

Year  
2022

Month  
March

Cluster Head  
All

Channel  
All

Category  
All

Location  
All

No Of SKU  
1319

NR  
\$11.1M

GP  
3.1M

Ebitda  
\$1.5M

PAT  
\$884.7K

VOL  
6.5K

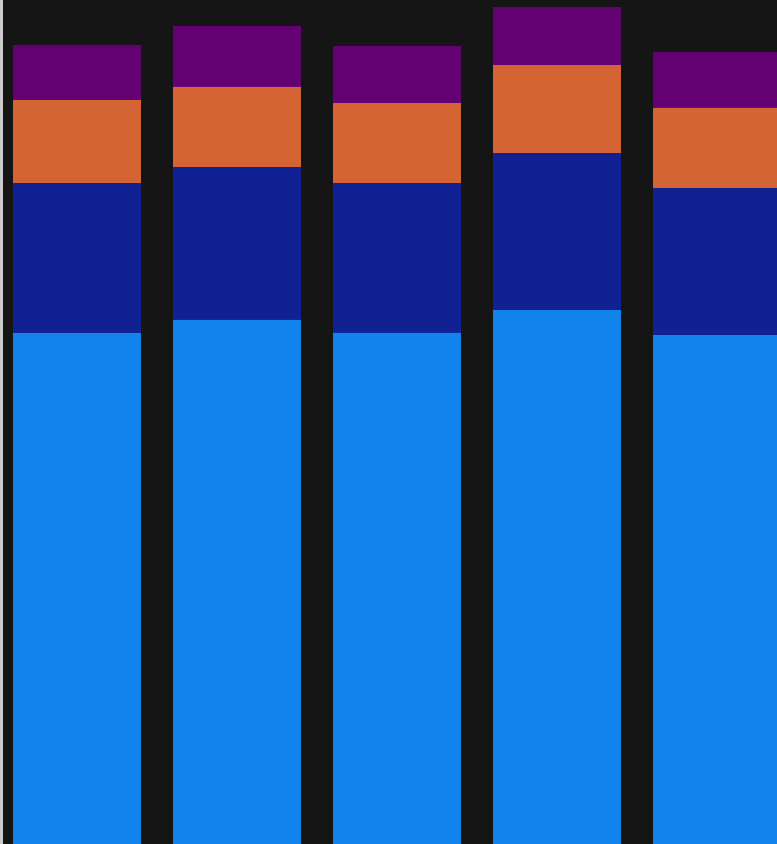
YTD NR  
30.2M

YoY % YTD\_NR  
15.1%

YoY % NR  
15.8%

NR, GPA, Ebitda and PAT by Year

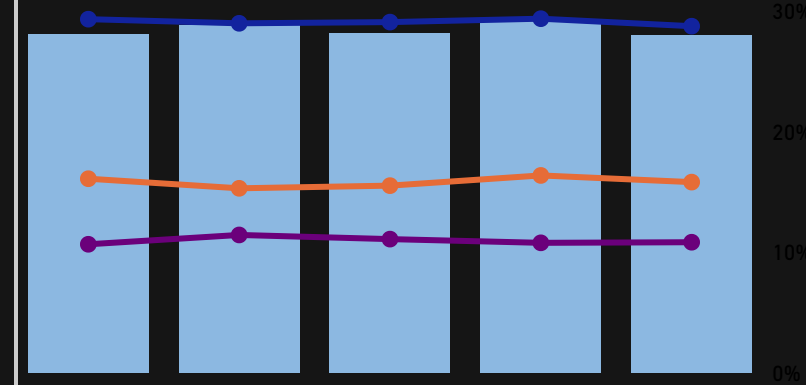
NR GPA Ebitda PAT



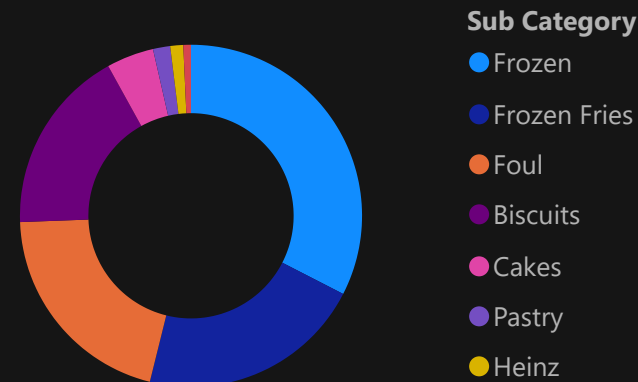
