



# Sales Order Value Analysis - Gears Division

Total Order Value

12671.11 L

Invoice Pending

2108.61 L

No Of Customers

189

Total Order Qty

1.5M

## Customer Search

Customer Name

## Customer PO Search

Customer PO No

## Date Range

Last

1

Select

No filters applied

## Date Wise

All

## Customer Retention

2022-23

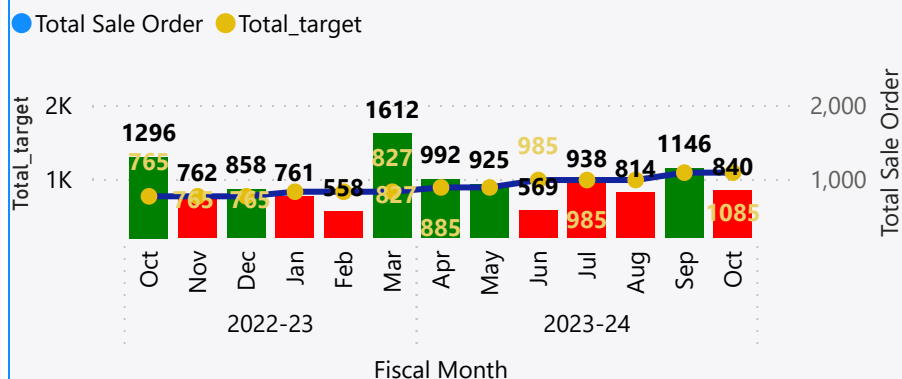
## MTD &YTD

Scheduled Inflow

## Sale Order Value by Customer Wise

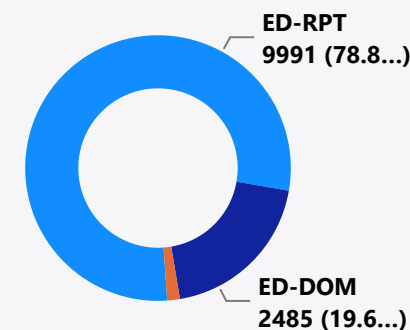
Customer Name	Order Value	Invoice Pending
LAKSHMI MACHINE WORKS LTD	99,03,18,714	13,99,19,976
BONFIGLIOLI TRANSMISSIONS PVT	5,55,63,854	2,27,89,651
PARK LAYER PVT LTD	1,87,24,634	94,55,000
SAGAR ASIA PVT LTD	3,53,64,446	79,60,931
GE T AND D INDIA LTD	3,20,22,366	67,14,781
ITL INDUSTRIES LTD	1,80,51,975	33,91,461
INDOTECH INDUSTRIES INDIA PVT LTD	63,51,966	32,53,441
HOFMANN ENGINEERING PVT LTD	49,10,201	19,14,351
PROPEL DRIVES SYSTEMS LLP	1,30,53,762	15,01,241
Total	1,26,71,11,215	21,08,60,751

## Total Sale Order Vs Target



## Sale Order by Groups

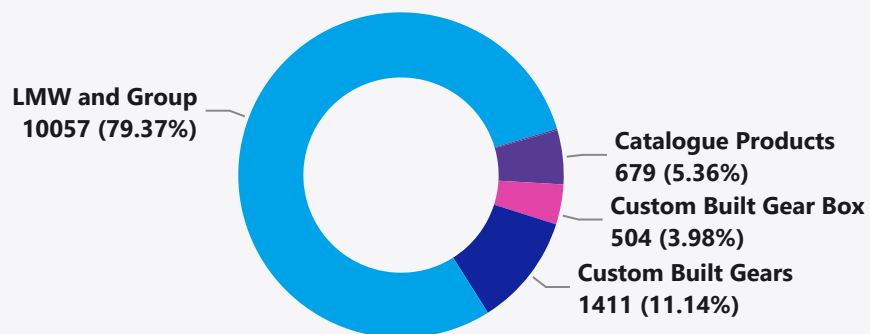
Customer Groups: ED-RPT (Blue), ED-DOM (Dark Blue), ED-EXP (Red)



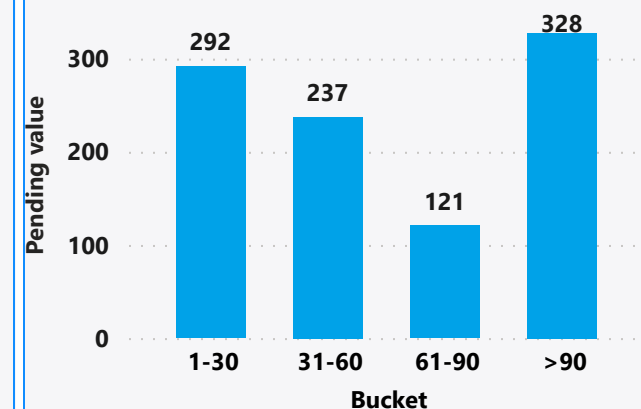
## Sale Order Value by Item Category

Item Cat Group	Order Value	Invoice Pending
LMW and Group	1,00,57,21,005	14,09,02,242
Parts Group Gears	67,03,35,118	12,45,18,316
Parts Group Gear Box	24,73,01,612	1,34,58,157
Parts Group Job Work	7,96,95,905	19,33,449
Product Group Service	74,59,199	8,12,197
Product Group Job Work	9,29,171	1,80,123
Custom Built Gears	14,11,23,083	3,88,50,032
Catalogue Products	6,79,44,150	1,72,35,447
Custom Built Gear Box	5,04,35,355	1,33,20,409
Total	1,26,71,11,215	21,08,60,758

