Market analysis of retailers

Stores

Profitability

Shipping

Sales

Customers

Inventory

Sales plan&fact

Products

Main page

Stores

Sales

Sales plan&fact

Profitability

Customers

Products

Shipping

Inventory

Sales plan and actual sales

Store Name

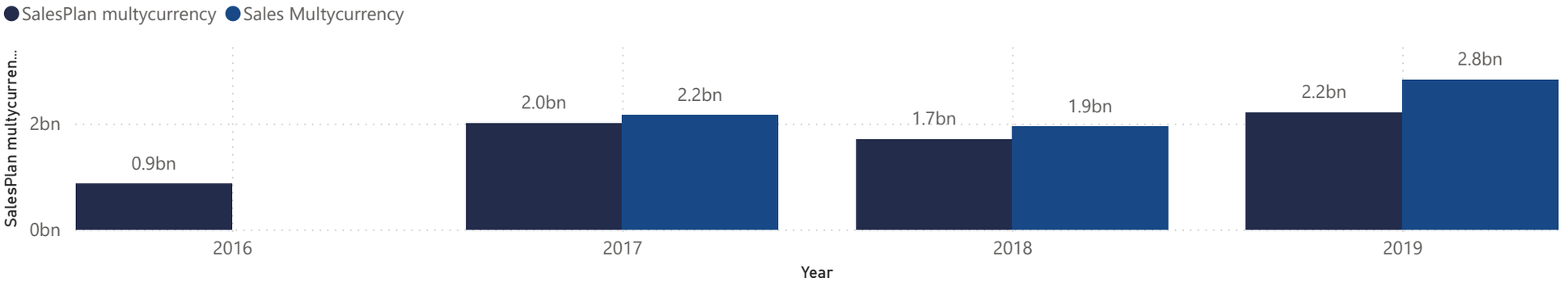
All

₸

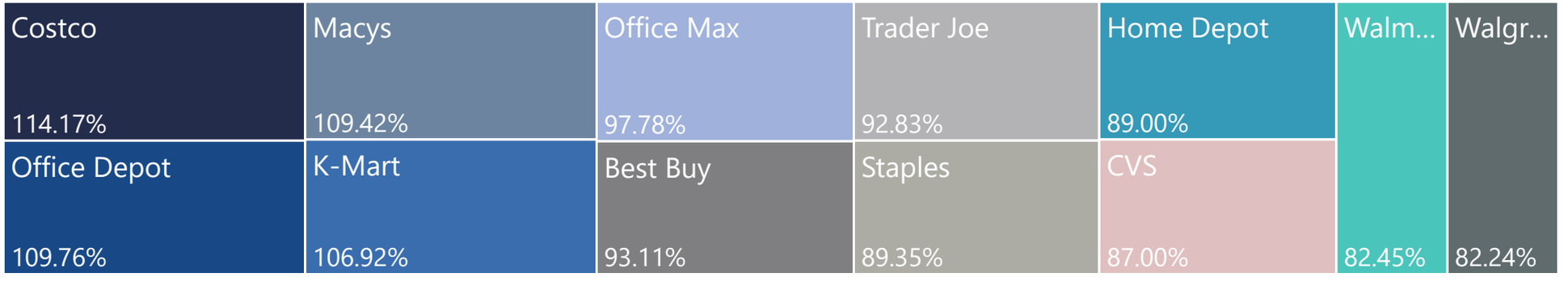
$

SalesPlan	Sales Total	PlanFact
7bn	7bn	102.11%

SalesPlan multycurrency and Sales Multycurrency by Year



PlanFact multy% by Store Name