NR by Year



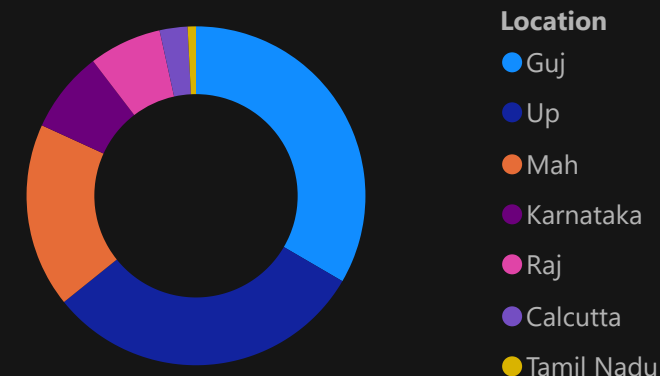
NR, GP %, Ebitda % and PAT % by Year



NR by Sub Category



NR by Location



Year  
2022

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Cluster Head  
All

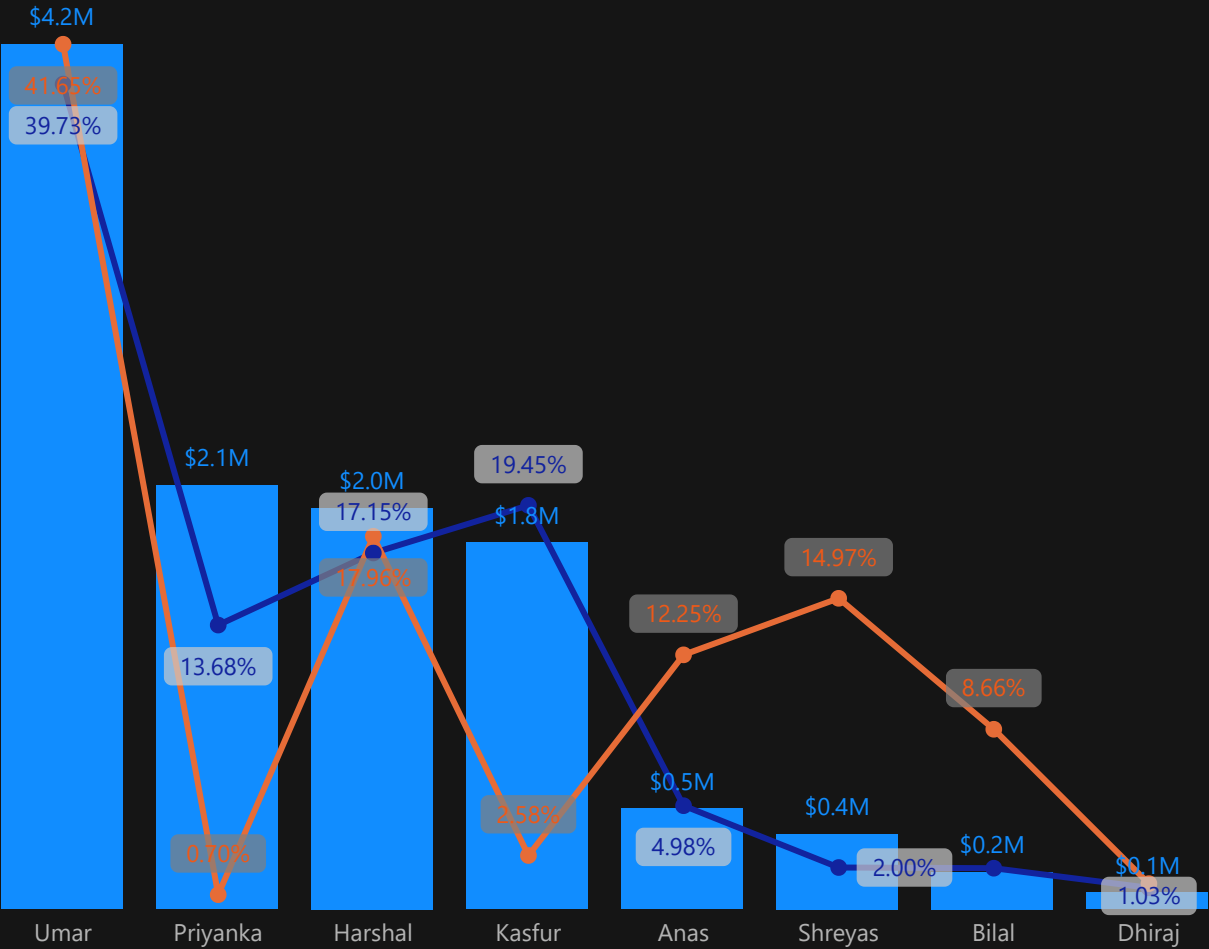
Channel  
All

Category  
All

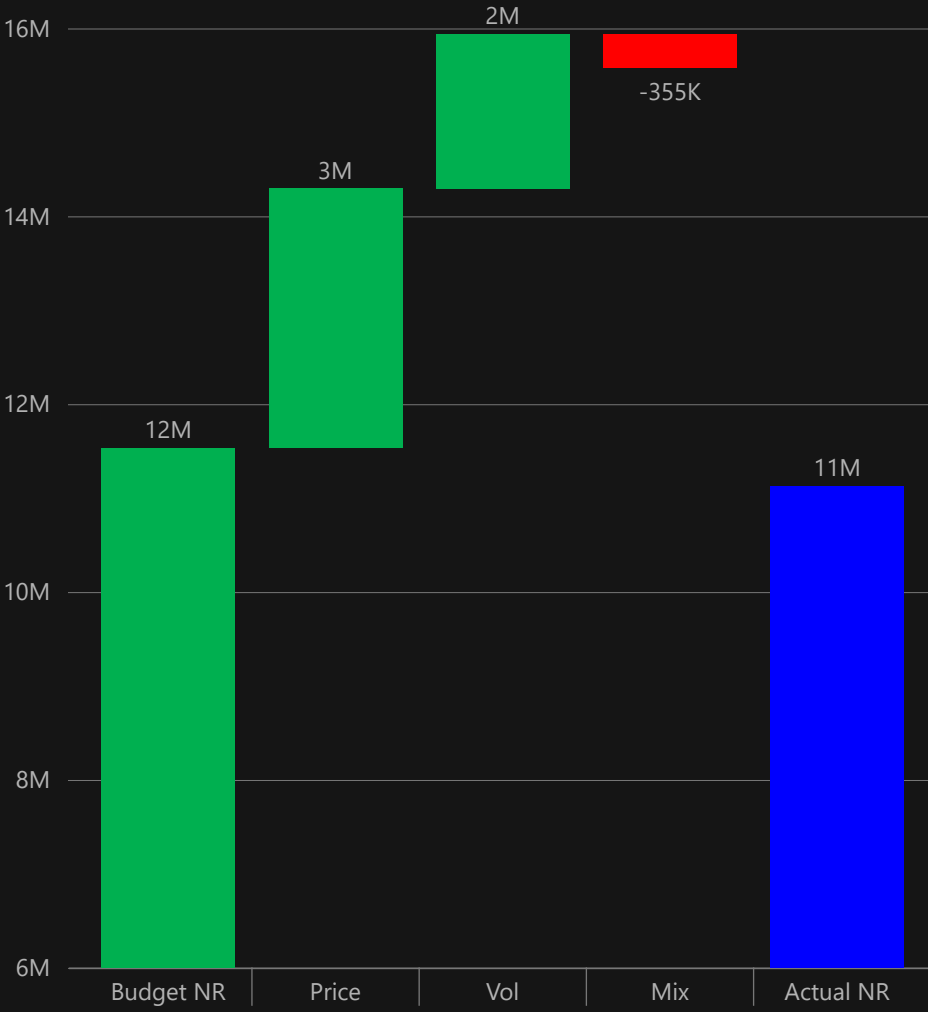
Location  
All

NR, %GT GP and %GT Count of product\_id by Cluster Head