## Sale Order by LMW Group Vs Catalogue



## Total Pending Orders above Required Date





# LAKSHMI MACHINE WORKS LTD

Total Order Value

7491.16 L

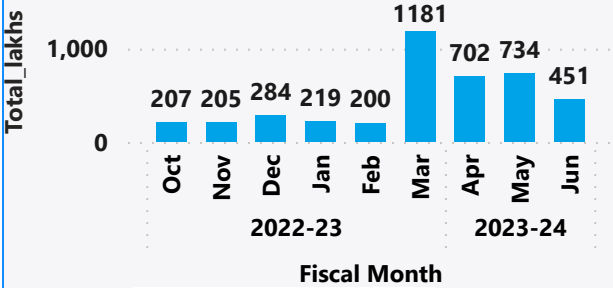
Invoice Pending

1399.2 L

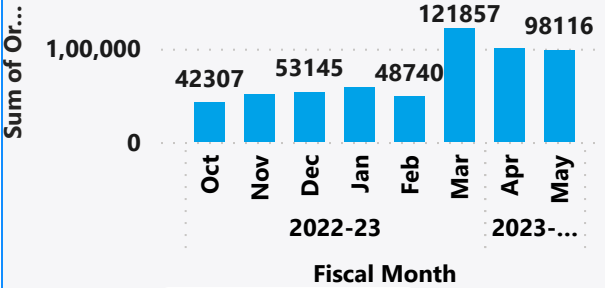
2022-23

2023-24

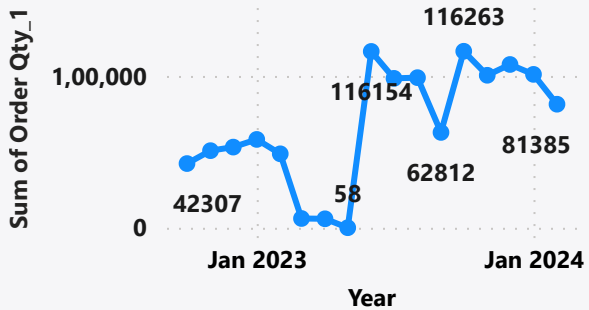
Total Sales Order by Month



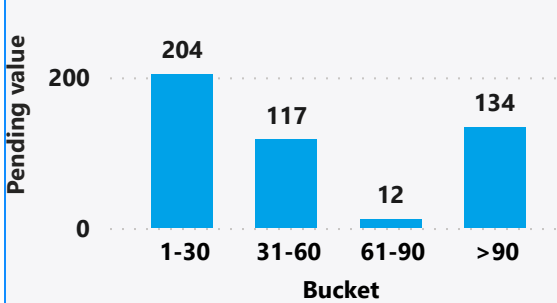
Qty by Order Month



Qty by Req. Month



Total Pending Orders above Required Date



## Sale Order Details

Cust PO No	Sale OrderNo	Required Date	Ship To Address	Cust PO No	Order Status	Item code	Item Category Code	
2261944	SSO/2324/0001013	01-11-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500520002B	PSGRGB	Bush_Bush Bor
2261944	SSO/2223/0001606	17-02-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Closed	500520008B	PSGRGB	Bush_Bush Bor
2261944	SSO/2324/0000648	22-09-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730116C	PSGRGS	CHW_Chain W 1/2_5E605034C
2261944	SSO/2324/0001662	19-01-2024	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730116C	PSGRGS	CHW_Chain W 1/2_5E605034C
2261944	SSO/2223/0001609	17-02-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Closed	500730116C	PSGRGS	CHW_Chain W 1/2_5E605034C
2261944	SSO/2324/0001054	07-11-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730204C	PSGRGS	CHW_CHAIN V
1910785	SSO/2223/0002069	30-06-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	1910785	Authorized	500730059C	PSGRGS	CHW_Chain W
2261944	SSO/2324/0001404	20-12-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730059C	PSGRGS	CHW_Chain W
2261944	SSO/2324/0000776	08-10-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730081C	PSGRGS	CHW_Chain W
2261944	SSO/2324/0000853	17-10-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730081C	PSGRGS	CHW_Chain W
2261944	SSO/2324/0001568	12-01-2024	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730081C	PSGRGS	CHW_Chain W
2261944	SSO/2223/0002071	30-06-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730024C	PSGRGS	CHW_Chain W
2261944	SSO/2223/0002071	30-06-2023	UNIT -1, PERIYANAICKENPALAYAM COIMBATORE	2261944	Authorized	500730056C	PSGRGS	CHW_Chain W
Total								