Main page

Stores

Sales

Sales plan&fact

Profitability

Customers

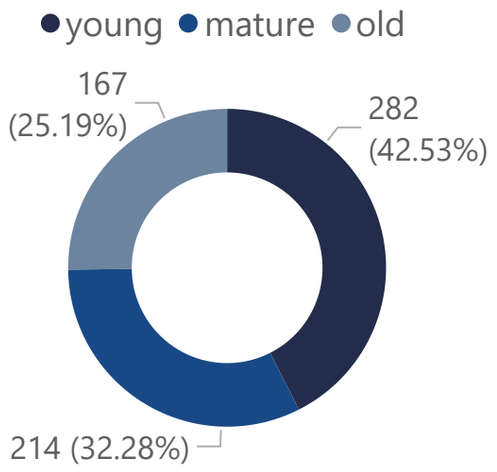
Products

Shipping

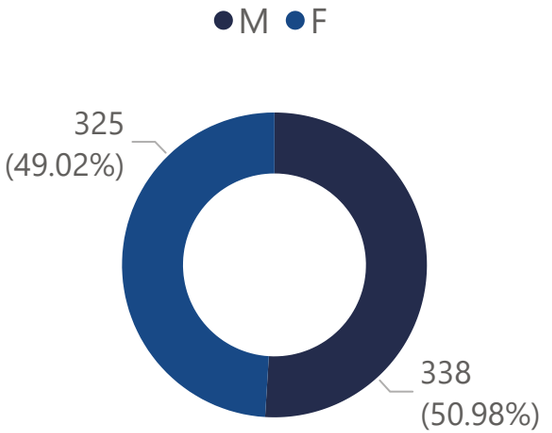
Inventory

Customers

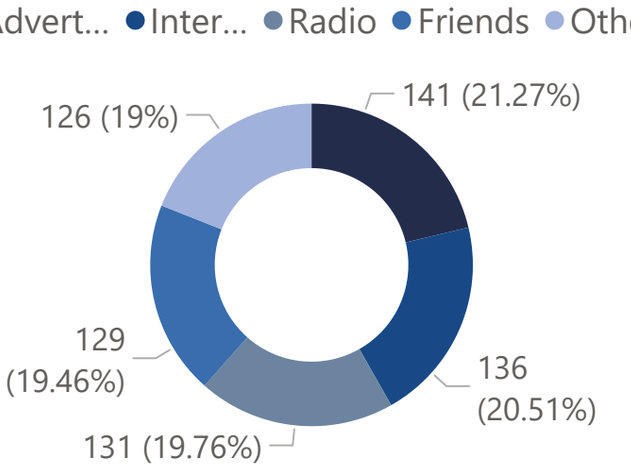
CustomerCount by AgeGroup



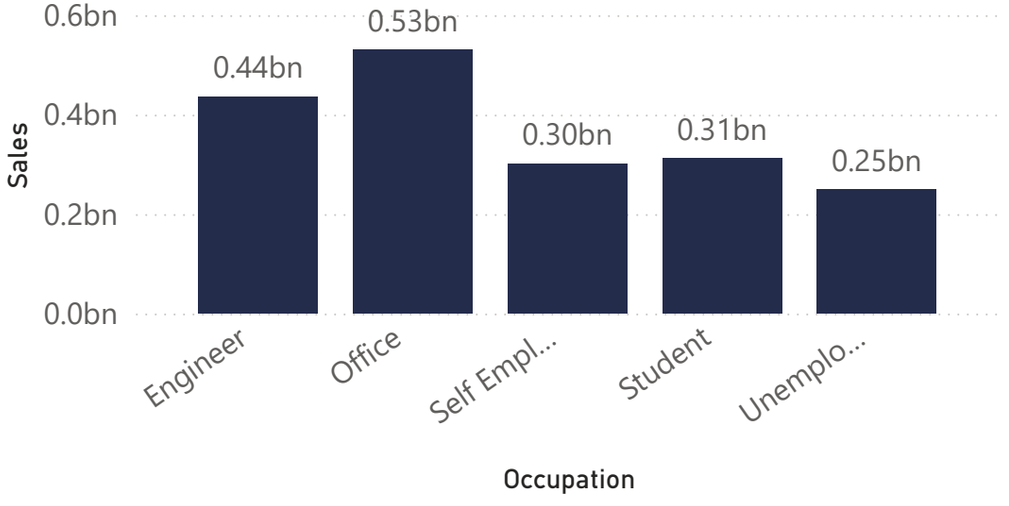
CustomerCount by Gender



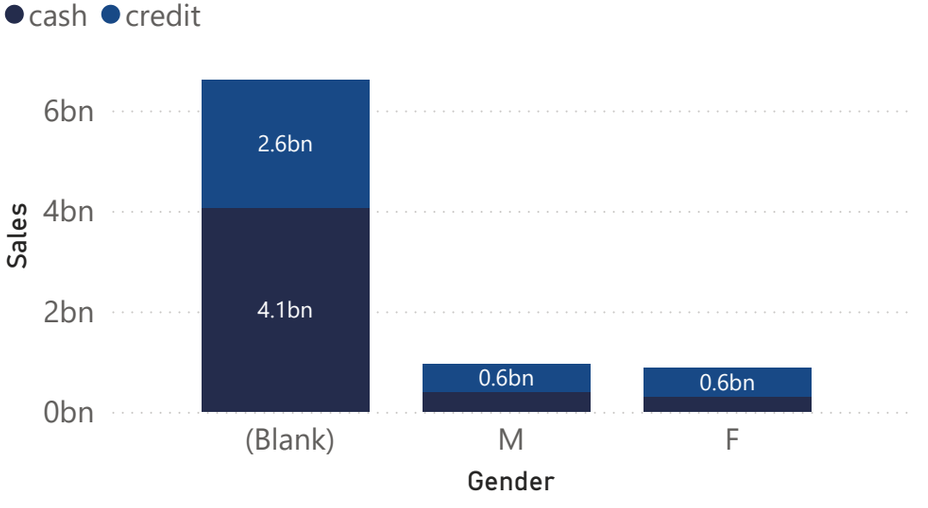
CustomerCount by Source



Sales by Occupation



Sales by Gender and Payment Type (cash / credit)