● NR ● %GT GP ● %GT Count of product\_id



NR Pvm by Factor



Year  
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Cluster Head  
All

Channel  
All

Category  
All

Location  
All

RM Cost  
4.89M

Marketing Cost  
83.45K

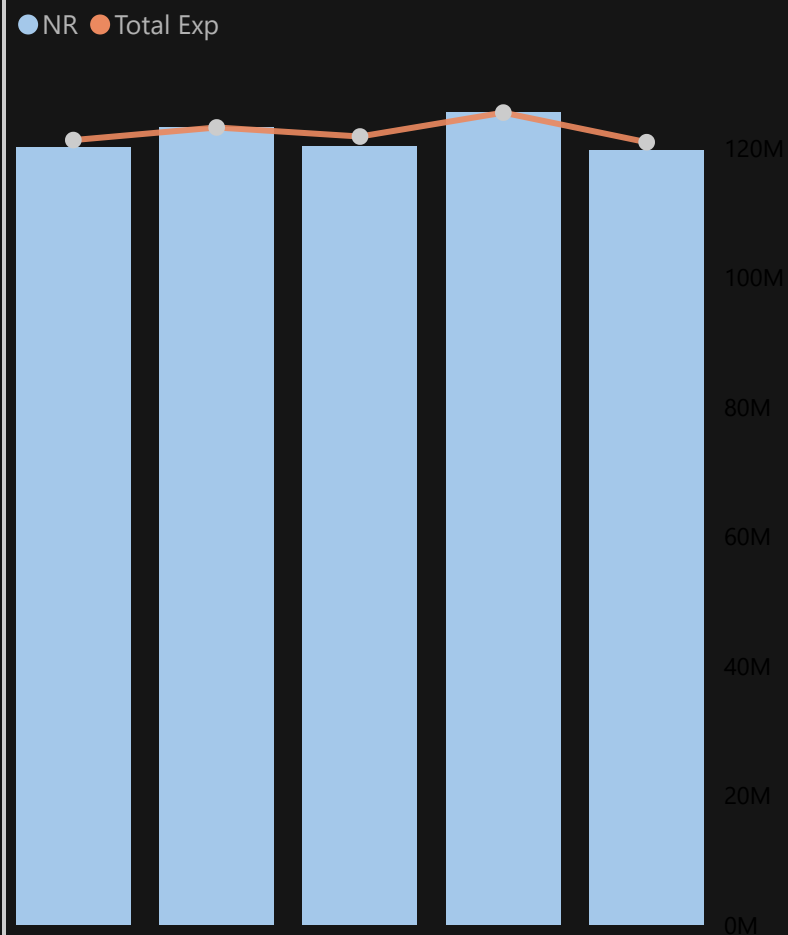
T & D  
1.78M

F & V  
1.18M

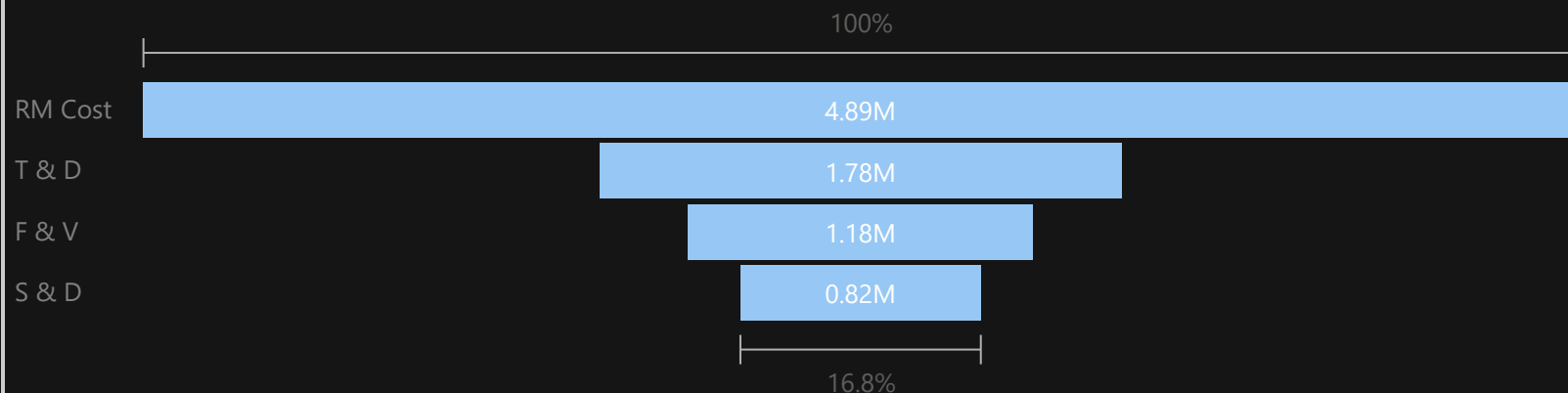
G & A  
272.57K

S & D  
819.67K

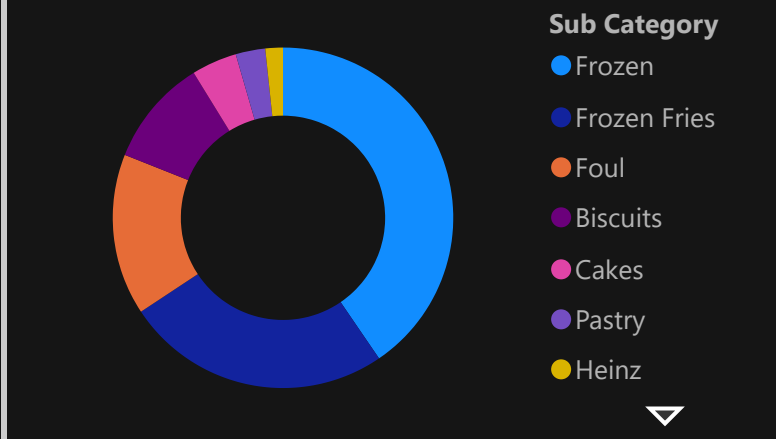
