8M
October		£148.61M		£181.8M	£330.4M	4.9M
November		£147.29M	↓	£179.4M	£326.7M	4.7M
December		£152.13M		£186.7M	£338.9M	4.9M
Total		£1,801.69M		£2,195.8M	£3,007.5M	58.2M

↓

↑

---Decreasing

---Increasing



Key Insights (year 2022):

1. January had the highest Revenue At £162.8 million, which was 14.05% higher than February, which had the lowest Revenue at £142.7Million.
2. Revenue and Total Sales are Positively Corelated to each other.
3. Across all top 5 Shipment Countries, Sales ranged from 3.76 Million to 11.6 Million.
4. Sales through shipment other than air transport was increased by 1.22% Post July period.
5. Revenue and Sales diverged the most in January.
6. January accounted for 9.03% of total Revenue of the year 2022.
7. Among the Product Categories , Hoodie holds the Highest Revenue at £500.31 followed by T-shirt and Polo T-shirt at £406.56Million and £353.35Million respectively.
8. Unisex T-Shirt(Green) ,Xtra Sports Hoodie(Black),Unisex T-Shirt (Orange) are the top 3 products respectively among all categories by sales.