



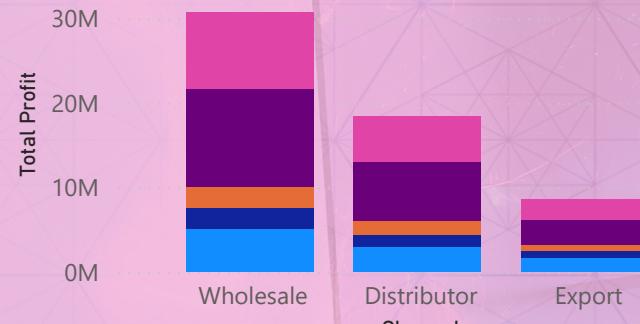
# Sales Analysis Report

TopN

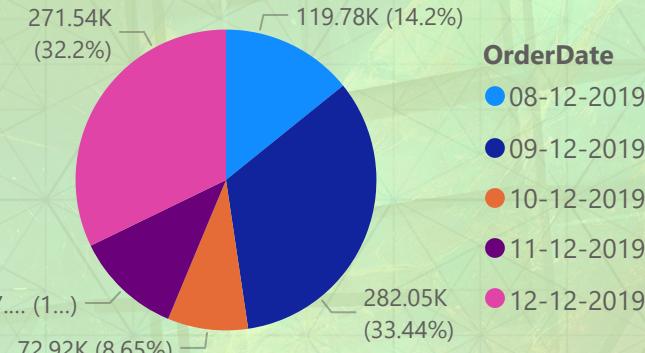
5

## Total Profit by Channel and Currency

Currency Code ● AUD ● EUR ● GBP ● NZD ● USD

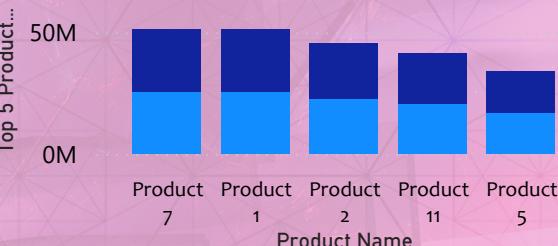


## Last 5 days Sales

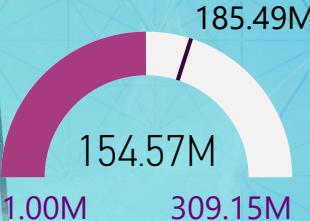


## Top 5 Products sales & Profits over the period

● Top 5 Products Sales ● Top 5 Products Profits

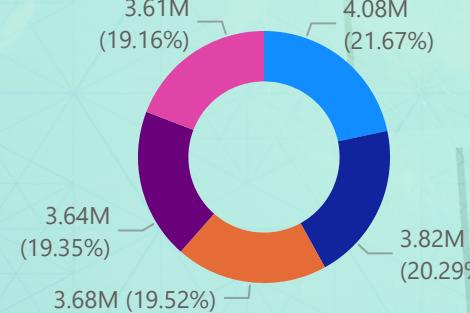


## Total sales and Target Value



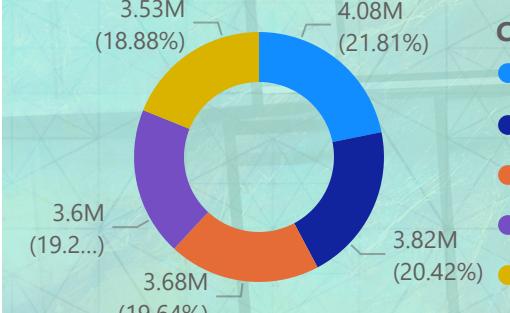
## Top 5 Customers sales over the period

Customer Na...  
● Medline  
● Pure Group  
● OUR Ltd  
● Eminence C...  
● Apotheca, Ltd



## Top 5 Customers profit over the period

Customer Nam...  
● Medline  
● Pure Group  
● OUR Ltd  
● Apollo Ltd  
● OHTA'S Corp



68K

Order quantity

154.57M

Total sales

96.78M

Total Expenses

57.79M

Total Profit

843.43K

Last 5 days sales

Currency...

All

Month

All

Year

2017

2018

2019

## Top 5 Products over the period

Product Name	Top 5 Products Sales	Rank Prod sales
Product 7	2,57,10,124.40	1
Product 1	2,54,89,299.10	2
Product 2	2,28,46,497.50	3
Product 11	2,06,21,809.40	4
Product 5	1,70,21,155.70	5
<b>Total</b>	<b>15,45,73,140.60</b>	<b>1</b>

Total Sales - 154573141

Year	Month	Total sales	Monthly sales %
2017	Mar	55,38,079.30	3.58%
2017	Aug	51,54,886.20	3.33%
2017	Sep	51,52,675.20	3.33%
2018	Dec	51,20,622.40	3.31%
2018	Jan	50,73,963.60	3.28%
2017	Oct	49,92,062.80	3.23%
<b>Total</b>		<b>15,45,73,140.60</b>	<b>100.00%</b>