NR and Total Exp by Year



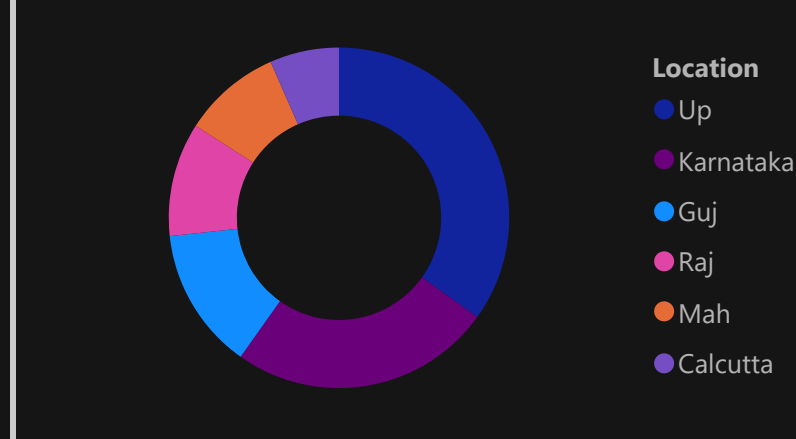
RM Cost, T & D, F & V and S & D



Total Exp by Sub Category



Total Exp by Location



Year

2021

Month

March

Cluster Head

All

Channel

All

Category

All

Location

All

YTD NR

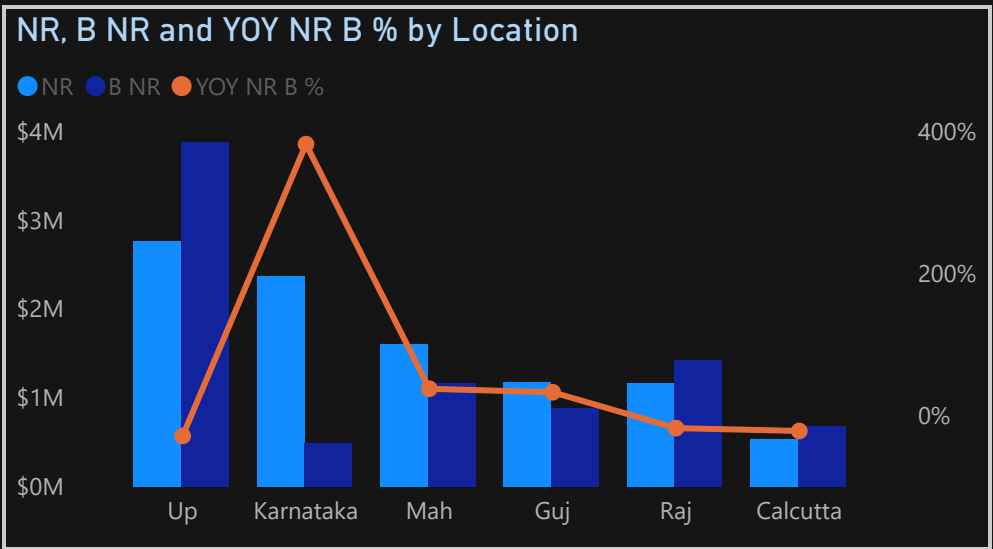
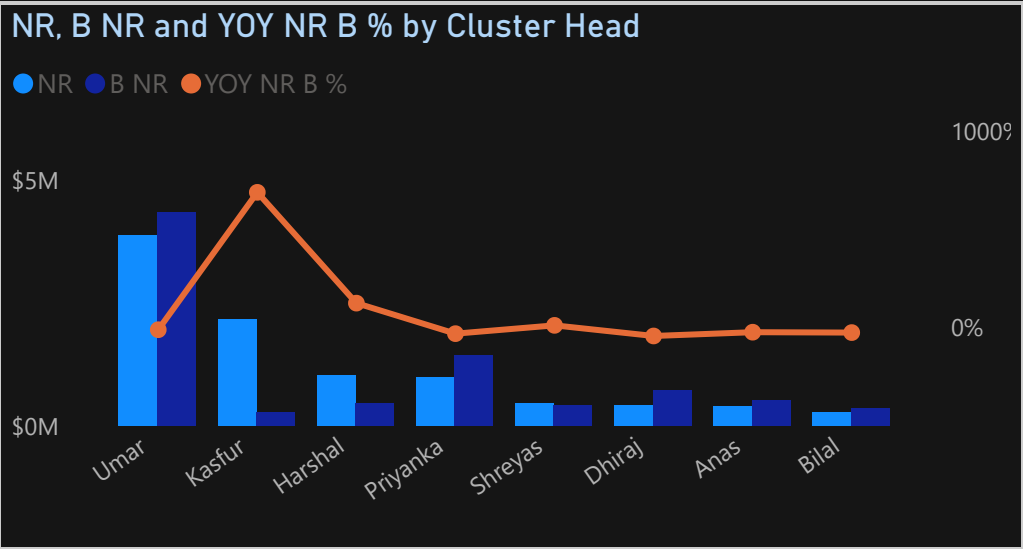
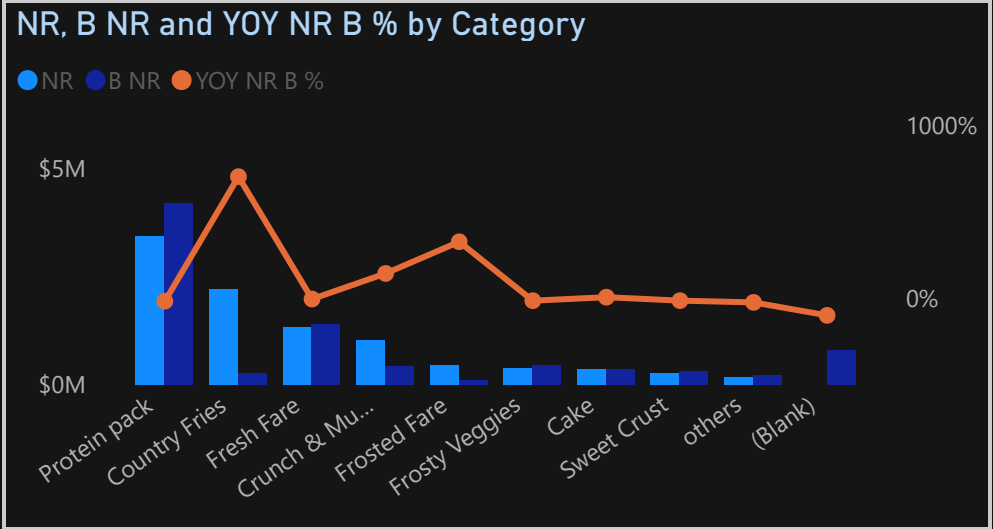
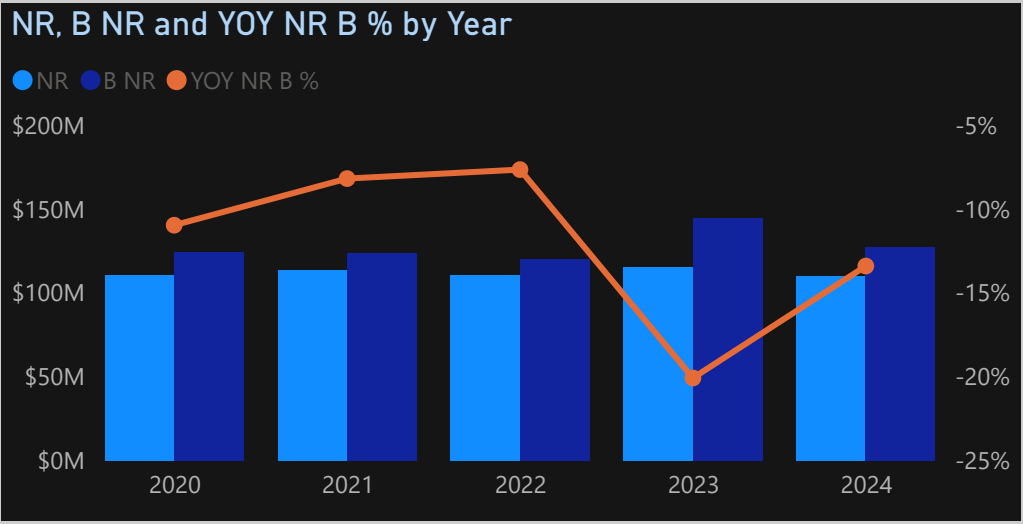
26.2M

