

# Key Business Metrics Overview

Total records from Invoice Sheet

48,057

Count of unique part numbers in  
billing record

7761

Profitability

28.97%

Total revenue from billing sheet

\$80.21M

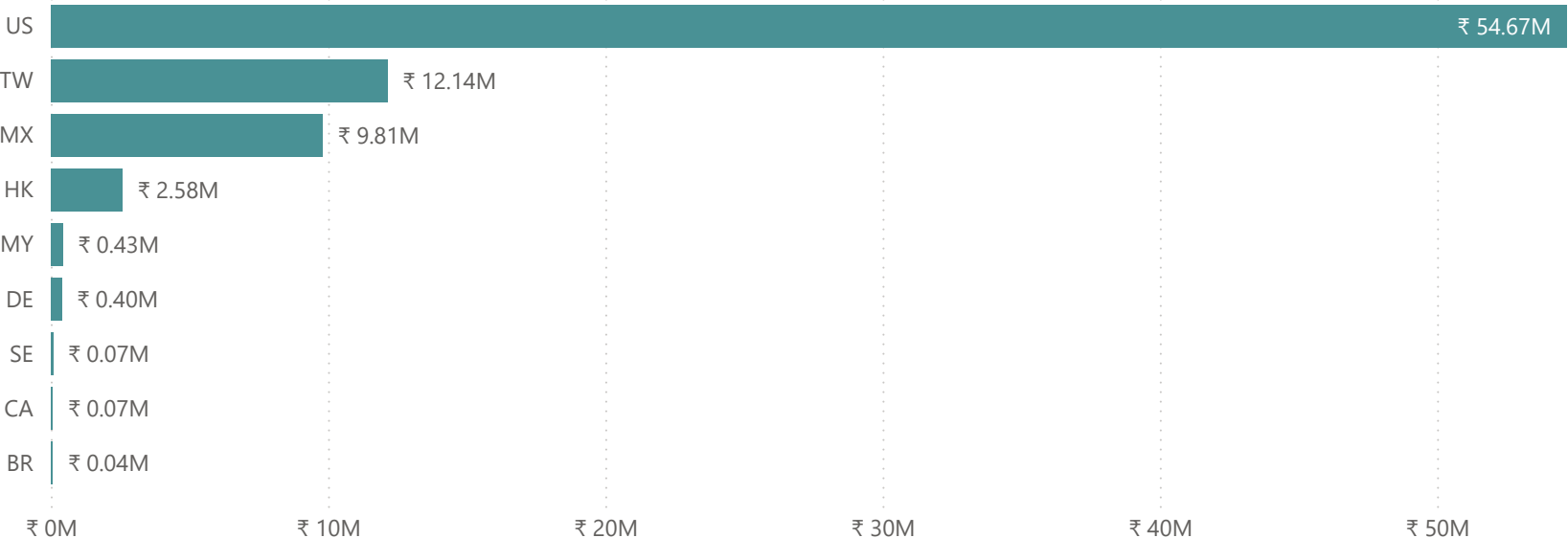
Count of unique customers in  
billing record