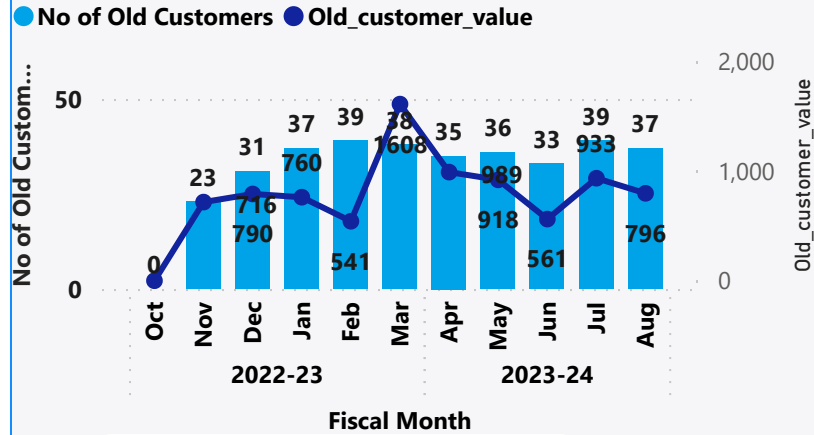
# Customer Retention

Followup Customers

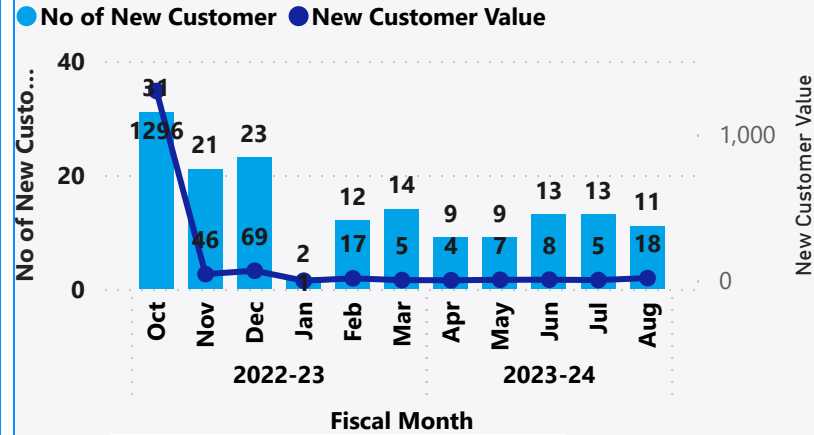
No Of Customers

189

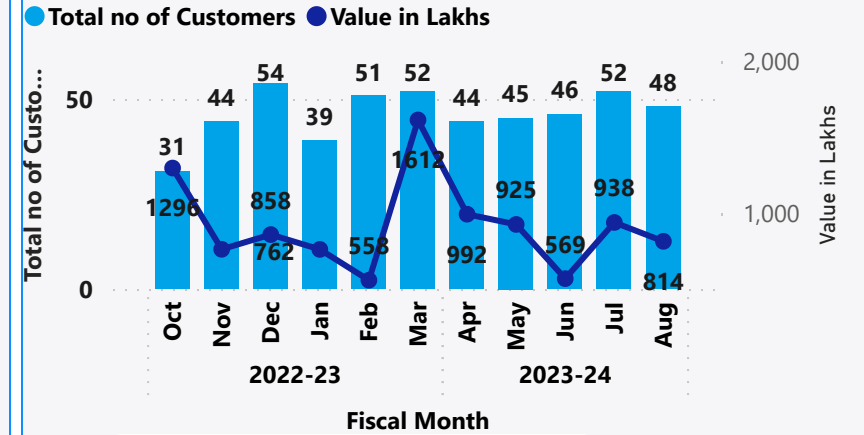
## Past Customer Progress



## New Customer Progress



## Overall Customer Progress



## Customer Retention Details

Fiscal Year	#Cust.	#New Cust.	#Old Cust.	New Ord.Value	Old Ord.Value	Total Value
2023-24						
Sep	49	12	37	10,26,602	113557808	1145844
Apr	44	9	35	3,56,130	98874512	992306
Jul	52	13	39	4,95,275	93313426	938087
May	45	9	36	6,80,426	91818559	924989
Oct	51	9	42	5,93,412	83450734	840441
Aug	48	11	37	18,43,845	79558605	814024
Nov	47	10	37	13,53,877	58597524	599514
Jun	46	13	33	7,54,994	56105826	568608
2022-23						
Mar	52	14	38	4,61,405	160780747	1612421
Oct	31	31	0	12,96,03,077	0	1296030
Dec	54	23	31	68,76,489	78964657	858411
Nov	44	21	23	45,77,212	71576964	761541

## New Customer Details

Customer Name	Sales Value
LAKSHMI MACHINE WORKS LTD	99,03,18,71
BONFIGLIOLI TRANSMISSIONS PVT LTD	5,55,63,85
SAGAR ASIA PVT LTD	3,53,64,44
GE T AND D INDIA LTD	3,20,22,36
PARK LAYER PVT LTD	1,87,24,63
ITL INDUSTRIES LTD	1,80,51,97
PROPEL DRIVES SYSTEMS LLP	1,30,53,76
INDOTECH INDUSTRIES INDIA PVT LTD	63,51,96
TOSHIBA TRANSMISSION & DIST SYS (I) P L	49,99,12
LAKSHMI GLOBAL	49,96,53
HOFMANN ENGINEERING PVT LTD	49,10,20
LAKSHMI LIFE SCIENCES PVT LTD, UNIT - 1	48,50,51
WIDRO ENTERPRISES PVT LTD	40,88,45
Total	1,26,71,11,21