B NR YTD

28.48M

YOY NR B %

12.8%



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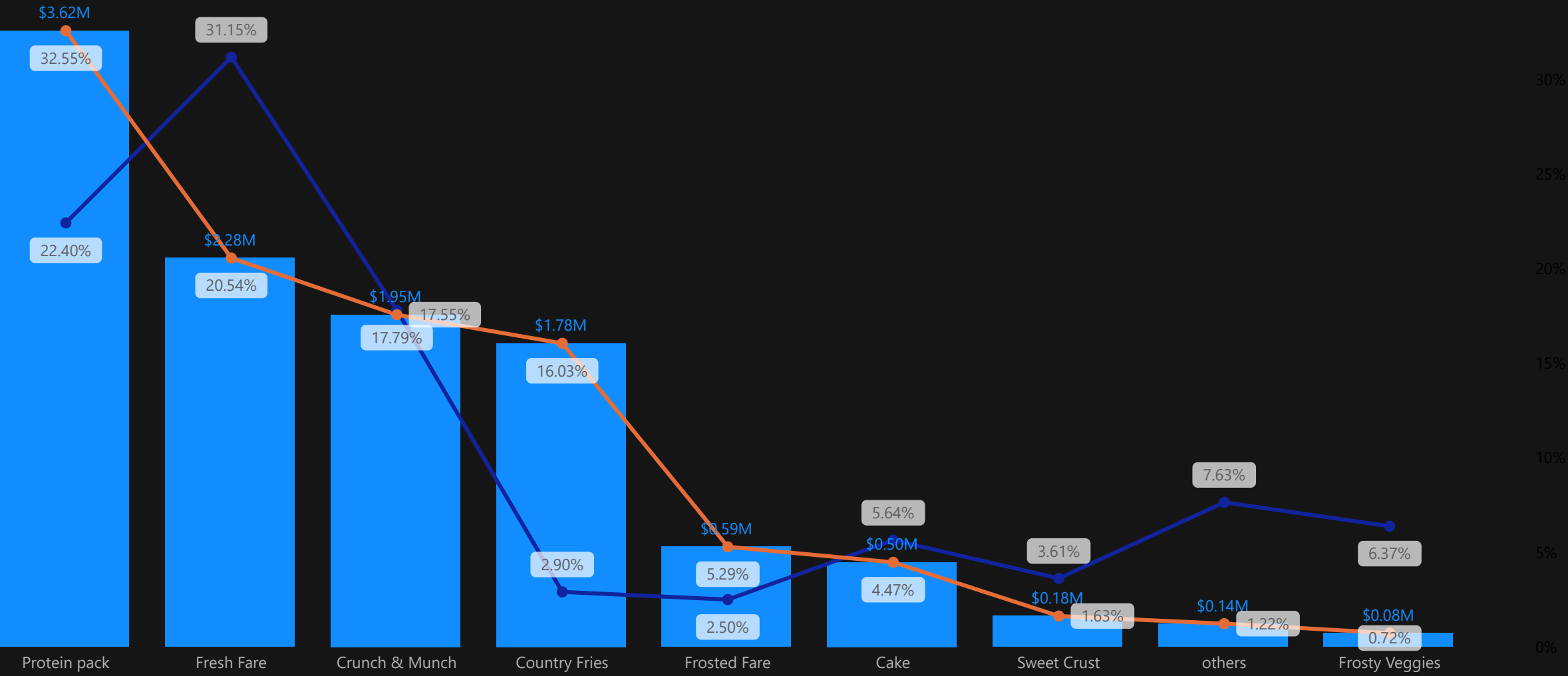
Channel  
All