207

Customer Type

- ☐ 5000
- ☐ 7000

## Regional Sales

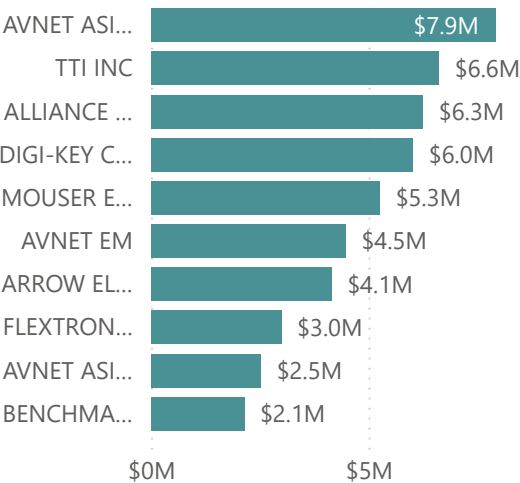


Country Code

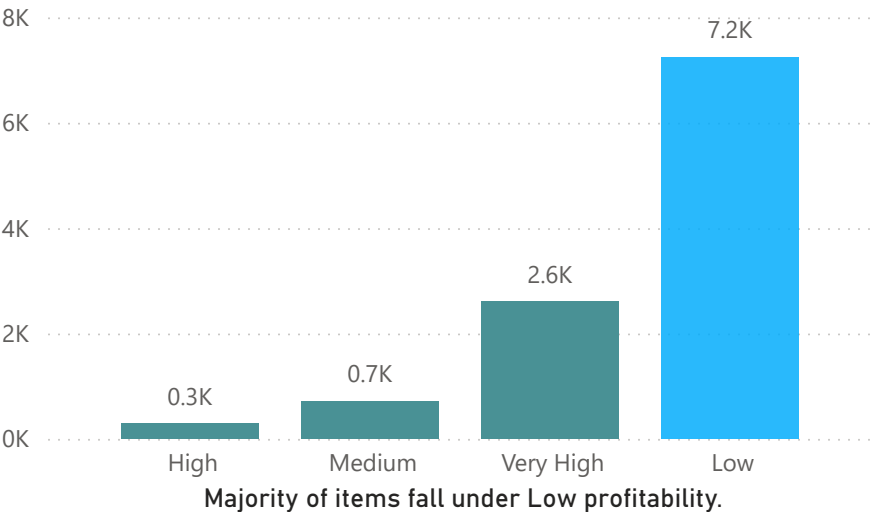
- ☐ BR
- ☐ CA
- ☐ DE
- ☐ HK
- ☐ MX
- ☐ MY
- ☐ SE
- ☐ TW
- ☐ US

# Product & Profitability Breakdown

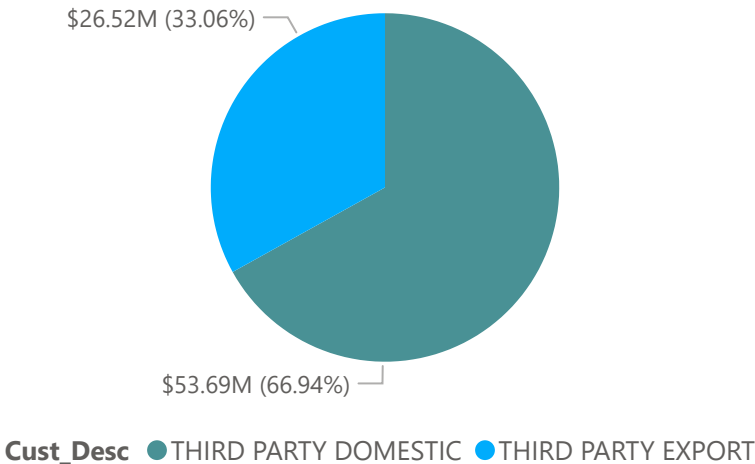
Total Sales by Top 10 Customers.



