

4 October 2025

NEW - Retail Incentive

Owner China BI, BI Service Account

Controls
& Filters M+ FFlag contains M+ Brand

POS +Smart BA 业绩数据更新至：2025-10-03

品牌业绩数据更新至：2025-10-03

服务业绩数据更新至：2025-10-03

Note

1. 本页面于每日上午10:30更新全部卡片完毕。

2. 本页面卡片均不包含6008、6550与8086。

3. 服务业绩达标报告 在Choose Date时，应选择`查询月`以及`上一月`的数据才能完整显示（如希望查询2024-9就应该把2024-8一并选中，否则改卡片中与上月相关字段会无法显示），**非完整月的筛选会使得字段计算仅采用被筛选的非完整时间数据**（如仅筛选2024-10-13至2024-10-19，则日均计算仅为筛选时间范畴的日均值）。

4. 对于日频信息卡片，我们推荐用页面的时间筛选查询；对于周期信息卡片，我们推荐使用卡片的内置周期筛选查询。

5. 请仔细阅读卡片描述后使用卡片。

销售业绩达标情况

POS+Smart BA销售业绩达标报告 | By Shipment | 1 Jan 2022 - 3 Oct 2025

日期	门店代码	POS+Smart BA+O2O(incl JDDJ&MT) 总销售额	POS+Smart BA+O2O 目标销售额	POS+Smart BA+O2O 销售目标完成率	POS 销售额(含JDDJ&MT)	POS 目标销售额	POS 销售目标完成率	Smart BA 销售额	Smart BA 目标销售额	Smart BA销售目标完成率	JDDJ&MT销售额
GRAND TOTAL		¥16,833,601,224	¥17,788,976,739	95%	¥15,992,890,871	¥17,232,146,287	93%	¥840,710,353	¥556,830,452	151%	¥699,486,300
2025-10-03	6007	¥29,014	¥43,845	66%	¥28,070	¥43,438	65%	¥944	¥407	232%	¥143
2025-10-03	6013	¥54,721	¥53,603	102%	¥54,176	¥53,114	102%	¥545	¥489	112%	¥1,820
2025-10-03	6015	¥10,892	¥34,987	31%	¥10,387	¥34,906	30%	¥505	¥81	625%	¥2,753
2025-10-03	6016	¥0			¥0	¥0		¥0			¥0
2025-10-03	6018	¥27,008	¥32,720	83%	¥26,668	¥32,477	82%	¥340	¥243	140%	¥1,270
2025-10-03	6026	¥119,501	¥157,625	76%	¥118,544	¥156,175	76%	¥957	¥1,450	66%	¥1,000
2025-10-03	6040	¥0			¥0	¥0		¥0			¥0
2025-10-03	6042	¥63,490	¥62,664	101%	¥62,689	¥62,435	100%	¥801	¥229	351%	¥0
2025-10-03	6043	¥25,287	¥39,756	64%	¥24,887	¥39,546	63%	¥400	¥210	190%	¥890
2025-10-03	6045	¥0			¥0	¥0		¥0			¥0
2025-10-03	6046	¥47,229	¥65,263	72%	¥47,229	¥64,939	73%	¥0	¥324	0%	¥2,934
2025-10-03	6047	¥17,309	¥15,986	108%	¥17,309	¥15,849	109%	¥0	¥137	0%	¥0
2025-10-03	6054	¥12,094	¥39,401	31%	¥12,094	¥39,168	31%	¥0	¥233	0%	¥1,015
2025-10-03	6056	¥17,656	¥35,146	50%	¥17,656	¥35,012	50%	¥0	¥134	0%	¥1,569
2025-10-03	6060	¥0			¥0	¥0		¥0			¥0
2025-10-03	6061	¥16,907	¥33,456	51%	¥15,454	¥33,198	47%	¥1,453	¥258	564%	¥1,657