Category  
All

Location  
All

NR, %GT Count of SKU Code and %GT NR by Category

NR %GT Count of SKU Code %GT NR



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2022

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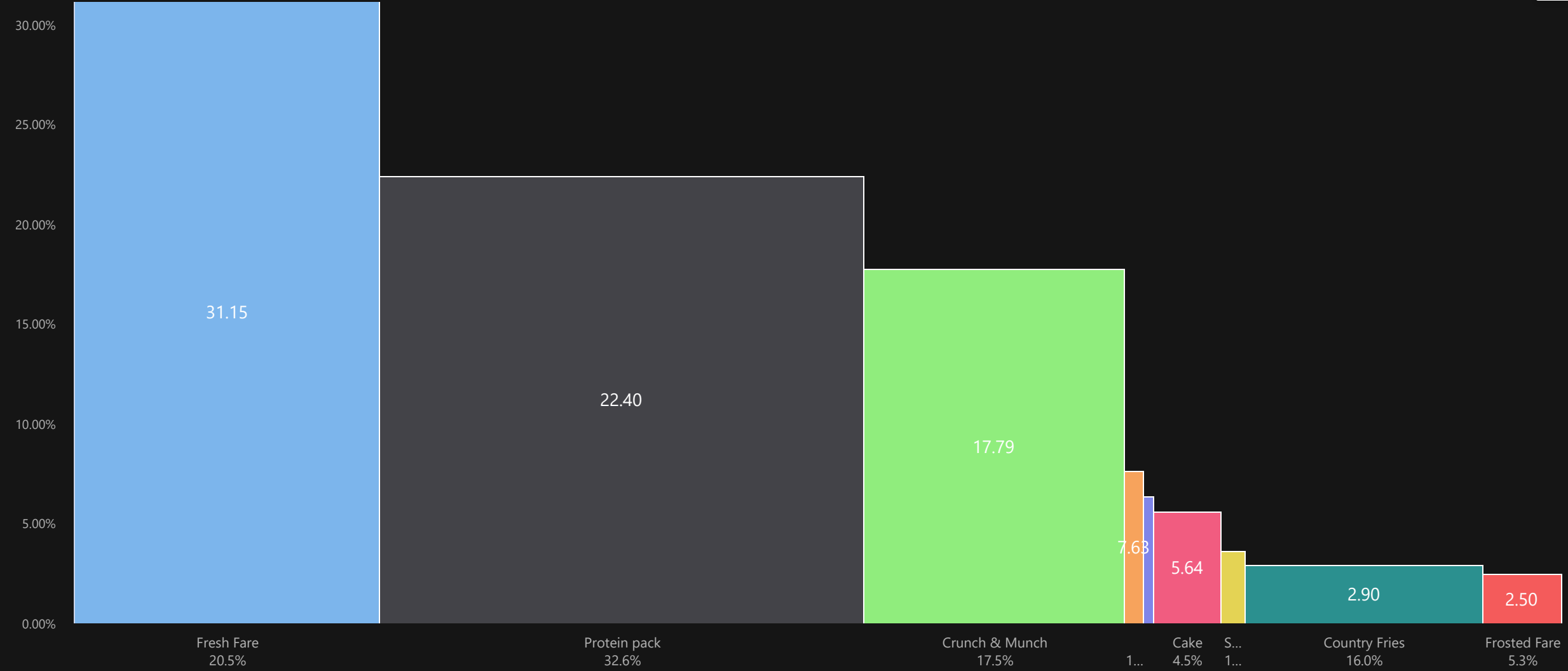
Cluster Head  
All