# Followup Customers

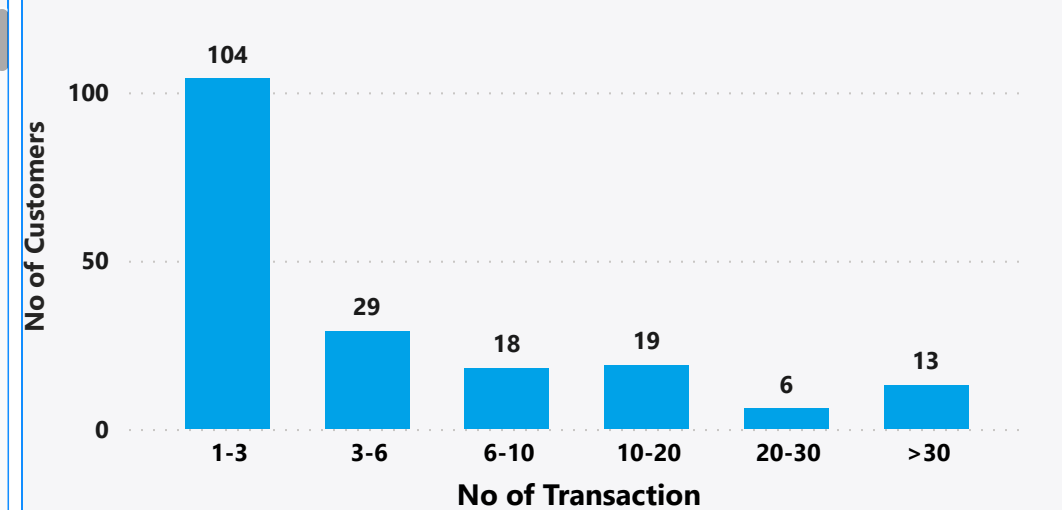
No Of Customers

189

FollowUp Customer Details

Customer Name	Order Count	Last sale days	Last sale date	Last Sale Amount
PARK LAYER PVT LTD	5	80	15-09-2023	6200000
ITL INDUSTRIES LTD	63	34	31-10-2023	1595121
INDOTECH INDUSTRIES INDIA PVT LTD	5	240	08-04-2023	1549260
GE T AND D INDIA LTD	108	17	17-11-2023	1497847
SRI LAKSHMI MACHINERIES	4	59	06-10-2023	1350000
NEXGEN PLAST	1	95	31-08-2023	1229000
HOFMANN ENGINEERING PVT LTD	9	41	24-10-2023	1057378
LAKSHMI MACHINE WORKS LTD	2135	9	25-11-2023	1037205
CAPSTONE INDIA	3	58	07-10-2023	837738
SARAVANA ENGG WORKS	3	90	05-09-2023	596000
GOWTHAM INDUSTRIES	2	145	12-07-2023	583756
EAGLE QUEST INTERNATIONAL LTD	4	251	28-03-2023	550265
GRID SOLUTIONS TE LTDA	37	39	26-10-2023	546424

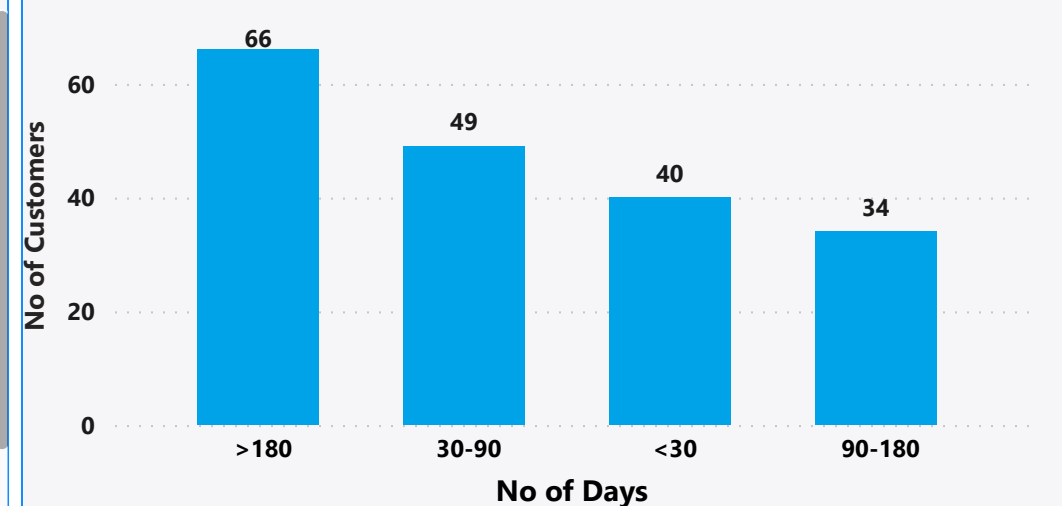
No of Transaction for Followup Customers



Sale Order Value by Item Category

Item Cat Group	Order Value	Invoice Pending	Invoiced Value	Sales %
<input type="checkbox"/> LMW and Group	1,00,57,21,005	14,09,02,242	86,52,50,555	79.37%
Parts Group Gears	67,03,35,118	12,45,18,316	54,62,48,597	52.90%
Parts Group Gear Box	24,73,01,612	1,34,58,157	23,38,43,453	19.52%
Parts Group Job Work	7,96,95,905	19,33,449	7,77,62,456	6.29%
Product Group Service	74,59,199	8,12,197	66,47,001	0.59%
Product Group Job Work	9,29,171	1,80,123	7,49,048	0.07%
<input type="checkbox"/> Custom Built Gears	14,11,23,083	3,88,50,032	10,24,22,422	11.14%
<input type="checkbox"/> Catalogue Products	6,79,44,150	1,72,35,447	5,07,16,058	5.36%
Product Catalogue Gear Box	6,75,47,695	1,71,89,537	5,03,65,513	5.33%
Parts Catalog Gear Box	2,39,243	45,910	1,93,333	0.02%
Product Catalogue Service	1,57,212	0	1,57,212	0.01%
<input type="checkbox"/> Custom Built Gear Box	5,04,35,355	1,33,20,409	3,82,69,746	3.98%
Total	1,26,71,11,215	21,08,60,758	1,05,79,93,775	100.00%