Main page

Stores

Sales

Sales plan&fact

Profitability

Customers

Products

Shipping

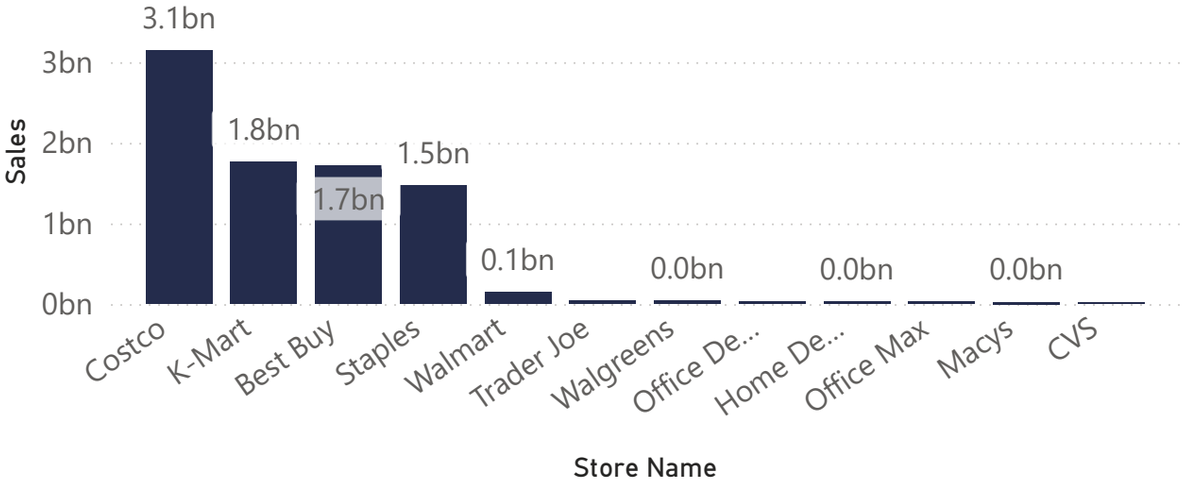
Inventory

Stores

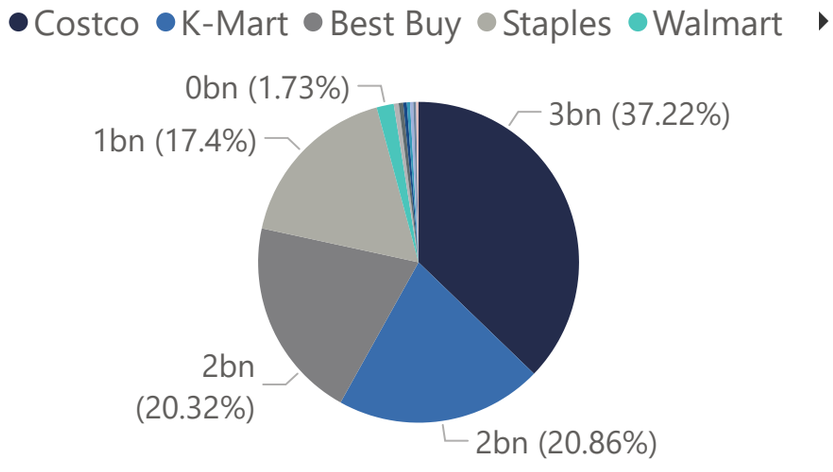
2017	2018	2019	2020

Sales Total by City

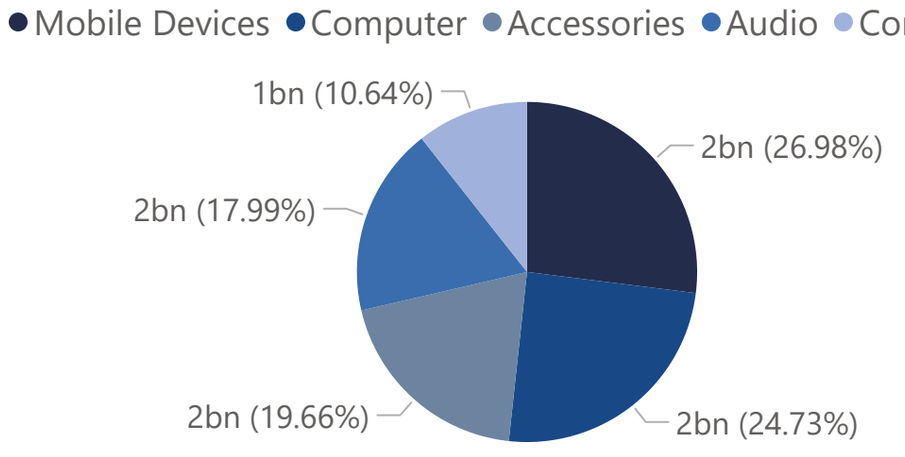
Sales Total by Store Name



Market Share



Sales by Category



Inventory

Category

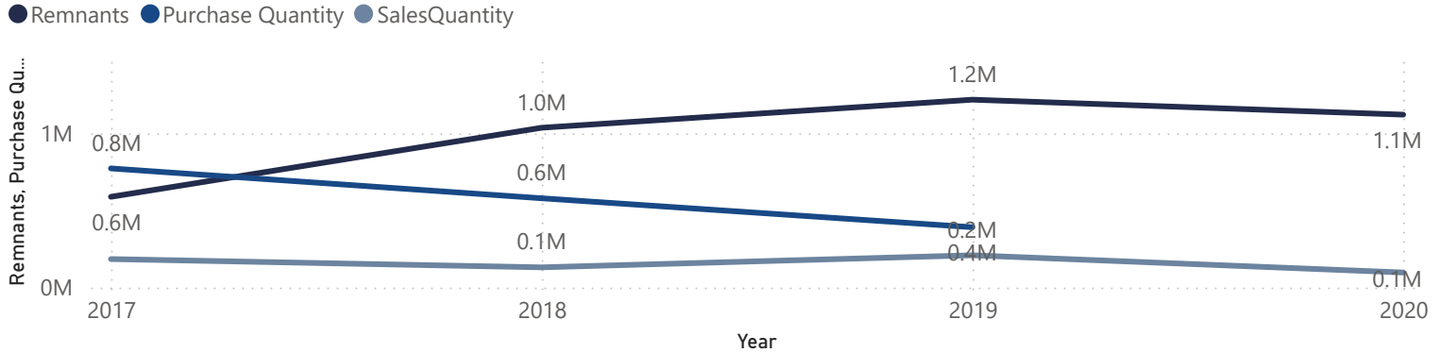
Mobile Devices

Product Name	Remnants
Phone Type 9, Samsung	19574
Smart Watch Type 3, Huawei	18104
Phone Type 11, HP	17934
Tablet Type 5, Samsung	17521
Phone Type 11, Dell	17154
Phone Type 3, HP	16843
Phone Type 1, Dell	16820
Phone Type 8, HP	16546
Phone Type 10, Huawei	16472
Phone Type 4, Samsung	15874
Total	**172842**