Profitability



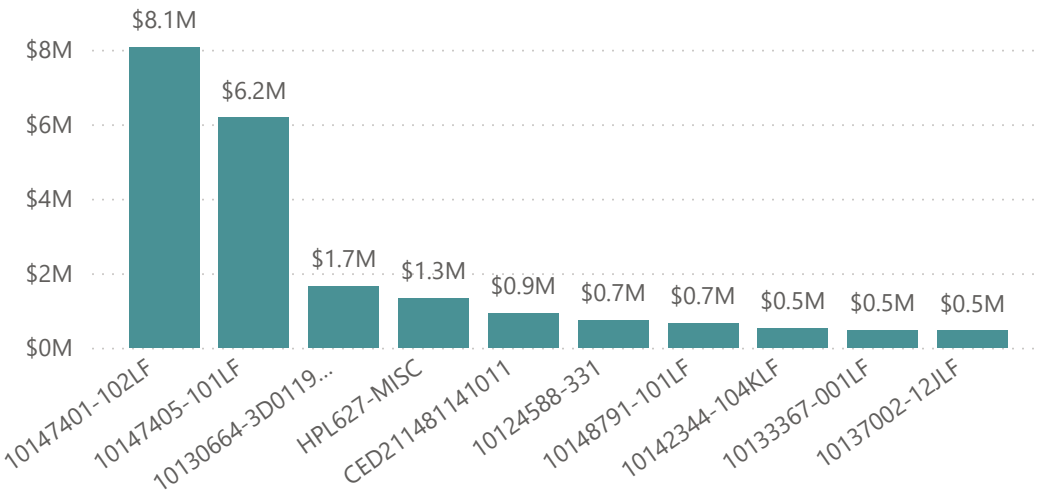
Customer Segmentation by Type



Detailed Sales and Profitability Report by Inventory Number

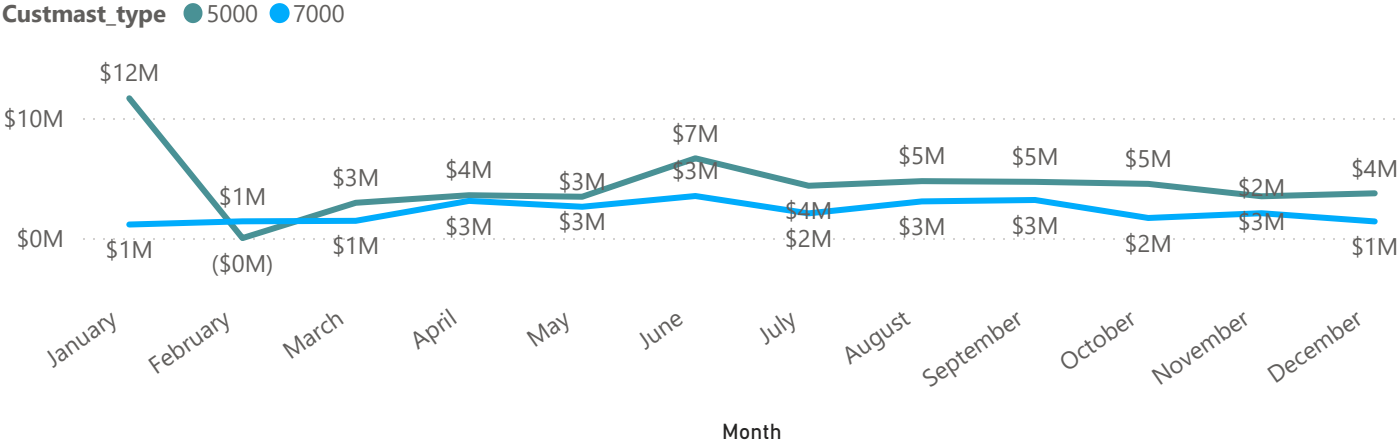
Inv_ItemNbr	Total Sales	Total Cost	Profitability Total
10005639-11109LF	\$2,934.95	1,824.55	37.83%
10016527-101LF	\$10,079.62	7,259.98	27.97%
10016537-101LF	\$62,685.84	39,826.68	36.47%
10017660-001LF	\$17,029.79	13,487.59	20.80%
10017660-002LF	\$9,274.52	7,612.53	17.92%
10017963-D050TLF	\$12,134.40	9,610.46	20.80%
10017963-E050TLF	\$7,471.59	5,116.97	31.51%
Total	\$8,02,07,836.11	5,69,75,488.24	28.97%