Followup Customers in Days





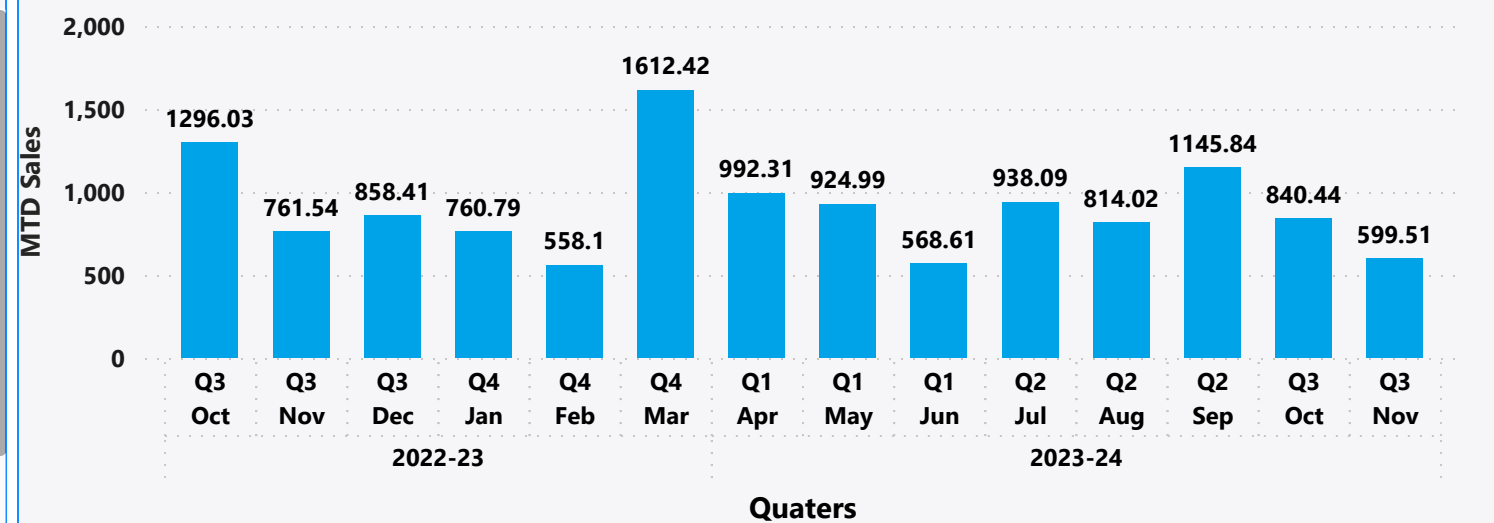
# Sale Order MTD & YTD



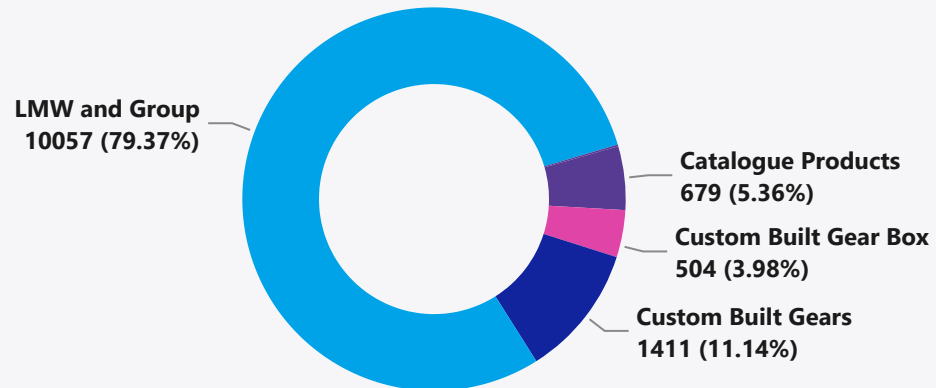
## Order Value by MTD & YTD

Fiscal Year	MTD Total	YTD Total
<input type="checkbox"/> 2022-23		
Oct	1,296.03	1,296.03
Nov	761.54	2,057.57
Dec	858.41	2,915.98
Jan	760.79	3,676.78
Feb	558.10	4,234.88
Mar	1,612.42	5,847.30
<input type="checkbox"/> 2023-24		
Apr	992.31	992.31
May	924.99	1,917.30
Jun	568.61	2,485.90
Jul	938.09	3,423.99
Aug	814.02	4,238.02

## MTD Sales by Fiscal Year, Fiscal Month and Quaters



## Sale Order by LMW Group Vs Catalogue



## Order Details by MTD & YTD

Sale Order Date	Customer Name	Sale OrderNo	Item Category Desc
01-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000006	Parts-Group-GB
01-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000006	Parts-Group-Gears
01-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000006	Products Group- GB
01-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000006	Products-Group-Service GB
01-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000010	Parts-Catalog-GB
01-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000010	Parts-Group-Gears
01-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000011	Parts-Group-JW
03-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000007	Products Group- GB
03-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000008	Parts-Group-JW
06-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000014	Products Group- GB
06-10-2022	LAKSHMI MACHINE WORKS LTD	5SO/2223/0000017	Parts-Group-Gears
Total			