品牌销售情况

Incubation品牌销售业绩达标报告 | 1 Jan 2024 - 3 Oct 2025

年月	区域	门店代码	门店名称	Total Sales	POS Sales (Excl JDDJ MT)	SmartBA Payment Sales	O2O Sales (JDDJ MT)	SmartBA Shipment Sales
GRAND TOTAL				1,325,763,499.39	1,278,415,790.76	12,898,481.98	34,449,226.65	20,217,587.90
2025-September	Beijing	6007	Beijing Wangjing	177,059.97	165,659.72	4,589.83	6,810.42	7,545.15
		6042	Beijing Solana	306,508.89	299,294.43	3,190.59	4,023.87	5,110.57
		6046	Beijing Longde	167,634.57	156,989.38	3,958.34	6,686.85	5,740.81
		6056	Beijing Viva	129,531.17	122,560.26	2,797.32	4,173.59	3,855.00
		6060	Beijing Glory	0.00	0.00	0.00	0.00	0.00
		6061	Beijing Raffles	135,190.08	128,309.92	4,209.01	2,671.15	6,584.73
		6069	Beijing The Place	0.00	0.00	0.00	0.00	0.00
		6072	Beijing Link Plaza.Zgc	174,239.25	162,746.81	4,647.55	6,844.89	7,532.87
		6086	Bj Chaoyang Joy City	404,811.24	390,503.98	6,985.06	7,322.20	7,674.52
		6109	Beijing U Town	121,318.05	118,471.38	1,576.16	1,270.51	3,273.59
		6117	Beijing Indigo	205,690.42	196,530.07	6,429.22	2,731.13	7,196.02
		6132	Beijing New Yansha	165,537.92	159,373.05	2,699.83	3,465.04	3,447.38
		6133	Bj Intime Dahongmen	0.00	0.00	0.00	0.00	0.00
		6144	Beijing Gemdale Plaza	83,791.86	80,835.44	571.11	2,385.31	1,186.86
		6177	Bj Joy City Mega Store	520,166.00	502,486.06	11,193.14	6,486.80	17,640.88
		6184	Beijing Bhg Shunyi	206,752.88	196,447.42	4,337.78	5,967.68	6,770.95
		6185	Beijing Jinyu Vanke	193,642.87	182,071.79	3,799.17	7,771.91	6,549.07
		6191	Beijing Bhg Yizhuang	151,064.50	142,054.72	4,055.62	4,954.16	7,775.33
		6192	Bj Shijingshan Wanda	126,816.50	118,811.60	5,200.00	2,804.90	7,397.57
		6206	Bj Oriental Plaza	138,851.07	135,701.44	1,381.57	1,768.06	2,857.03

Incubation品牌每日销售业绩达标报告 | 1 Jan 2024 - 3 Oct 2025

This pivot table is only showing part of the data. The visible rows and/or columns are incomplete. Missing subtotals are indicated by red ###.

ticket_date	区域	门店代码	门店名称	Total Sales	POS Sales (Excl JDDJ MT)	SmartBA Payment Sales	O2O Sales (JDDJ MT)	SmartBA Shipment Sales
GRAND TOTAL				1,325,763,499.39	1,278,415,790.76	12,898,481.98	34,449,226.65	20,217,587.90
2025-10-03	Beijing	6007	Beijing Wangjing	9,104.69	9,091.93	12.76	0.00	38.70
		6042	Beijing Solana	13,922.85	13,623.10	299.75	0.00	801.35
		6046	Beijing Longde	7,718.83	7,558.33	16.35	144.15	0.00
		6056	Beijing Viva	4,984.98	4,950.98	0.00	34.00	0.00
		6060	Beijing Glory	0.00	0.00	0.00	0.00	0.00
		6061	Beijing Raffles	3,388.80	3,204.80	0.00	184.00	0.00
		6069	Beijing The Place	0.00	0.00	0.00	0.00	0.00
		6072	Beijing Link Plaza.Zgc	4,529.55	4,176.59	268.00	84.96	0.00
		6086	Bj Chaoyang Joy City	11,994.79	11,994.79	0.00	0.00	0.00
		6109	Beijing U Town	4,768.58	4,768.58	0.00	0.00	0.00
		6117	Beijing Indigo	10,595.94	10,595.94	0.00	0.00	0.00
		6132	Beijing New Yansha	4,050.03	4,050.03	0.00	0.00	0.00
		6133	Bj Intime Dahongmen	0.00	0.00	0.00	0.00	0.00
		6144	Beijing Gemdale Plaza	1,221.20	1,221.20	0.00	0.00	0.00
		6177	Bj Joy City Mega Store	18,419.72	18,273.17	146.55	0.00	531.67
		6184	Beijing Bhg Shunyi	6,834.80	6,196.06	0.00	638.74	0.00
		6185	Beijing Jinyu Vanke	6,051.48	5,394.42	0.00	657.06	0.00
		6191	Beijing Bhg Yizhuang	4,733.40	4,733.40	0.00	0.00	0.00
		6192	Bj Shijingshan Wanda	3,977.54	3,229.69	257.85	490.00	0.00