Top 10 Products by Revenue

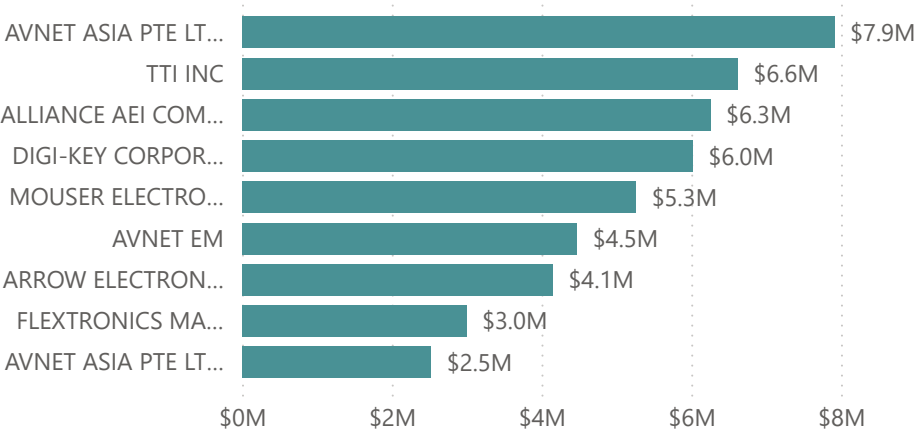


# Sales Trends and Customer Insights

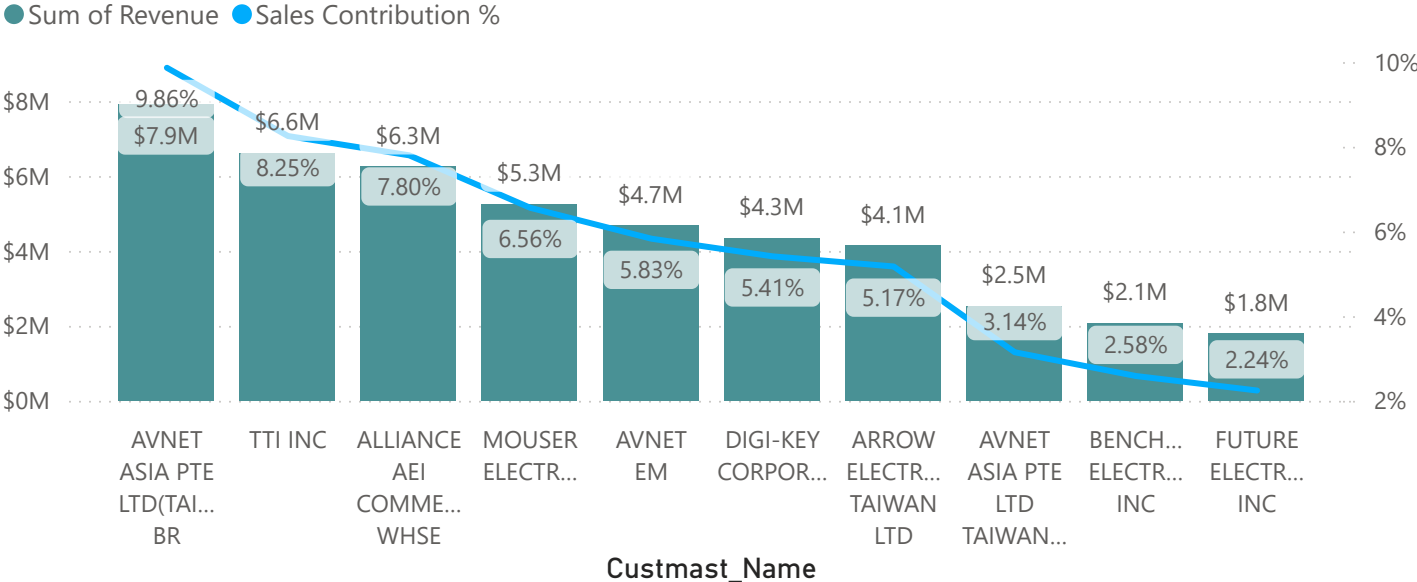
Monthly Sales Trends by Customer Type



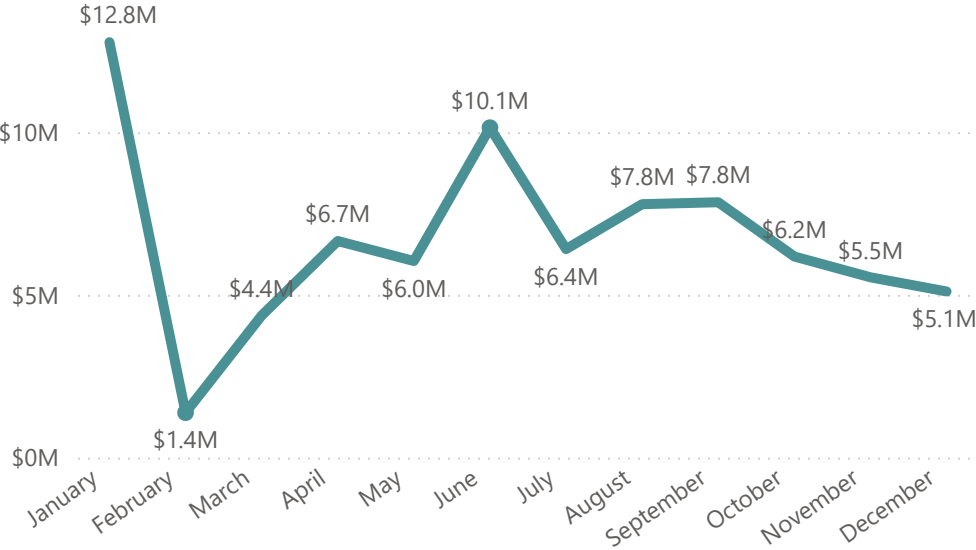
Total Sales by Top 10 Customers.



