

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

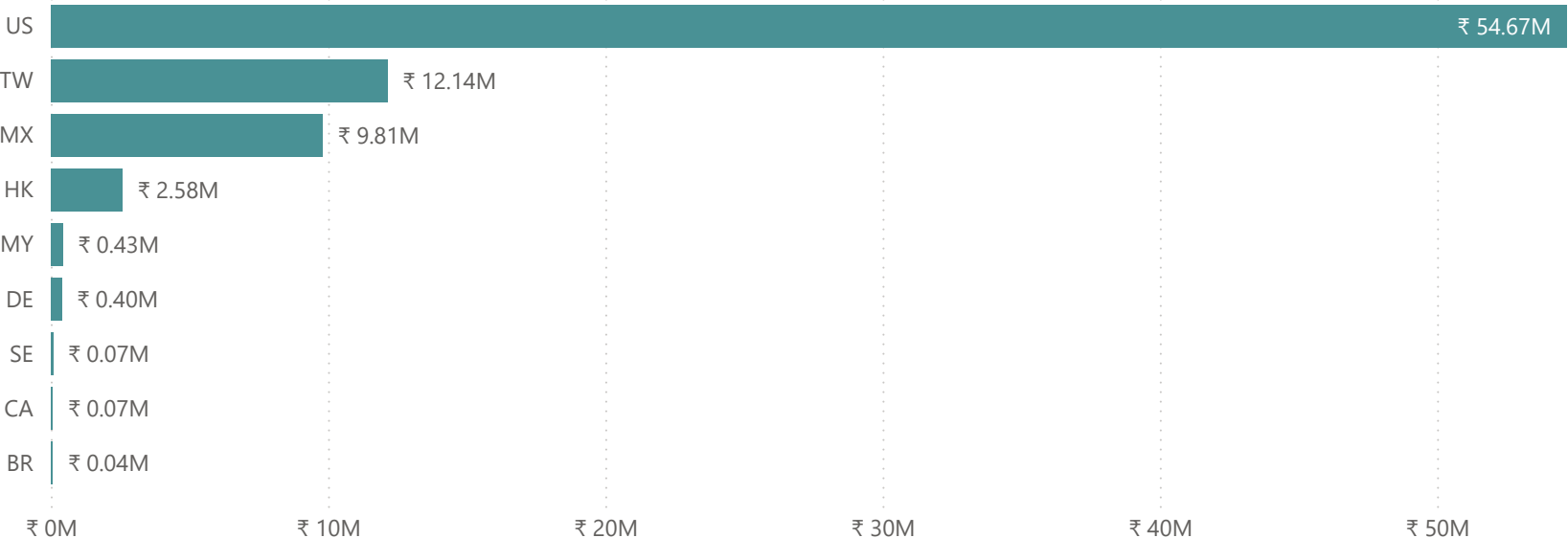
Count of unique customers in
billing record