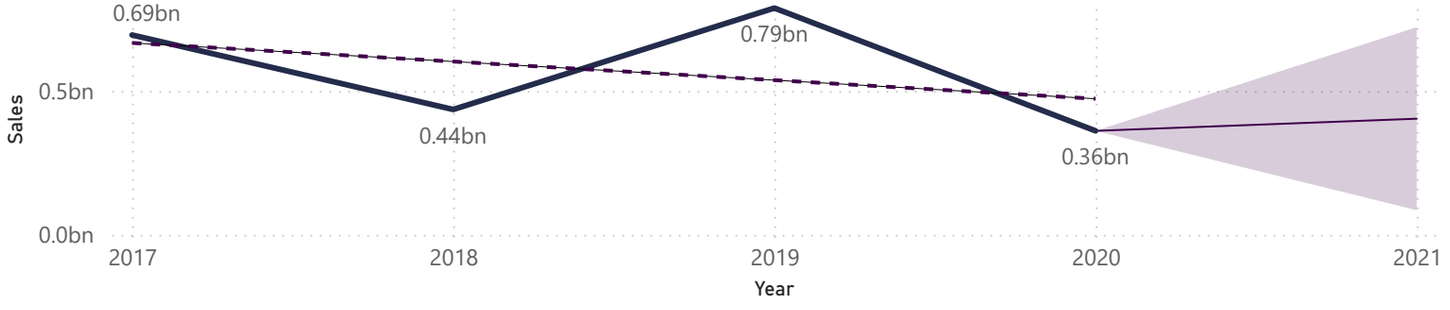
Purchase q-ty
1740K
Sales q-ty
620K
Remnants
1121K