# ED-DOM

2022-23

2023-24

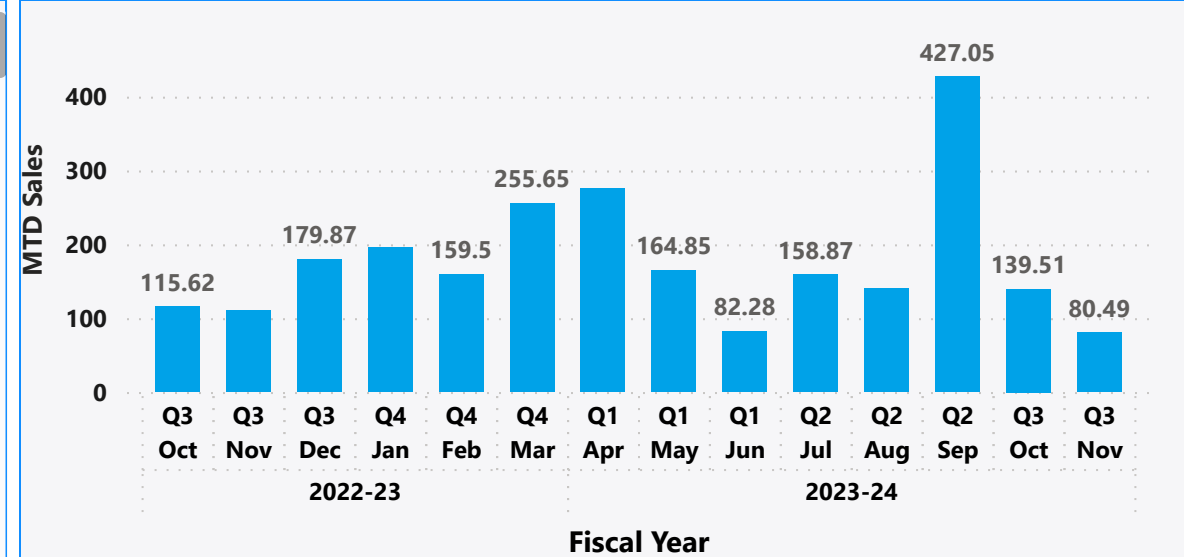
No Of Customers

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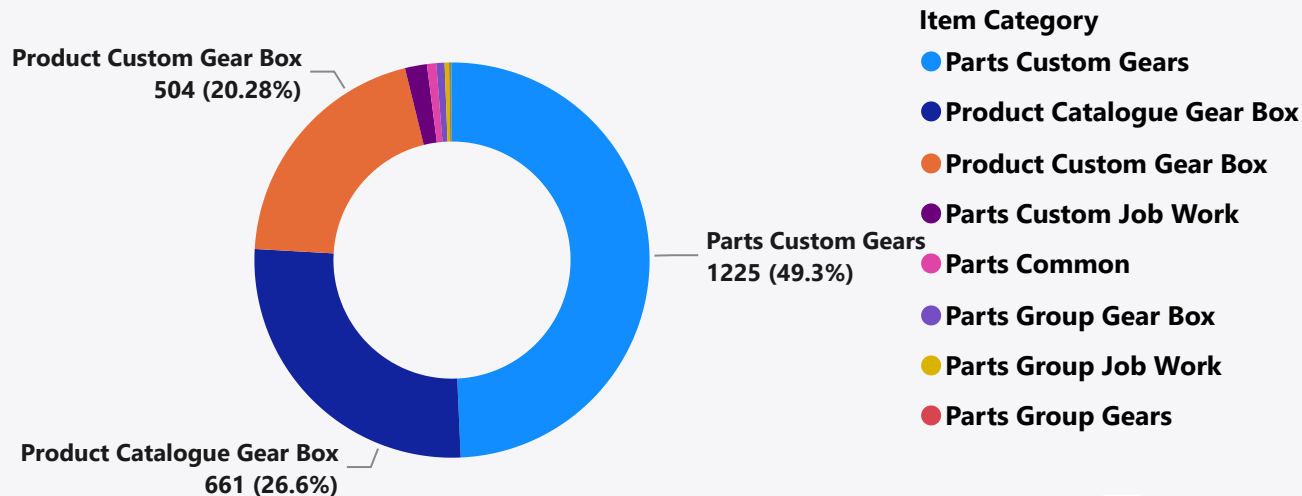
## Sale Order Value by Customer Wise

Customer Name	Order Value	Invoice Pending	Invoiced Value
BONFIGLIOLI TRANSMISSIONS PVT LTD	5,55,63,854	2,27,89,651	3,27,74,201
PARK LAYER PVT LTD	1,87,24,634	94,55,000	92,69,634
SAGAR ASIA PVT LTD	3,53,64,446	79,60,930	2,79,97,516
GE T AND D INDIA LTD	3,20,22,366	67,14,783	2,53,75,683
ITL INDUSTRIES LTD	1,80,51,975	33,91,466	1,46,60,509
INDOTECH INDUSTRIES INDIA PVT LTD	63,51,966	32,53,446	30,98,520
PROPEL DRIVES SYSTEMS LLP	1,30,53,762	15,01,244	1,15,52,518
WIPRO ENTERPRISES PVT LTD	40,88,455	12,54,890	28,33,565
BRIGHTROD ENGINEERING INDIA PVT LTD	29,80,068	11,31,944	18,48,124
CAPSTONE INDIA	12,29,103	8,37,738	3,91,365
NEXGEN PLAST	12,29,000	7,42,500	4,86,500
UNITED DETERGENT ENGINEERS	8,40,954	6,59,657	1,81,297
TOSHIBA TRANSMISSION & DIST SYS (I) P L	49,99,120	6,48,830	43,50,290
Total	24,85,46,545	6,71,86,231	18,25,90,569