207

Customer Type

- ☐ 5000
- ☐ 7000

Regional Sales

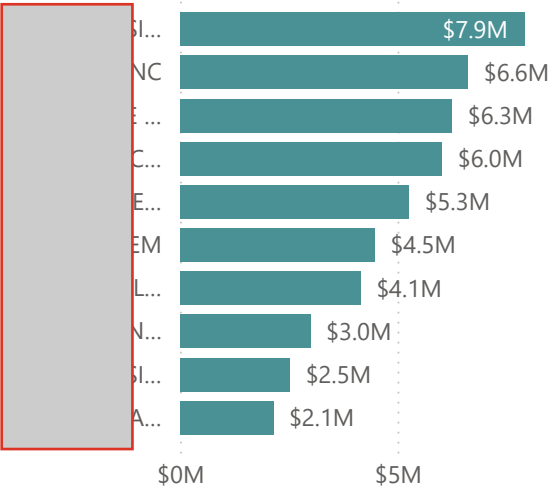


Country Code

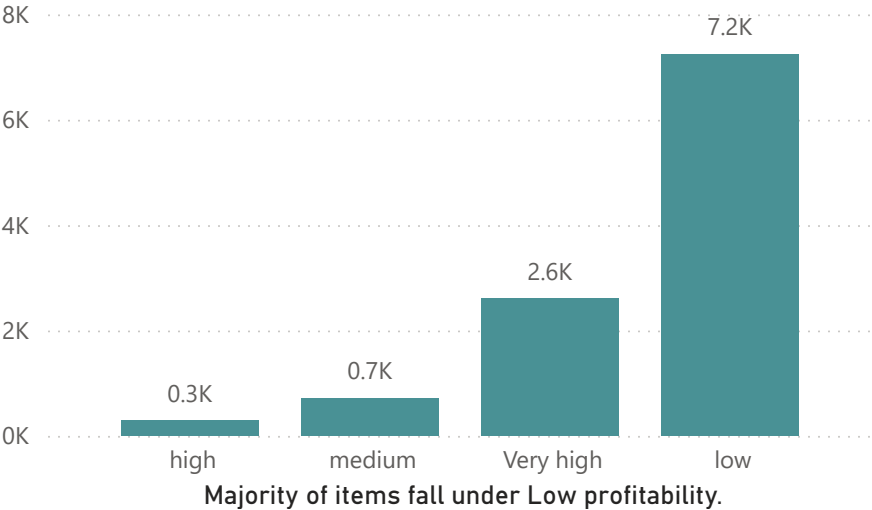
- ☐ BR
- ☐ CA
- ☐ DE
- ☐ HK
- ☐ MX
- ☐ MY
- ☐ SE
- ☐ TW
- ☐ US

Product & Profitability Breakdown

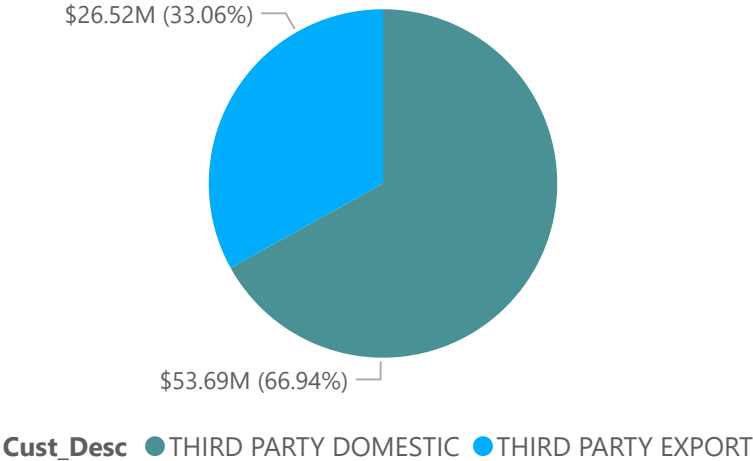
Total Sales by Top 10 Customers.



