

## **\*\*Sales Report for the Year\*\***

### **\*\*Introduction\*\***

This report provides an overview of the sales performance of the company for the year. The report covers various aspects of sales, including the total quantity ordered, total sales, and sales by product line, country, city, and deal size.

### **\*\*Summary of Sales\*\***

The total quantity ordered for the year was 22,246 units, with an average quantity ordered per order being 35.59 units. The total sales for the year were Rs. 2,874,351, with an average sales value per order being Rs. 4,599.

### **\*\*Sales by Status\*\***

The sales were categorized into different statuses, including Shipped, Cancelled, In Process, Resolved, Disputed, and On Hold. The majority of the sales were shipped, accounting for 590 orders, followed by cancelled orders, which accounted for 11 orders.

### **\*\*Sales by Month\*\***

The sales were distributed across different months, with the highest sales being recorded in November, accounting for 138 orders, followed by December, which accounted for 37 orders.

### **\*\*Sales by Year\*\***

The sales were also distributed across different years, with the highest sales being recorded in 2004, accounting for 289 orders, followed by 2003, which accounted for 231 orders.

### **\*\*Sales by Product Line\*\***

The sales were categorized into different product lines, including Classic Cars, Motorcycles, Trucks and Buses, Vintage Cars, and Planes. The Classic Cars product line accounted for the highest sales, accounting for 338 orders, followed by Motorcycles, which accounted for 104 orders.

### **\*\*Sales by Country\*\***

The sales were distributed across different countries, including USA, France, Spain, Australia, UK, Norway, Finland, Italy, Austria, Singapore, Sweden, Denmark, Germany, Canada, Switzerland, Japan, Philippines, Ireland, Belgium, and others. The USA accounted for the highest sales, accounting for 233 orders, followed by France, which accounted for 72 orders.

### **\*\*Sales by City\*\***

The sales were distributed across different cities, including Madrid, San Rafael, NYC, San Francisco, Paris, Singapore, Salzburg, New Bedford, North Sydney, Brickhaven, Melbourne, Bergen, Gensve, Boras, Nashua, Reggio Emilia, Liverpool, Philadelphia,

Allentown, Kobenhavn, Lyon, Nantes, Chatswood, Espoo, Koln, Burlingame, Stavern, Helsinki, Reims, Cambridge, Bridgewater, Torino, Marseille, Pasadena, New Haven, Manchester, Minato-ku, Frankfurt, Graz, Aarhus, London, Montreal, Versailles, Makati City, Las Vegas, Vancouver, South Brisbane, Lule, Oulu, San Jose, Lille, Strasbourg, Brisbane, Bergamo, Newark, Los Angeles, Burbank, Boston, Osaka, Oslo, Glen Waverly, San Diego, Dublin, Toulouse, White Plains, Cowes, Glendale, Munich, Sevilla, Barcelona, Bruxelles, Tsawassen, Charleroi. The majority of the sales were recorded in Madrid, accounting for 47 orders, followed by San Rafael, which accounted for 37 orders.

### **\*\*Sales by Deal Size\*\***

The sales were categorized into different deal sizes, including Small, Medium, and Large. The Medium deal size accounted for the highest sales, accounting for 392 orders, followed by Small, which accounted for 147 orders.

### **\*\*Conclusion\*\***

In conclusion, the sales performance of the company for the year was satisfactory, with a total sales value of Rs. 2,874,351 and an average sales value per order of Rs. 4,599. The sales were distributed across different product lines, countries, cities, and deal sizes, with the Classic Cars product line, USA, Madrid, and Medium deal size accounting for the highest sales.