Remnants by Store Name

Remnants, Purchase Quantity and SalesQuantity by Year



Sales by Year



Shipping

Main page

Stores

Sales

Sales plan&fact

Profitability

Customers

Products

Shipping

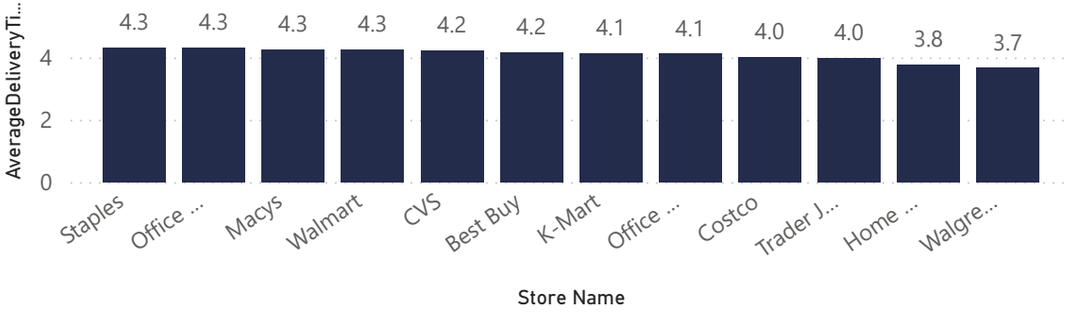
Inventory

All

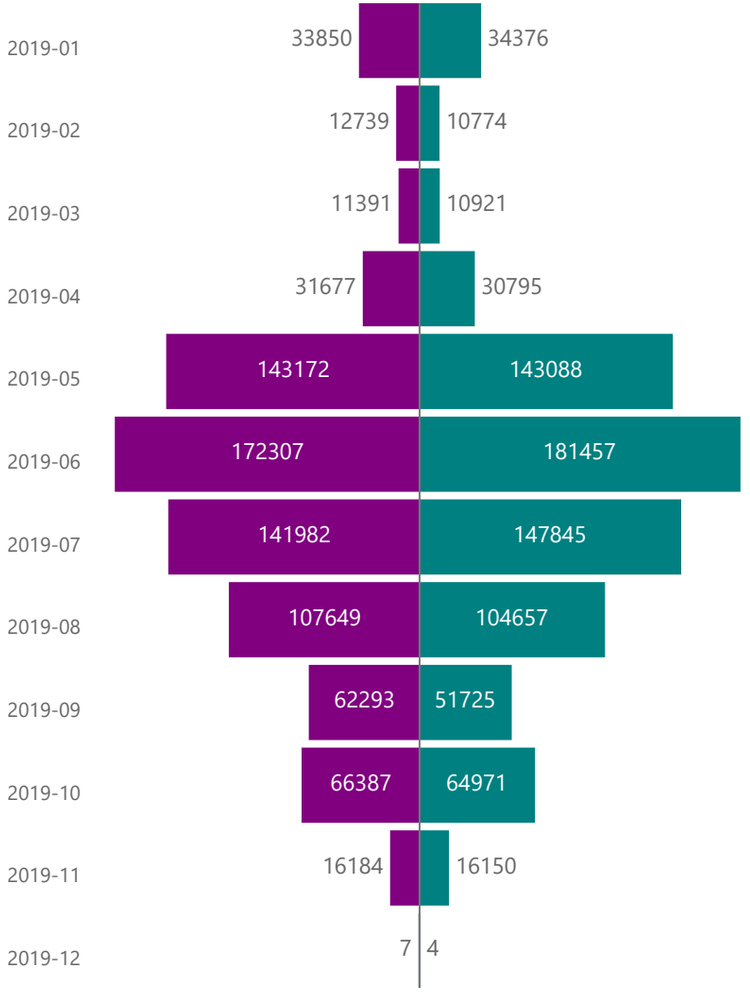
2017 | 2018 | 2019

YearMonth	SalesQuantity	Shipped Quantity	AverDelivTime
2019-01	34376	33850	4.03
2019-02	10774	12739	4.05