Profitability



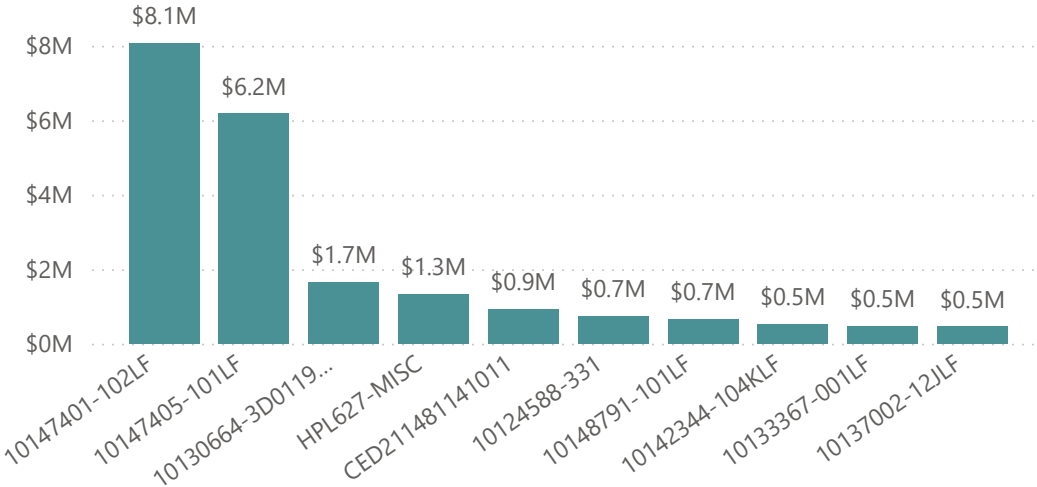
Customer Segmentation by Type



Detailed Sales and Profitability Report by Inventory Number

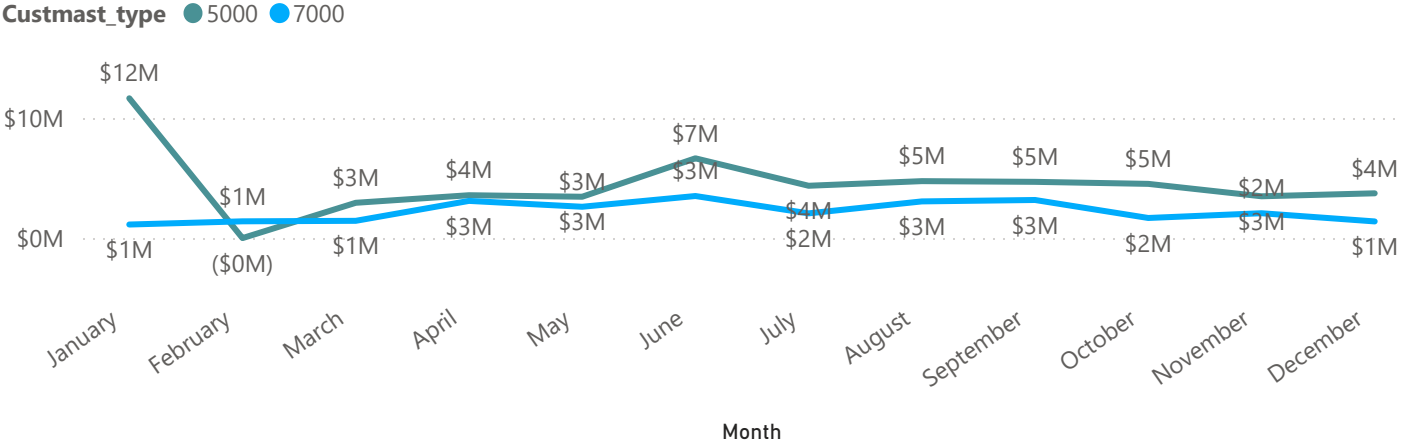
Inv_ItemNbr	Total Sales	Total Cost	Profitability Total
D09P24A6RX09LF			07
69802-444LF	(\$3,5		78
54202-G0804ALF			61
10103593-0001LF			99
91911-31311LF	(\$1		19
SFW5R-1STE1LF	(\$2		64
69168-118HLF	(\$1		24
Total	\$8,02,07,856.11	\$5,05,75,100.24	28.97%