top 10 customers based on total revenue and their contribution to overall sales

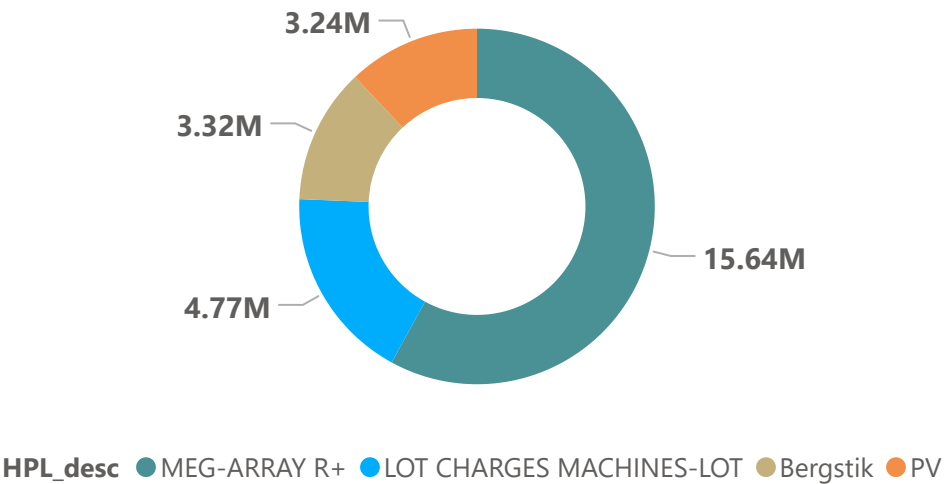


Monthly Sales Trend

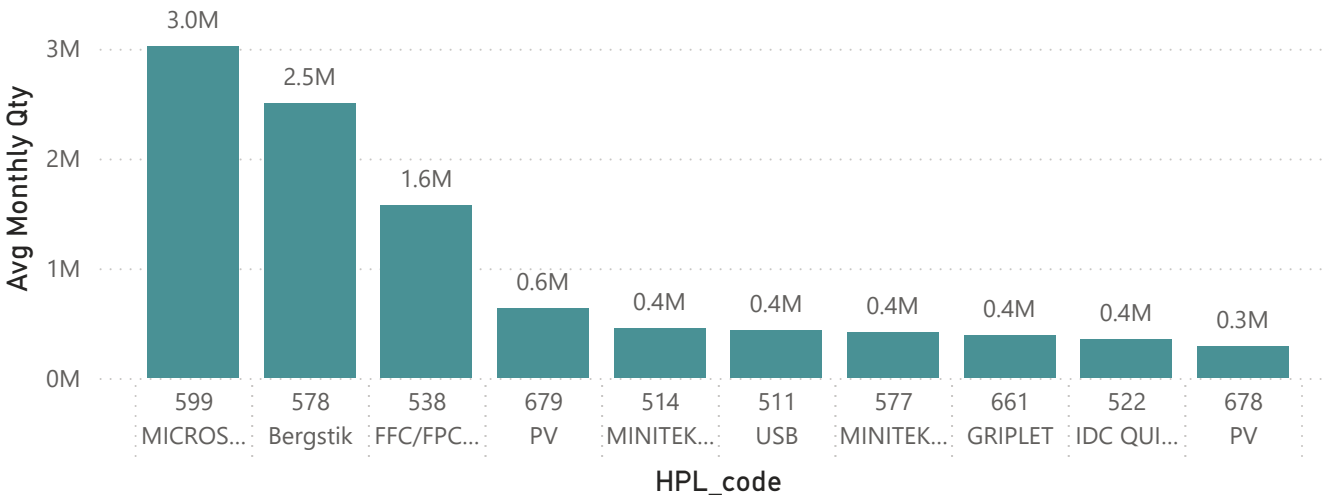


# HPL Analysis

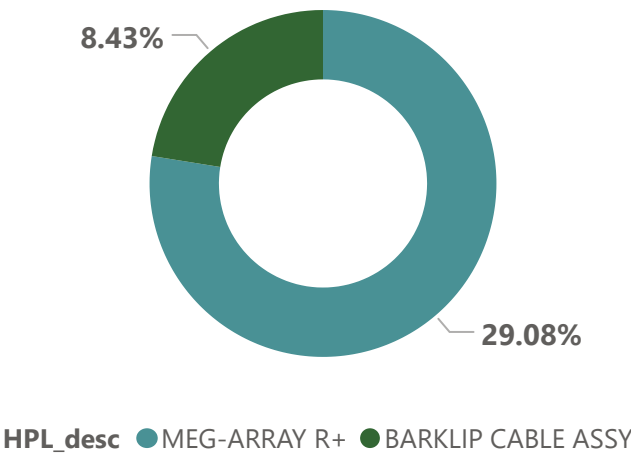
HPL's contributing to 30% of the Sales



Top 10 HPLs by Avg. Monthly Sales Qty



HPL's contributing to 30% of the Profit



Sales by HPL with Sales % and Profit %

HPL_desc	Sales by HPL	Sales Contribution %	Profit Contribution %
MEG-ARRAY R+	15.64M	19.50%	
BARKLIP CABLE ASSY	2.54M	3.17%	
MEG-ARRAY	2.70M	3.36%	
LOT CHARGES MACHINES-LOT	4.77M	5.95%	
MINITEK PWR	1.29M	1.61%	
Bergstik	3.32M	4.14%	
USB	2.26M	2.82%	
Total	80.21M	100.00%	100.00%