服务达标情况

门店服务业绩达标报告 |

年月	大区	城市	门店名称	门店代码	当月日均客流 (ADT)	上月日均客流 (ADT)	门店当月 美妆服务次数	15分钟 局部妆容服务	FENTY FACE 妆容服务	全妆美丽定制	早八通勤妆	门店日均美妆 服务次数达成 (当月美妆服务次数/ 当月已发生天数)	门店日均美妆 服务次数达成 (当月美妆服务次数/ 当月所有天数)
2025-10	Beijing	Beijing	北京望京凯德店	6007	283.33	308.77	58	41	17	0	0	19.33	1.87
2025-10	East	Ningbo	宁波天一广场店	6013	1,080.67	352.00	98	71	18	9	0	32.67	3.16
2025-10	Shanghai	Shanghai	上海百联中环店	6015	125.00	118.97	43	28	15	0	0	14.33	1.39
2025-10	Shanghai	Shanghai	上海百联又一城店	6016		0.00							
2025-10	Shanghai	Shanghai	上海友谊南方店	6018	336.67	155.53	64	47	17	0	0	21.33	2.06
2025-10	South	Guangzhou	广州天河城店	6026	1,851.33	1,020.67	176	126	50	0	0	58.67	5.68
2025-10	West	Chongqing	重庆印象汇店	6040		0.00							
2025-10	Beijing	Beijing	北京蓝色港湾店	6042	1,003.00	529.97	78	42	36	0	0	26.00	2.52
2025-10	East	Changshu	常熟印象城店	6043	325.33	165.73	122	61	61	0	0	40.67	3.94
2025-10	North	Harbin	哈尔滨欧罗巴广场店	6045		0.00							
2025-10	Beijing	Beijing	北京龙德广场店	6046	662.00	462.40	70	63	7	0	0	23.33	2.26
2025-10	East	Nanjing	南京水游城店	6047	314.67	135.57	46	27	19	0	0	15.33	1.48
2025-10	Shanghai	Shanghai	上海仲盛世界店	6054	250.67	175.63	60	48	12	0	0	20.00	1.94
2025-10	Beijing	Beijing	北京富力广场店	6056	290.67	258.17	60	29	30	1	0	20.00	1.94
2025-10	Beijing	Beijing	北京国瑞中心店	6060		0.00							
2025-10	Beijing	Beijing	北京来福士店	6061	176.00	205.13	38	26	12	0	0	12.67	1.23

M+ 品牌达标情况（Data starting 2025 Jan）

M+品牌销售达标报告

时间聚合维度	大区	区域	门店代码	门店名称	实际销售额	目标销售额	目标完成率	是否达成目标
2025-10-01	Beijing	Beijing Central	6042	6042 SEPHORA BEIJING SOLANA	24,761	15,851	156.2%	1
			6056	6056 SEPHORA BEIJING VIVA	8,570	8,889	96.4%	0
			6061	6061 SEPHORA BEIJING RAFFLES	6,081	8,428	72.1%	0
			6069	6069 SEPHORA BEIJING THE PLACE	0	0		
			6109	6109 SEPHORA BEIJING U TOWN	9,242	7,905	116.9%	1
			6206	6206 SEPHORA BJ ORIENTAL PLAZA	7,537	7,872	95.7%	0
			6272	6272 SEPHORA BEIJING FENGTAI WANDA	12,661	12,078	104.8%	1
			6318	6318 SEPHORA BJ CHINA WORLD MALL	19,103	18,938	100.9%	1
			6398	6398 SEPHORA BJ SANLITUN TAIKOOLI	77,856	38,164	204.0%	1
			6400	6400 SEPHORA BEIJING LIZE LONG	22,704	10,620	213.8%	1
		Beijing East	6007	6007 SEPHORA BEIJING WANGJING	7,605	11,028	69.0%	0
			6086	6086 SEPHORA BJ CHAOYANG JOY CITY	22,561	29,712	75.9%	0
			6117	6117 SEPHORA BEIJING INDIGO	12,977	10,946	118.6%	1
			6184	6184 SEPHORA BEIJING BHG SHUNYI	15,835	16,860	93.9%	0
			6208	6208 SEPHORA BEIJING TZ WANDA	26,905	19,259	139.7%	1
			6212	6212 SEPHORA BEIJING CY PARADISE	15,811	16,791	94.2%	0
			6464	6464 SEPHORA BJ TAIYANGGONG	13,486	10,661	126.5%	1
			6518	6518 SEPHORA BJ DONGBA WANDA	10,829	4,389	246.7%	1
			6539	6539 SEPHORA YANJIAO AEON	13,093	9,364	139.8%	1
		Beijing North	6046	6046 SEPHORA BEIJING LONGDE	17,252	16,487	104.6%	1
			6132	6132 SEPHORA BEIJING NEW YANSHA	10,943	8,064	135.7%	1
			6144	6144 SEPHORA BEIJING GEMDALE PLAZA	5,417	7,264	74.6%	0
			6185	6185 SEPHORA BEIJING JINYU VANKE	23,527	13,638	172.5%	1
			6253	6253 SEPHORA BJ COFCO SHINE HILLS	13,321	13,051	102.1%	1
			6298	6298 SEPHORA BEIJING HOPSON ONE	31,522	27,685	113.9%	1
			6342	6342 SEPHORA BJ QH Mix One	12,694	13,307	95.4%	0
			6480	6480 SEPHORA BJ CAPITAL XIZHIMEN	19,845	14,513	136.7%	1
			6541	6541 SEPHORA BJ XIBEIWANG MIXC	10,346	9,136	113.2%	1