Top 10 Products by Revenue

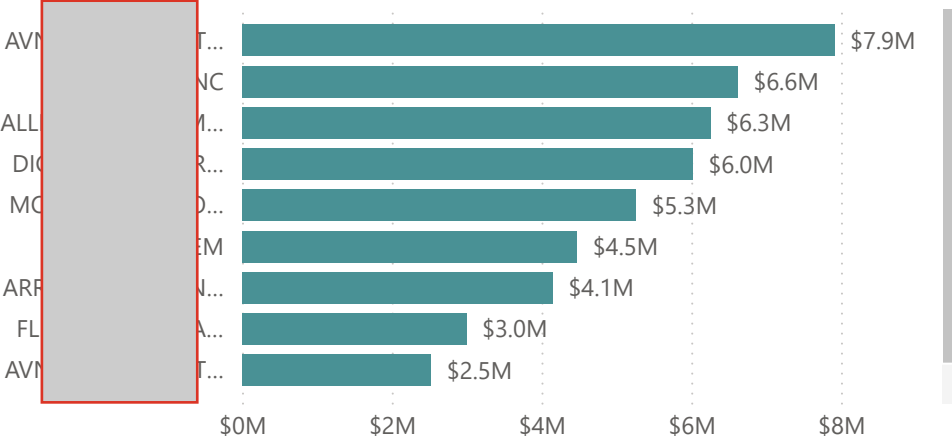


Sales Trends and Customer Insights

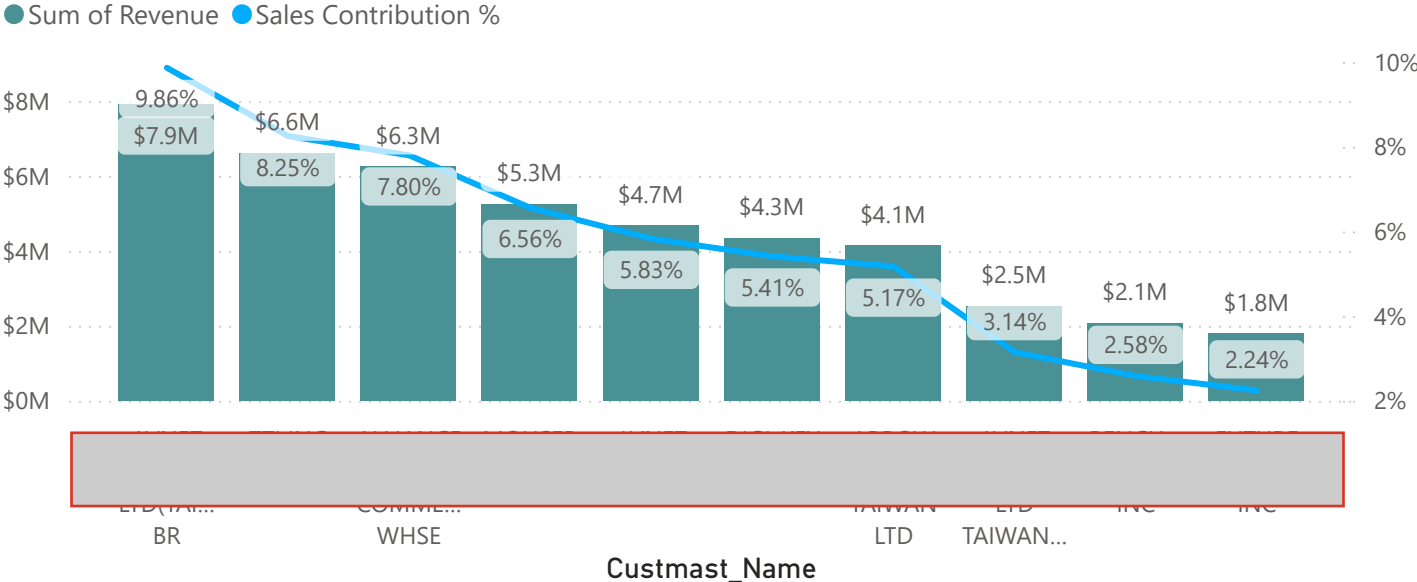
Monthly Sales Trends by Customer Type



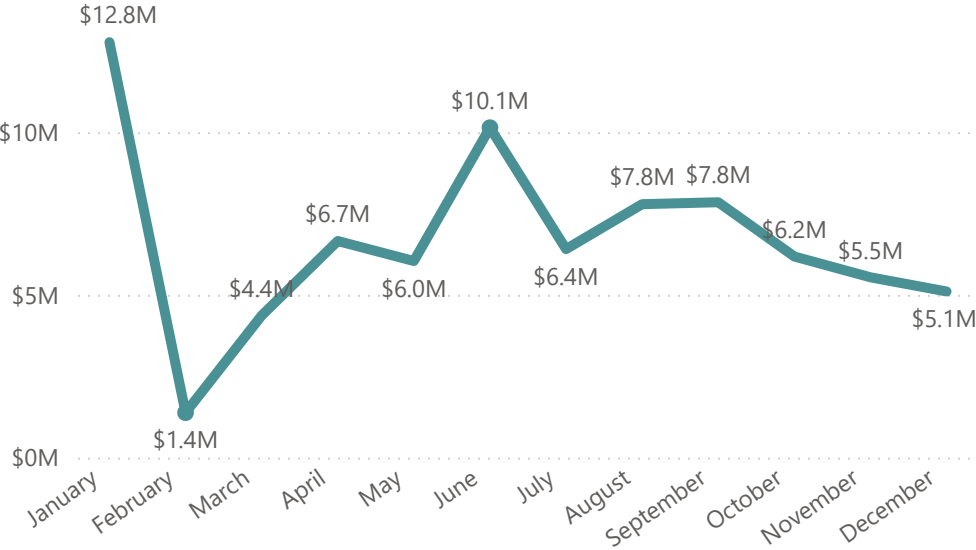
Total Sales by Top 10 Customers.



