# KPI's

899.90M

Revenue

2.48M

**Total Units Sold** 

4.36

Sales Growth %

45.22

Avg Sales Price

2.02M

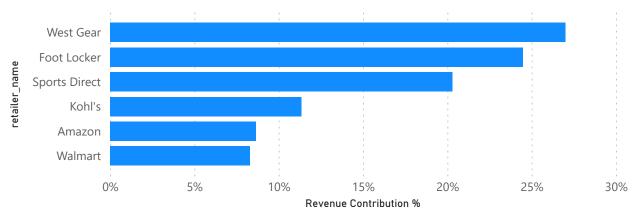
Sales Variance

332.13M

**Total Operating Profit** 

4.08K
Total Operating Margin

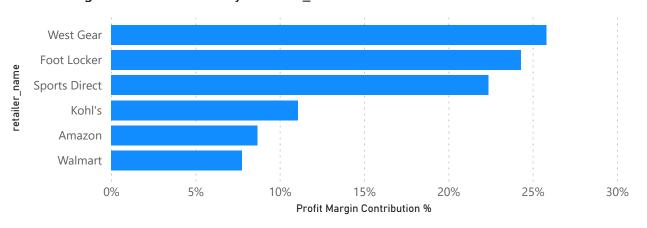
### Revenue Contribution % by retailer\_name



### Total Units Sold by retailer\_name



### Profit Margin Contribution % by retailer\_name



# **Sales Overview**

region, state, ci	~	
All		~
2020	2021	

January	April	July	October	
February	May	August	November	
March	June	September	December	

# 899.90M

4.36

2.48M 45.22 332.13M

Revenue

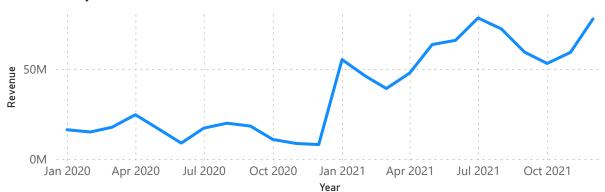
Sales Growth %

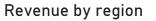
**Total Units Sold** 

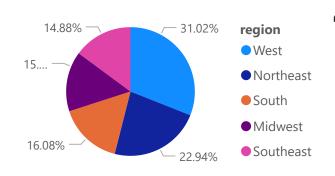
Avg Sales Price

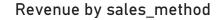
**Total Operating Profit** 

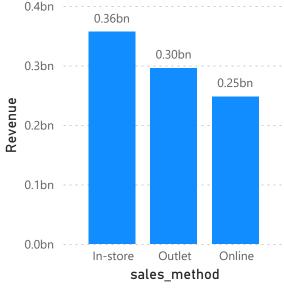
# Revenue by Year, Quarter and Month



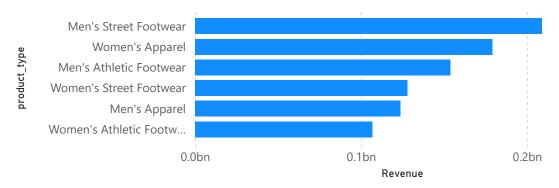








### Revenue by product\_type



retailer_name	Revenue Contribution %	Revenue •		Total Units Sold	Profit Margin Contribution %	Total Operating Profit
West Gear	27.00%	2.	42.96M	0.63M	25.79%	85.67M
Foot Locker	24.46%	2.	20.09M	0.60M	24.30%	80.72M
Sports Direct	20.28%	18	<mark>82</mark> .47M	0.56M	22.38%	<b>74.3</b> 3M
Kohl's	11.35%	10	02.11M	0.29M	11.08%	36.81M
Amazon	8.63%		77.70M	0.20M	8.68%	28.82M
Walmart	8.29%		74.56M	0.21M	7.76%	25.78M
Total	100.00%	89	9.90M	2.48M	100.00%	332.13M

# **Sales Detailed Analysis**



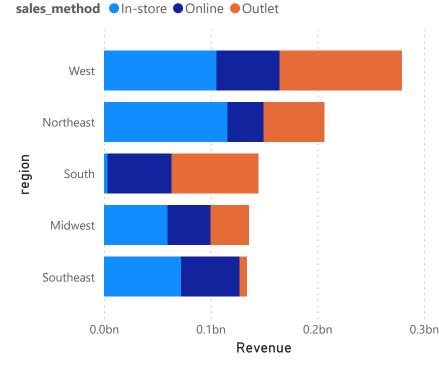
January	April	April July	
February	May	August	November
March	June	September	December

462.35K

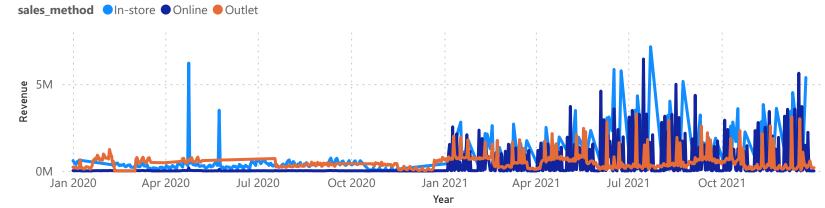
2.02M

Prev. Year Total Units Sold Sales Variance

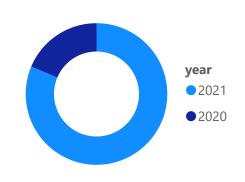
### Revenue by region and sales\_method



## Revenue by Year, Quarter, Month, Day and sales\_method



### Total Units Sold by year



product_type	product_ code	Total Units Sold	Revenue	Sum of op_margin	Sum of op_profit
Men's Street Footwear	Prod001	593K	208.83M	0.72K	82.80M
Men's Athletic Footwear	Prod002	436K	153.67M	0.65K	<b>5</b> 1.85M
Women's Apparel	Prod006	434K	179.04M	0.71K	68.65M
Women's Street Footwear	Prod003	392K	128.00M	0.66K	45.10M
Women's Athletic Footwear	Prod004	317K	106.63M	0.68K	38.98M
Men's Apparel	Prod005	307K	<b>123.</b> 73M	0.66K	44.76M
Total		2479K	899.90M	4.08K	332.13M