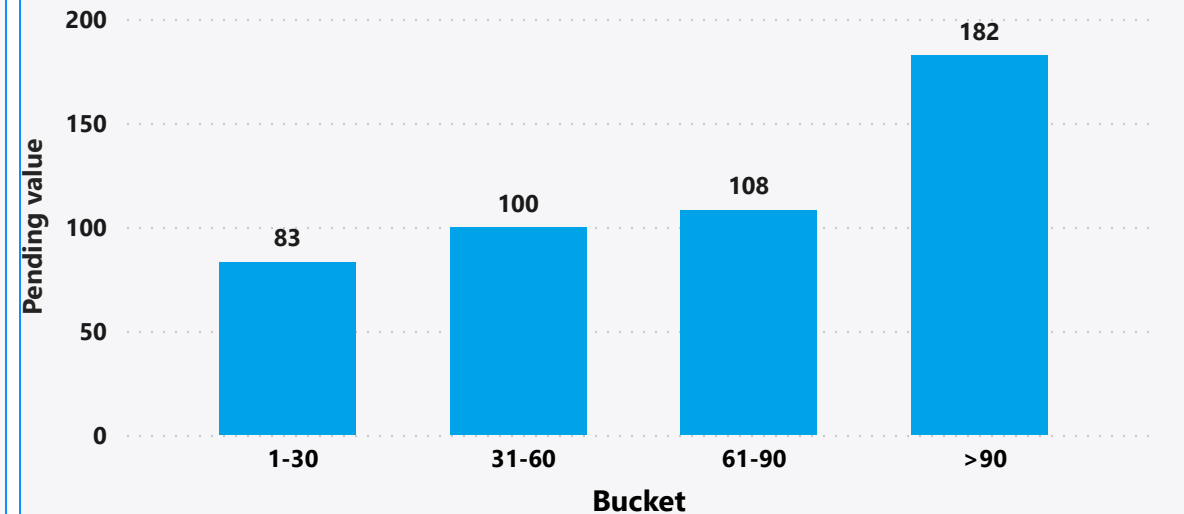
## MTD Sale Order



## Sale Order by Item Category



## Total Pending Orders above Required Date





# Sale order Value as on Promise Date ↩

Total Order Value

12671.11 L

Invoice Pending

2108.61 L

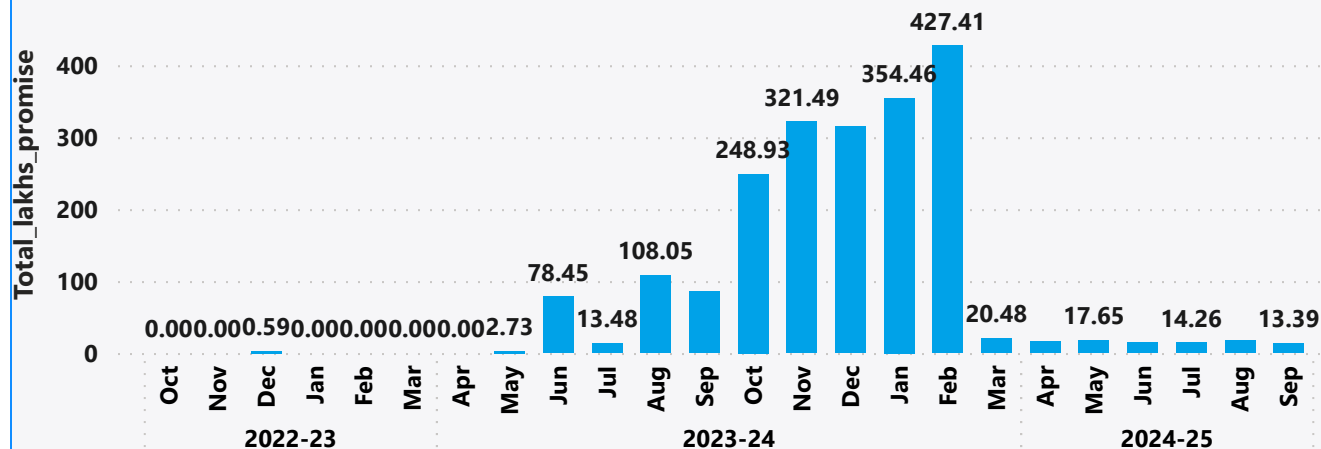
No Of Customers

189

Total Order Qty

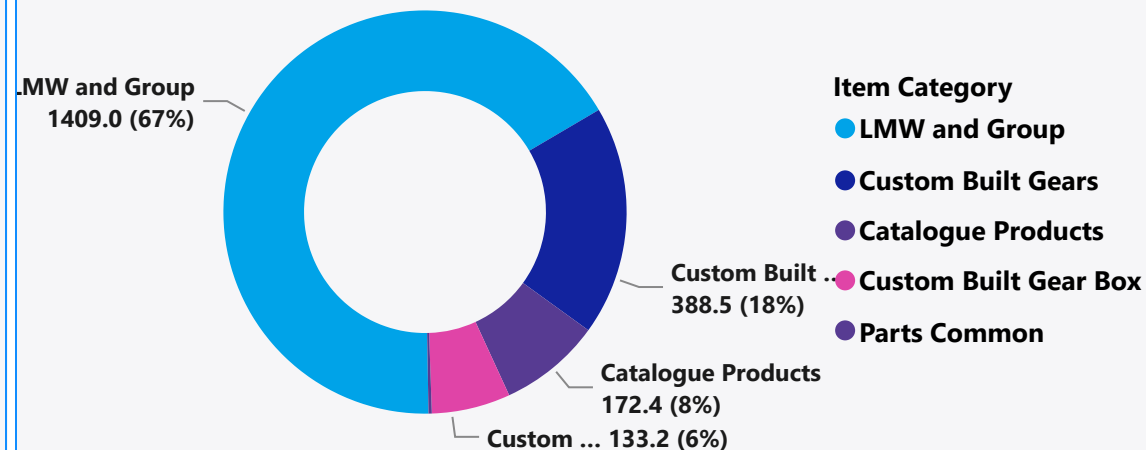
1.5M

## Sale Order Value For Promise Months



## Sale Order Value as on Promise Months

## Item Category For Promise Months



## Sale Order Value by Customer Wise

Customer Name	Order Value	Invoice Pending	Invoiced Value
LAKSHMI MACHINE WORKS LTD	99,03,18,714	13,99,19,978	85,07,02,9
BONFIGLIOLI TRANSMISSIONS PVT LTD	5,55,63,854	2,27,89,651	3,27,74,2
PARK LAYER PVT LTD	1,87,24,634	94,55,000	92,69,6
SAGAR ASIA PVT LTD	3,53,64,446	79,60,930	2,79,97,5
GE T AND D INDIA LTD	3,20,22,366	67,14,783	2,53,75,6
ITL INDUSTRIES LTD	1,80,51,975	33,91,466	1,46,60,5
INDOTECH INDUSTRIES INDIA PVT LTD	63,51,966	32,53,446	30,98,5
HOFMANN ENGINEERING PVT LTD	49,10,201	19,14,352	29,95,8
PROPEL DRIVES SYSTEMS LLP	1,30,53,762	15,01,244	1,15,52,5
WIPRO ENTERPRISES PVT LTD	40,88,455	12,54,890	28,33,5
BRIGHTROD ENGINEERING INDIA PVT LTD	29,80,068	11,31,944	18,48,1
Total	1,26,71,11,215	21,08,60,758	1,05,79,93,7

## Sale Order Value by Item Category

Item Cat Group	Order Value	Invoice Pending	Invoiced Value
LMW and Group	1,00,57,21,005	14,09,02,242	86,52,50,555
Custom Built Gears	14,11,23,083	3,88,50,032	10,24,22,422
Catalogue Products	6,79,44,150	1,72,35,447	5,07,16,058
