

# AMAZON SALES REVIEW



**78.48M**

Totals Sales

**116K**

Total Quantity

**648.65**

Average Sales

**113K**

Total Orders

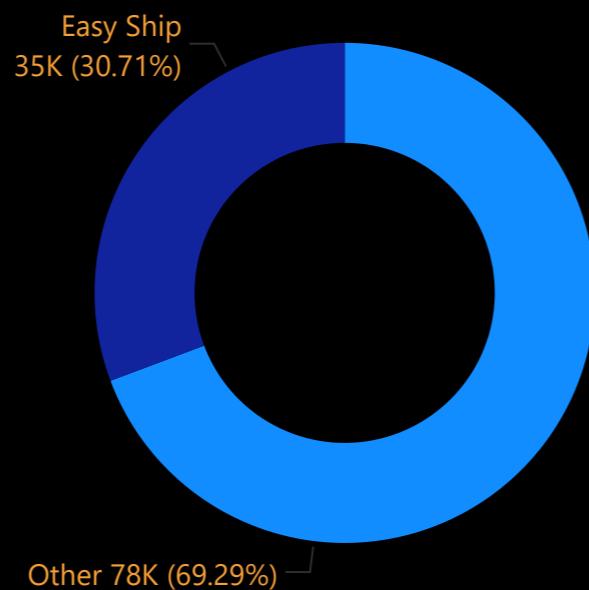
Date

31-03-2022 29-06-2022

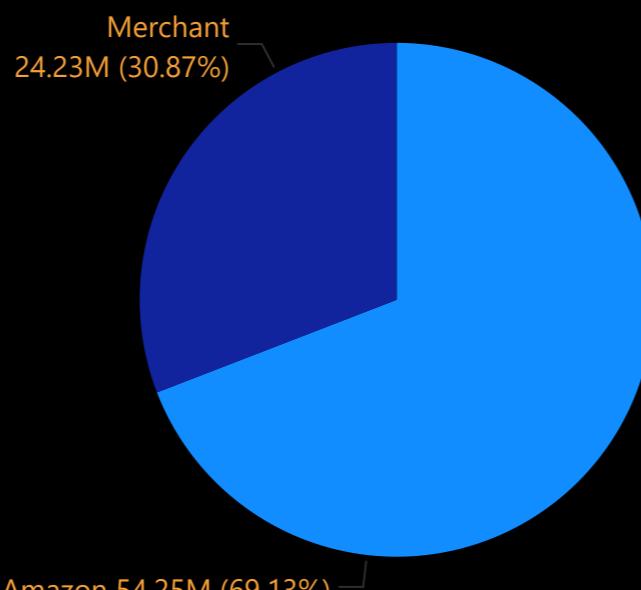
STATES

ANDAM...	ANDHRA...	ARUNAC...
ASSAM	BIHAR	CHANDI...
CHHATTI...	DADRA...	DELHI
GOA	GUJARAT	HARYANA

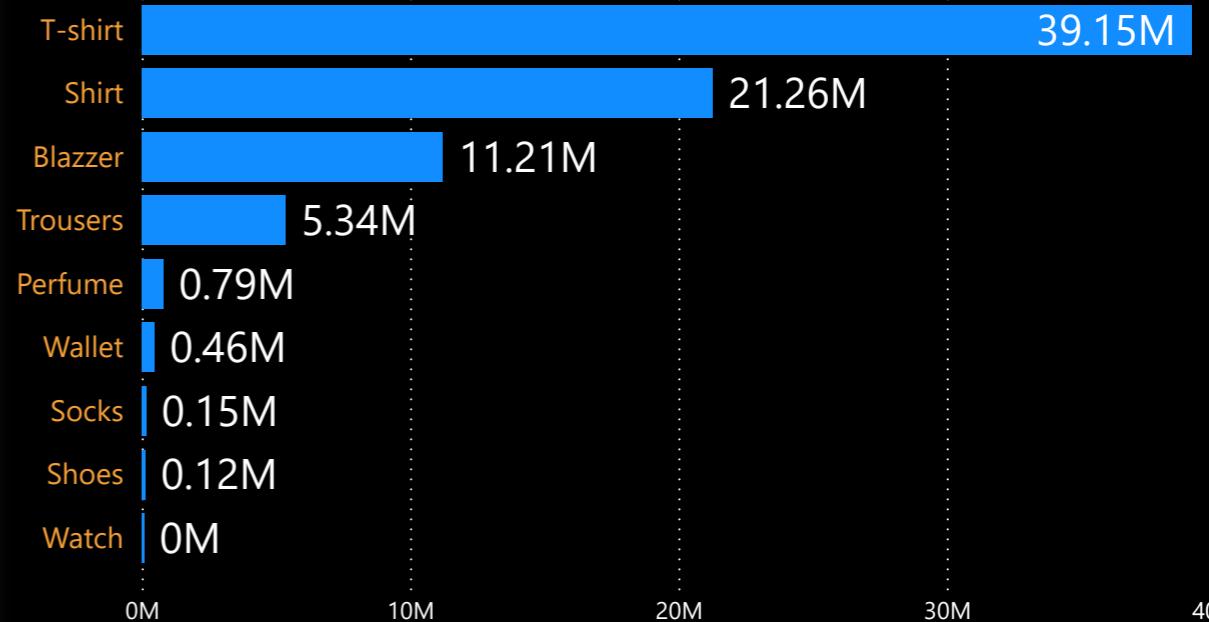
Delivery Fulfillment by



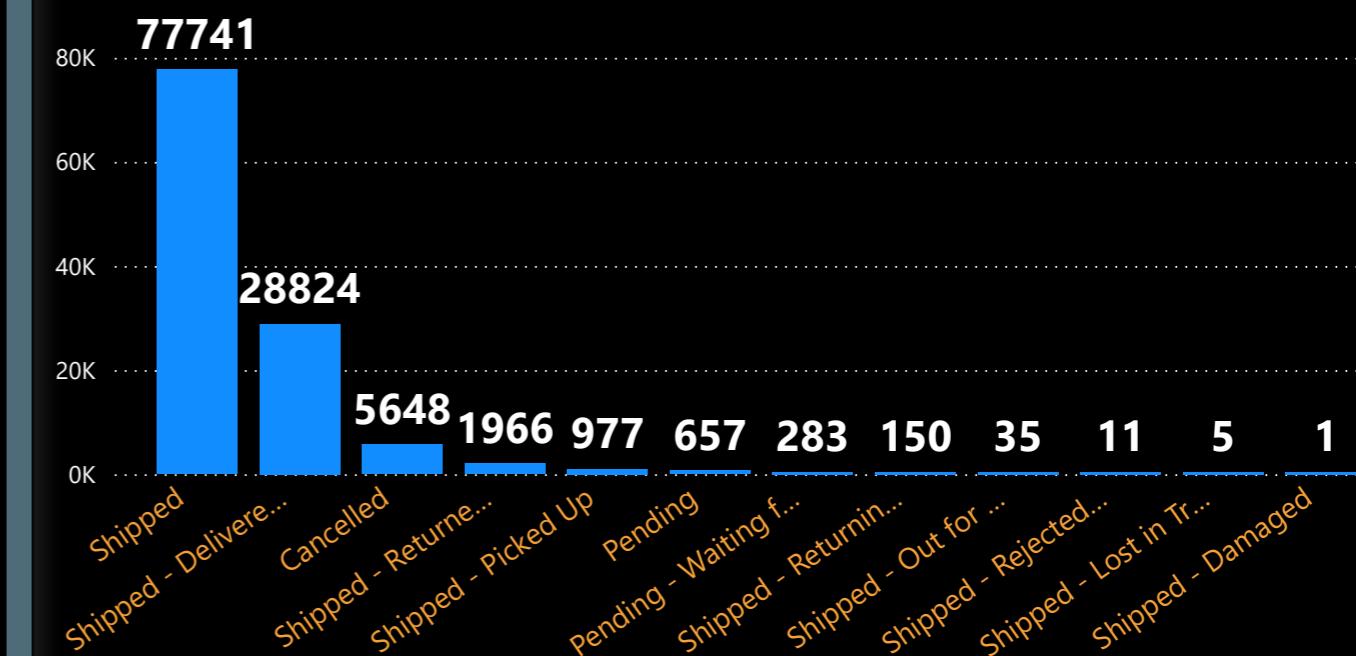
Sales Fulfillment by



Totals Sales by Category



Total Quantity By Shipping



# AMAZON ORDERS REVIEW

**1988**

Total Returned Orders

**1.76%**

Returned Order Percentage

**9943**

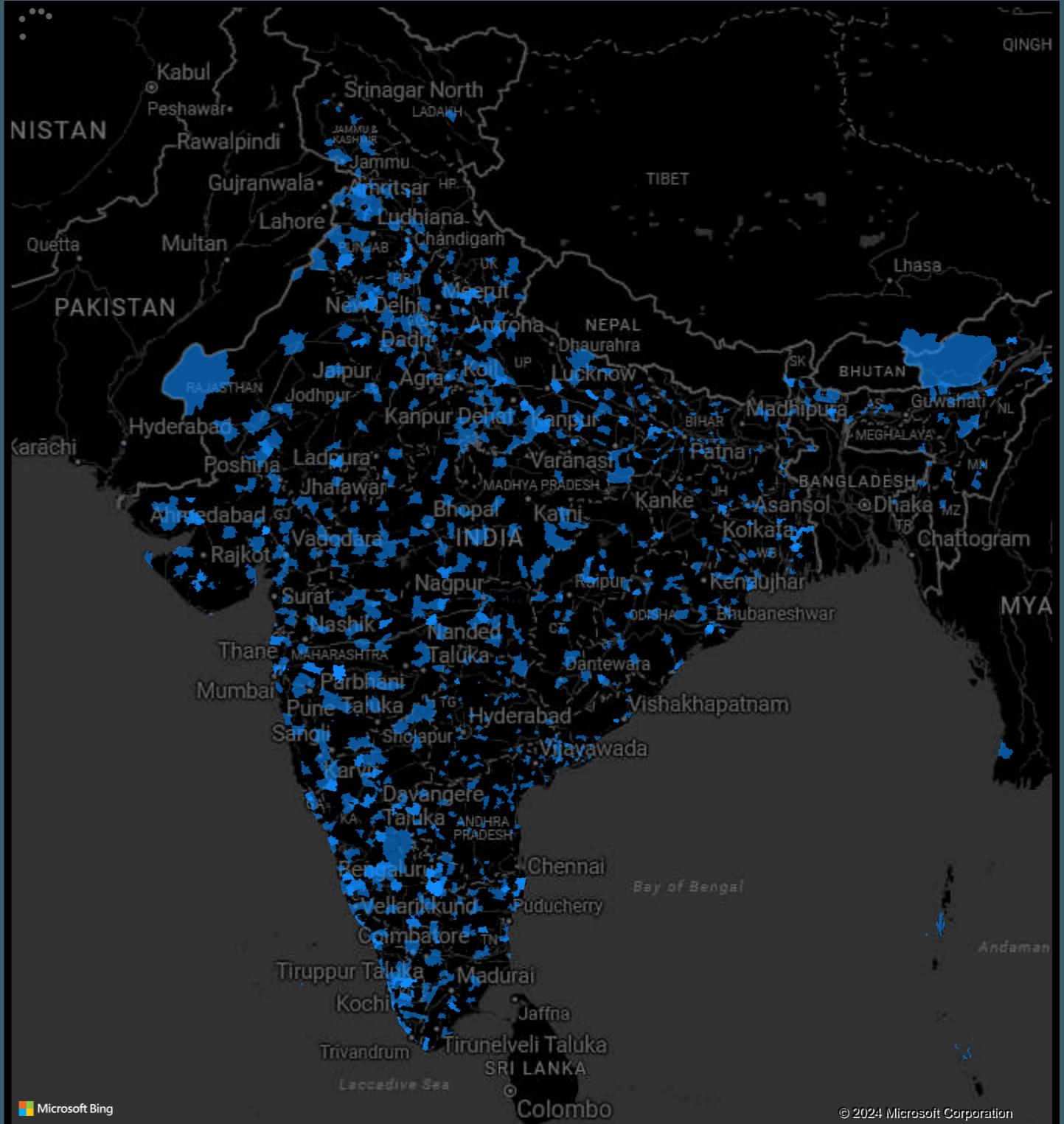
Total Cancelled Orders

**8.81%**

Cancelled Order Percentage



Order ID	Category	Date	Courier Status	Sum of Amount	ship-state	
406-5934474-6170747	Blazzer	05 April 2022	On the Way	₹680.95	ANDAMAN & NICOBAR	Cancelled
402-1396331-3893925	Blazzer	23 April 2022	On the Way	₹856.19	ANDAMAN & NICOBAR	Cancelled
407-9844064-2861959	Blazzer	17 May 2022	On the Way	₹734.29	ANDAMAN & NICOBAR	Cancelled