Channel  
All

Category  
All

Location  
All

%GT Count of SKU Code and NR by Category



Year  
2022

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March

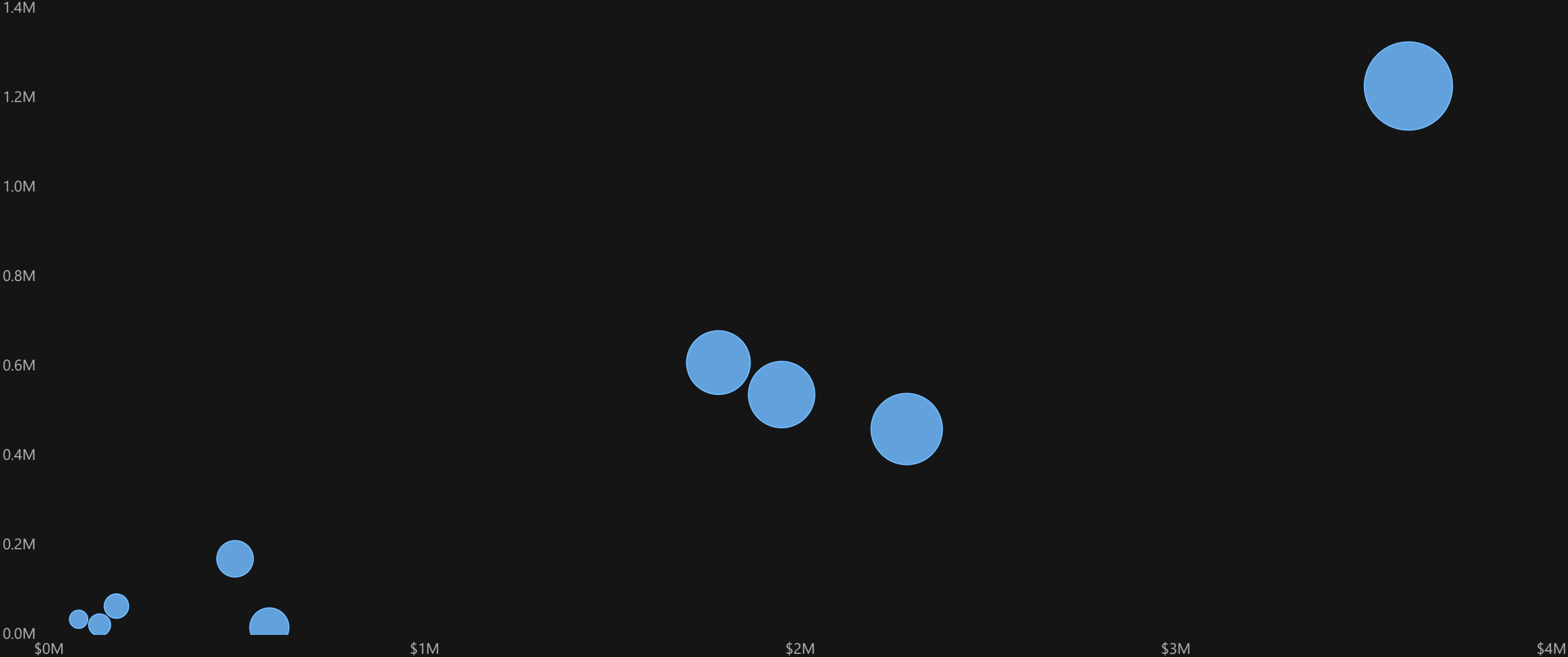
Cluster Head  
All

Channel  
All

Category  
All

Location  
All

NR, GPA and NR by Category



Year  
All

Month  
All

Cluster Head  
All

Channel  
All

Category  
All

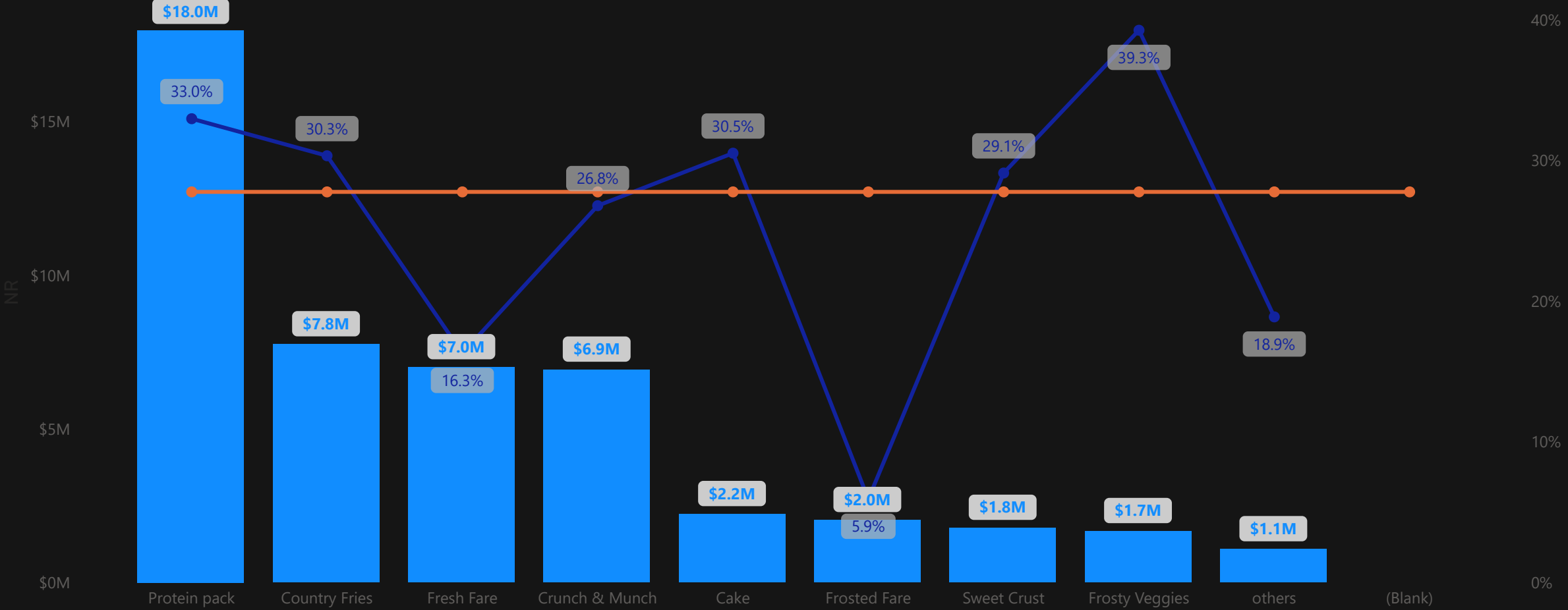
Location  
All

NR

Vol

NR, GP % and AVG GP% Category by Category

● NR ● GP % ● AVG GP% Category





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All

Month

All

Cluster Head

All

Channel

All

Category

All

Location

All

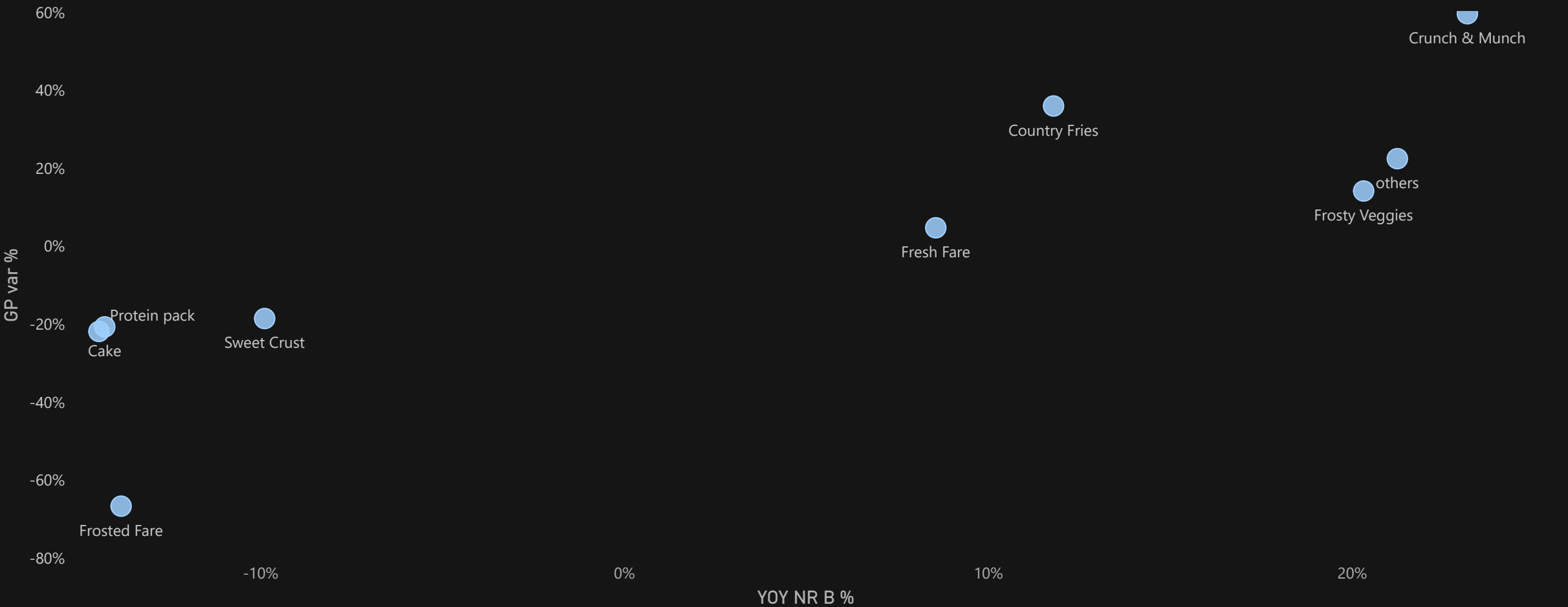
NR Var %

25.00

GP Var %

25.00

YOY NR B % and GP var % by Category