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

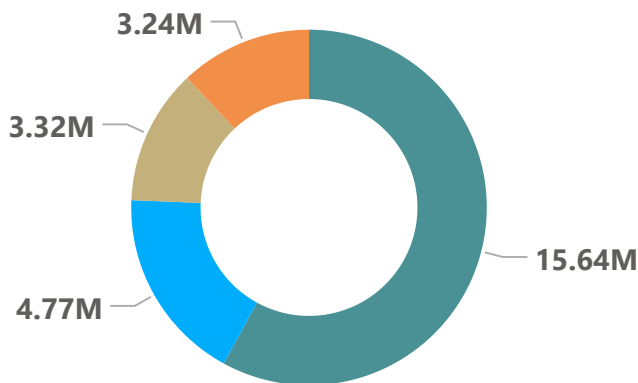


Monthly Sales Trend



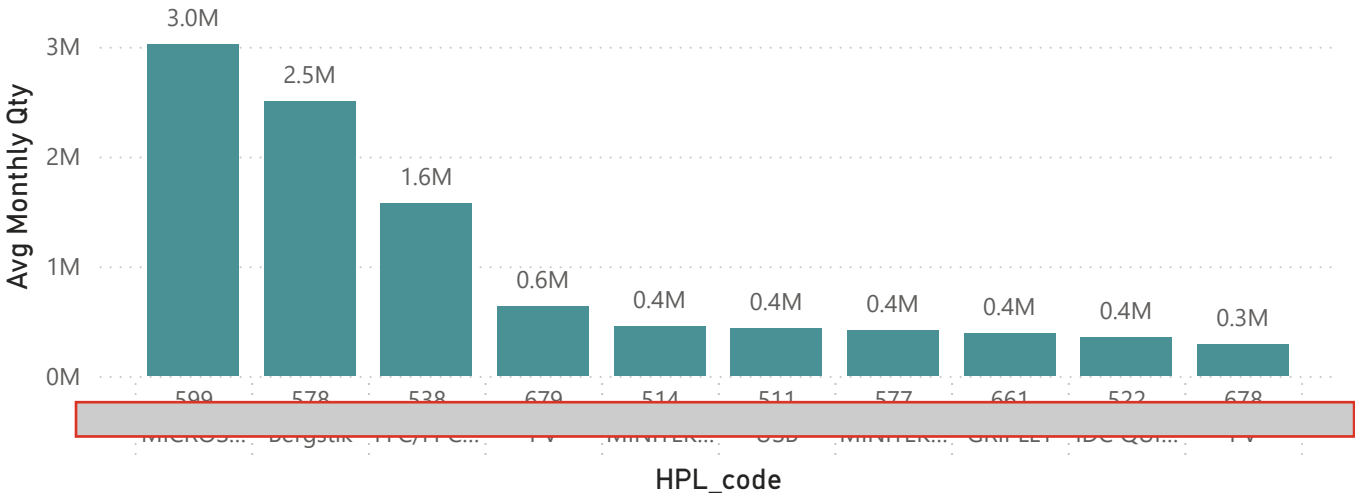
HPL Analysis

HPL's contributing to 30% of the Sales

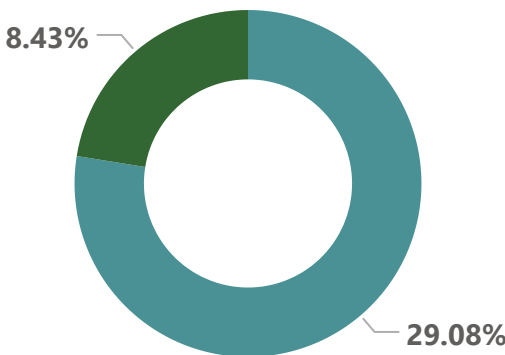


HPL_desc MEG-ARRAY R+ LOT CHARGES MACHINES-LOT Bergstik PV

Top 10 HPLs by Avg. Monthly Sales Qty



HPL's contributing to 30% of the Profit



HPL_desc MEG-ARRAY R+ BARKLIP CABLE ASSY

Sales by HPL with Sales % and Profit %

HPL_desc	Sales by HPL	Sales Contribution %	Profit Contribution %
MEG-ARRAY R+	15.64M	19.65%	29.08%
BARCLIP CABLE ASSY	2.54M	3.19%	8.43%
MEG-ARRAY R+	2.70M	3.38%	
LOT CHARGES MACHINES-LOT	4.77M	5.95%	
MINI-ARRAY R+	1.29M	1.61%	
Bergstik	3.32M	4.15%	
USB-ARRAY R+	2.26M	2.87%	
Total	80.21M	100.00%	100.00%