171-1035907-7160341	Blazzer	19 May 2022	On the Way	₹734.29	ANDAMAN & NICOBAR	Cancelled
407-4092014-0955500	Blazzer	08 June 2022	On the Way	₹700.00	ANDAMAN & NICOBAR	Cancelled
407-5786112-8929135	Shirt	05 April 2022	On the Way	₹522.86	ANDAMAN & NICOBAR	Cancelled
408-7332414-0149102	Shirt	08 April 2022	On the Way	₹540.95	ANDAMAN & NICOBAR	Cancelled
403-2134668-6153157	Shirt	16 April 2022	On the Way	₹266.67	ANDAMAN & NICOBAR	Cancelled
408-3158346-4235556	Shirt	16 May 2022	On the Way	₹463.81	ANDAMAN & NICOBAR	Cancelled
171-2456994-8548335	Shirt	27 May 2022	On the Way	₹380.00	ANDAMAN & NICOBAR	Cancelled
402-1488952-6154753	Shirt	05 June 2022	On the Way	₹463.81	ANDAMAN & NICOBAR	Cancelled
171-7689952-0657115	Shirt	11 June 2022	On the Way	₹463.81	ANDAMAN & NICOBAR	Cancelled
403-1529810-6981954	Shirt	25 June 2022	On the Way	₹286.67	ANDAMAN & NICOBAR	Cancelled
404-9538535-3684367	Trousers	29 May 2022	On the Way	₹380.00	ANDAMAN & NICOBAR	Cancelled
406-9233382-2105960	T-shirt	27 April 2022	On the Way	₹1,249.11	ANDAMAN & NICOBAR	Cancelled
403-1240310-3998731	T-shirt	18 May 2022	On the Way	₹734.29	ANDAMAN & NICOBAR	Cancelled