Appendix

Monthly Sales by BA

Month	Store Code	Store Name	Employee ID	Err
2025-10	6007	6007 Sephora Beijing Wangjing	027346	邓
2025-10	6007	6007 Sephora Beijing Wangjing	034566	史
2025-10	6007	6007 Sephora Beijing Wangjing	011044	谢
2025-10	6007	6007 Sephora Beijing Wangjing	023237	郭
2025-10	6007	6007 Sephora Beijing Wangjing	018355	马
2025-10	6007	6007 Sephora Beijing Wangjing	021348	李
2025-10	6007	6007 Sephora Beijing Wangjing	035650	李
2025-10	6013	6013 Sephora Ningbo Tianyi	027482	林
2025-10	6013	6013 Sephora Ningbo Tianyi	036382	孙
2025-10	6013	6013 Sephora Ningbo Tianyi	037906	刘
2025-10	6013	6013 Sephora Ningbo Tianyi	019160	李
2025-10	6013	6013 Sephora Ningbo Tianyi	021388	周
2025-10	6013	6013 Sephora Ningbo Tianyi	022964	林
2025-10	6013	6013 Sephora Ningbo Tianyi	035586	李
2025-10	6013	6013 Sephora Ningbo Tianyi	021601	李
2025-10	6013	6013 Sephora Ningbo Tianyi	035431	陈
2025-10	6013	6013 Sephora Ningbo Tianyi	034906	陈
2025-10	6013	6013 Sephora Ningbo Tianyi	036088	乔
2025-10	6013	6013 Sephora Ningbo Tianyi	017940	洪
2025-10	6015	6015 Sephora Shanghai Zhonghuan	025854	高
2025-10	6015	6015 Sephora Shanghai Zhonghuan	035829	郑

Daily Sales by BA

by Day

4B Sum of sales_vat

Month	Store Code	Store Name	Employee ID
2025-10-04	6100	6100 Sephora Guangzhou Talkoo Hui	035693
2025-10-04	6304	6304 Sephora Hz Linping Intime City	032900
2025-10-04	6415	6415 Sephora Chengdu Hopson On	036904
2025-10-04	6365	6365 Sephora Yangzhou Living Mall	034998
2025-10-04	6007	6007 Sephora Beijing Wangjing	023237
2025-10-03	6126	6126 Sephora Shanghai Flagship	034171
2025-10-03	6314	6314 Sephora Taiyuan Mix City	034064
2025-10-03	6194	6194 Sephora Zhuhai Huafa Mall	033651
2025-10-03	6303	6303 Sephora Lianyungang Suning Pl	072782
2025-10-03	6205	6205 Sephora Kunming Xs Wanda	032876
2025-10-03	6495	6495 Sephora Dongguan Ssh Mixc	035297
2025-10-03	6043	6043 Sephora Changshu Incity	010802
2025-10-03	6350	6350 Sephora Sh Nanxiang Incity	101128
2025-10-03	6339	6339 Sephora Chongqing U City	033340
2025-10-03	6373	6373 Sephora Chengdu Mixc Phase I	100800
2025-10-03	6420	6420 Sephora Taizhou Mixc Phase 2	036562
2025-10-03	6117	6117 Sephora Beijing Indigo	037275
2025-10-03	6285	6285 Sephora Shenzhen Uniwalk	071507