Year

All

Month

All

Cluster Head

All

Channel

All

Category

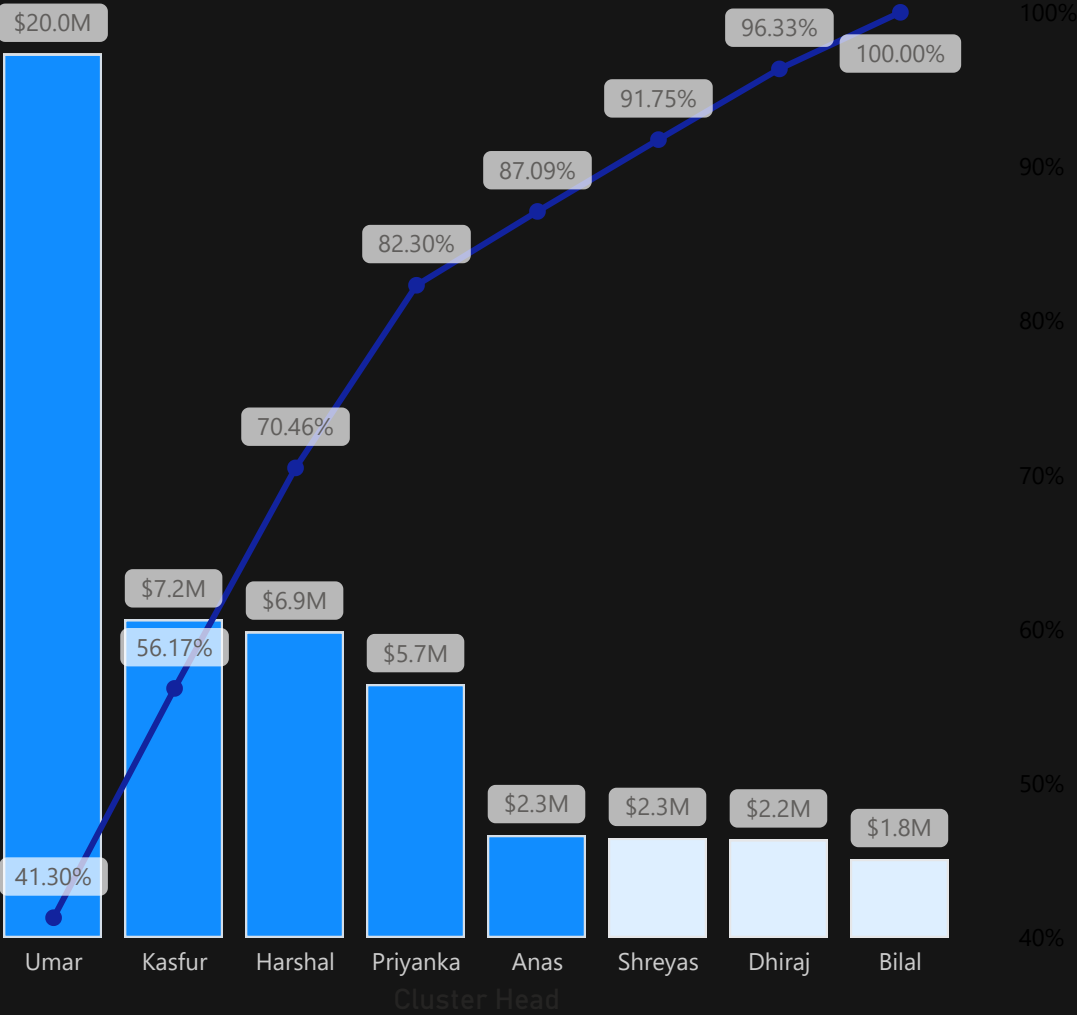
All

Location

All

Pareto Analysis By Cluster Head

NR cumulative\_total %



Cluster Head	NR	Rank	NR %	Cumu_total	cumu_total %
Bilal	\$17,77,109.534730483	8	3.67%	4,84,48,964.23	100.00%
Dhiraj	\$22,21,100.102624841	7	4.58%	4,66,71,854.69	96.33%
Shreyas	\$22,55,696.01979746	6	4.66%	4,44,50,754.59	91.75%
Anas	\$23,19,566.66885533	5	4.79%	4,21,95,058.57	87.09%
Priyanka	\$57,37,191.508792899	4	11.84%	3,98,75,491.90	82.30%
Harshal	\$69,26,836.920497715	3	14.30%	3,41,38,300.39	70.46%
Kasfur	\$72,03,306.02262189	2	14.87%	2,72,11,463.47	56.17%
Umar	\$2,00,08,157.4504032	1	41.30%	2,00,08,157.45	41.30%
Total	\$4,84,48,964.22832382		100.00%		