406-9084449-4677902	T-shirt	23 May 2022	On the Way	₹634.29	ANDAMAN & NICOBAR	Cancelled
171-7689952-0657115	T-shirt	11 June 2022	On the Way	₹500.95	ANDAMAN & NICOBAR	Cancelled
408-6820580-3369900	T-shirt	19 June 2022	On the Way	₹788.57	ANDAMAN & NICOBAR	Cancelled
404-3643048-8302755	T-shirt	25 June 2022	On the Way	₹1,249.11	ANDAMAN & NICOBAR	Cancelled
171-0807078-4971518	Blazzer	03 April 2022	Shipped	₹1,033.00	ANDAMAN & NICOBAR	Shipped
408-5796550-6055535	Blazzer	06 April 2022	Shipped	₹1,486.00	ANDAMAN & NICOBAR	Shipped
403-8616092-1924316	Blazzer	08 April 2022	Shipped	₹725.00	ANDAMAN & NICOBAR	Shipped
408-3308117-9173929	Blazzer	08 April 2022	Shipped	₹0.00	ANDAMAN & NICOBAR	Shipped
406-2114105-7958754	Blazzer	10 April 2022	Shipped	₹725.00	ANDAMAN & NICOBAR	Shipped
171-2489850-4086760	Blazzer	15 April 2022	Shipped	₹725.00	ANDAMAN & NICOBAR	Shipped
406-3772744-4370719	Blazzer	16 April 2022	Shipped	₹744.00	ANDAMAN & NICOBAR	Shipped
406-6886624-3065922	Blazzer	18 April 2022	Shipped	₹744.00	ANDAMAN & NICOBAR	Shipped
402-2958461-0686740	Blazzer	24 April 2022	Shipped	₹899.00	ANDAMAN & NICOBAR	Shipped
171-9890619-6905137	Blazzer	14 May 2022	Shipped	₹771.00	ANDAMAN & NICOBAR	Shipped
403-5810341-0641130	Blazzer	14 May 2022	Shipped	₹771.00	ANDAMAN & NICOBAR	Shipped
405-7512539-9736318	Blazzer	15 May 2022	Shipped	₹771.00	ANDAMAN & NICOBAR	Shipped
<b>Total</b>						
<b>₹7,84,76,661.39</b>						



# AMAZON DATA INSIGHTS

- T-shirt is the highest sold category among all categories approximately 39.15M is being generated from this categories which is nearly 50% of the sales.
- The average sales of t-shirts is Rs 833.43, which is 78% higher than the average sales of all categories combined.
- Almost 70% of sales is done by amazon itself and local Merchants are doing left 30% of sales.
- Total cancelled order percentage is 8.81% this is where company need to focus on it should be less than 2% which is industry benchmark
- Maharashtra is at the highest no of orders which is 19,648 followed by Karnataka 15,274. On the other side Ladakh and Lakshadweep at the bottom.
- Cancelled order percentage is very low in Goa(7.41) and Manipur(5.54) which is good for company but no of orders is also less which is 1026 orders for Goa and 271 orders for Manipur