## Monthly Profit %

Year	Month	Total sales	Total Profit	profit %
2017	Jan	34,62,955.30	12,85,885.91	37.13%
2017	Feb	40,85,613.10	14,22,706.54	34.82%
2017	Mar	55,38,079.30	20,33,290.14	36.71%
2017	Apr	40,84,145.80	15,42,417.85	37.77%
2017	May	40,72,340.40	14,49,836.85	35.60%
2017	Jun	38,06,564.80	14,29,894.37	37.56%
2017	Jul	39,23,298.90	15,10,016.25	38.49%
2017	Aug	51,54,886.20	19,24,336.01	37.33%
2017	Sep	51,52,675.20	19,40,859.82	37.67%
2017	Oct	49,92,062.80	19,35,549.13	38.77%
2017	Nov	34,86,639.80	13,12,424.27	37.64%
2017	Dec	48,21,273.10	18,90,555.01	39.21%
<b>Total</b>		<b>15,45,73,140.60</b>	<b>5,77,89,142.91</b>	<b>37.39%</b>

TopN

5

2017

2018

2019

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

OrderDate	Last 5 days sales
08-12-2019	1,19,782.60
09-12-2019	2,82,049.90
10-12-2019	72,922.80
11-12-2019	97,129.90
12-12-2019	2,71,544.30
<b>Total</b>	<b>8,43,429.50</b>

## Yearly Sales Comparison %

Year	Total sales	Previous year sale %
2017	5,25,80,534.70	0.00%
2018	5,34,63,661.70	1.68%
2019	4,85,28,944.20	-9.23%
<b>Total</b>	<b>15,45,73,140.60</b>	<b>0.00%</b>

## Total Profit and Target by Month

**4.63M !**

Goal: 5000000 (-7.34%)

## Comparison Between last 5 days & previous month last 5 days

Year	Month	Last 5 days sales	Pre Month 5 days sales	Difference	Type
2017	Jan	4,94,533.70	90,074.80	4,04,458.90	Increase
2018	Jan	9,64,109.90	7,96,496.00	1,67,613.90	Increase
2019	Jan	6,93,222.20	9,21,122.70	-2,27,900.50	Decrease
2017	Feb	7,80,844.80	4,94,533.70	2,86,311.10	Increase
2018	Feb	6,85,436.80	9,64,109.90	-2,78,673.10	Decrease
2019	Feb	6,40,365.90	6,93,222.20	-52,856.30	Decrease
2017	Mar	10,28,322.70	7,80,844.80	2,47,477.90	Increase
2018	Mar	6,37,947.20	6,85,436.80	-47,489.60	Decrease
2019	Mar	7,60,088.20	6,40,365.90	1,19,722.30	Increase
2017	Apr	6,08,339.90	10,28,322.70	-4,19,982.80	Decrease
2018	Apr	5,62,022.80	6,37,947.20	-75,924.40	Decrease
2019	Apr	4,58,963.40	7,60,088.20	-3,01,124.80	Decrease
2017	May	5,64,635.80	6,08,339.90	-43,704.10	Decrease
2018	May	7,45,495.60	5,62,022.80	1,83,472.80	Increase
2019	May	6,29,639.20	4,58,963.40	1,70,675.80	Increase
2017	Jun	6,05,345.00	5,64,635.80	40,709.20	Increase
2018	Jun	6,45,725.90	7,45,495.60	-99,769.70	Decrease
2019	Jun	5,90,531.30	6,29,639.20	-39,107.90	Decrease
2017	Jul	4,60,357.00	6,05,345.00	-1,44,988.00	Decrease
2018	Jul	7,94,479.30	6,45,725.90	1,48,753.40	Increase
<b>Total</b>		<b>8,43,429.50</b>	<b>9,76,223.50</b>	<b>-1,32,794.00</b>	<b>Decrease</b>

## No of products sold to customers and products are 15

Customer Index	Customer Names	Crossfilter for Products
1	Avon Corp	14
2	WakeFern	13
3	Elorac, Corp	14
4	ETUDE Ltd	14
5	Procter Corp	14
6	PEDIFIX, Corp	13
7	New Ltd	13
8	Medsep Group	14
9	Ei	14
10	21st Ltd	13
11	Apollo Ltd	14
12	Medline	14
13	Ole Group	13
14	Linde	14
15	Rochester Ltd	13
16	3LAB, Ltd	14
17	Pure Group	14
18	Eminence Corp	14
<b>Total</b>		<b>15</b>

2017

2018

2019

Jan

Feb

Mar

Apr

May

Jun

Jul

Aug

Sep

Oct

Nov

Dec

City	Crossfill no of cus in city
Auckland	19
Central Otago	5
Christchurch	31
Clutha	10
Dunedin	16
Far North	5
Franklin	4
Gisborne	3
Hamilton	25
Hastings	5
Hauraki	4
Invercargill	2
Kapiti Coast	7
Manukau	26
Matamata-Piako	9
Napier	17
Nelson	7
New Plymouth	5
North Shore	20
Palmerston North	20
Ponakura	2
<b>Total</b>	<b>50</b>

Crossfill no of cus in city by Latitude and Longitude



Microsoft Bing

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