Custom Built Gear Box	5,04,35,355	1,33,20,409	3,82,69,746
Parts Common	18,87,622	5,52,628	13,34,994
Parts Common	18,87,622	5,52,628	13,34,994
Total	1,26,71,11,215	21,08,60,758	1,05,79,93,775



# All Customers Details

Total Order Value

642.78 L

Invoice Pending

172.35 L

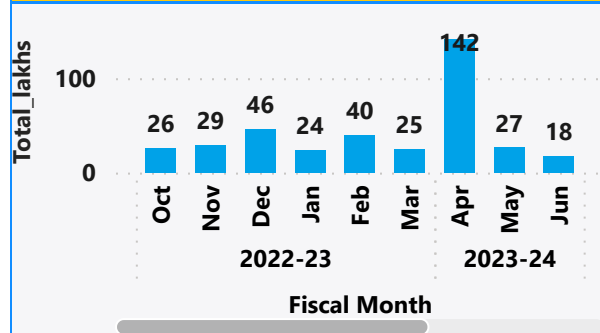
Customer Name



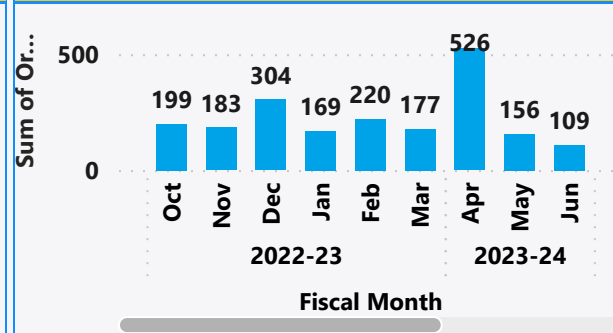
2022-23

2023-24

Total Sales Order by Month



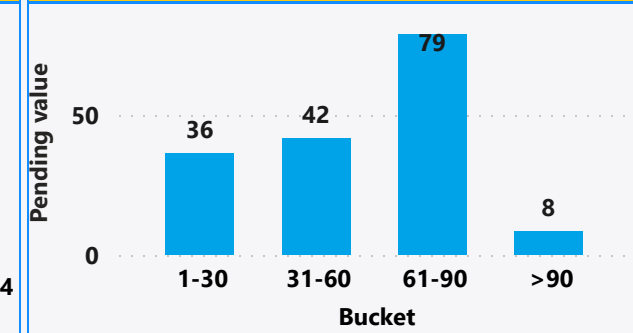
Qty by Order Month



Qty by Req. Month



Total Pending Orders above Required Date



## Sale Order Details

Customer Name	Cust PO No	Sale OrderNo	Required Date	Ship To Address	Cust PO No	Order Status
CURRENT ELECTRO MECH PVT LTD		SSO/2324/0000097	08-04-2023	SF.NO.271/3 TO 12 VEERAPPAMPALAYAM BYE PASS ROAD,THINDAL (PO) ERODE		Closed
SHENDHUR ALLOYS FOUNDRY		SSO/2223/0000152	14-10-2022	2/85/5, ANNUR ROAD, NEAR VEMBADIAN TEMPLE, ARASUR, COIMBATORE		Closed
CURRENT ELECTRO MECH PVT LTD		SSO/2324/0000097	08-04-2023	SF.NO.271/3 TO 12 VEERAPPAMPALAYAM BYE PASS ROAD,THINDAL (PO) ERODE		Closed
V TRANSMISSIONS		SSO/2223/0001753	02-03-2023	64-65, KALEESWARA MILL ROAD, KATTOOR, COIMBATORE		Closed
SRI RAM INDUSTRIAL		SSO/2324/0000746	04-07-2023	2/500, VALPARAI ROAD, RANGASAMUTHIRAM, POLLACHI, COIMBATORE		Closed
V TRANSMISSIONS		SSO/2223/0001753	02-03-2023	64-65, KALEESWARA MILL ROAD, KATTOOR, COIMBATORE		Closed
TAURIUS GRANITES		SSO/2223/0001620	22-02-2023	RS NO 101/1 THUTHIPET VILLIANUR COMMUNE PUDUCHERRY		Closed
Total						