2019-03	10921	11391	4.72
2019-04	30795	31677	4.07
2019-05	143088	143172	4.08
2019-06	181457	172307	4.00
2019-07	147845	141982	4.08
2019-08	104657	107649	4.30
2019-09	51725	62293	4.01
Total	**796763**	**799638**	**4.08**

AverageDeliveryTime by Store Name



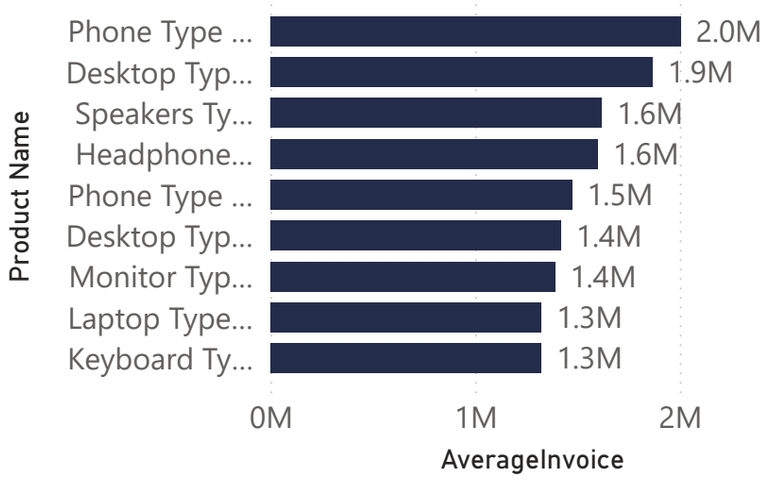
Shipped Quantity and SalesQuantity by YearMonth



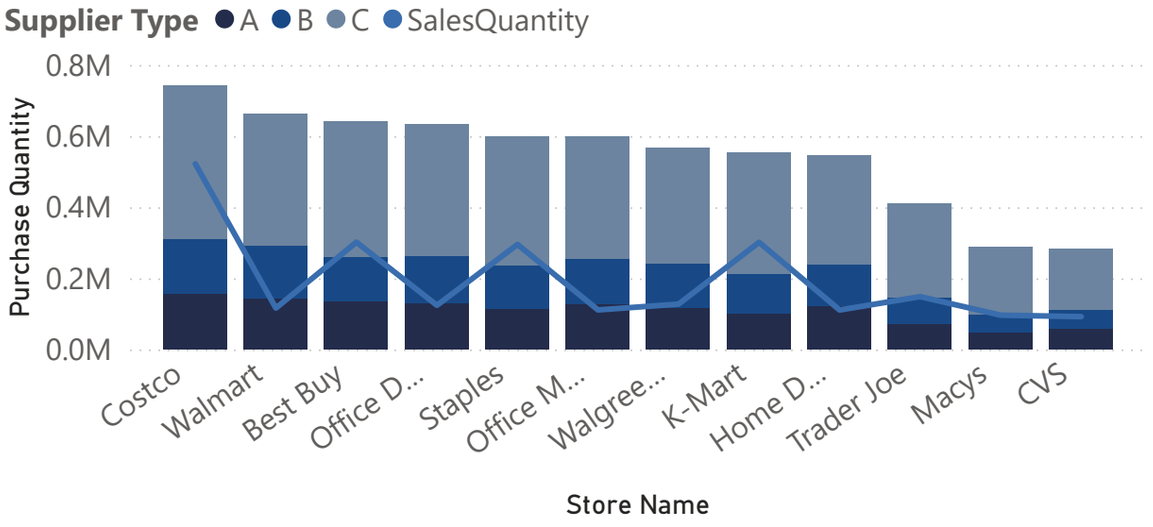
Products

2017 | 2018 | 2019

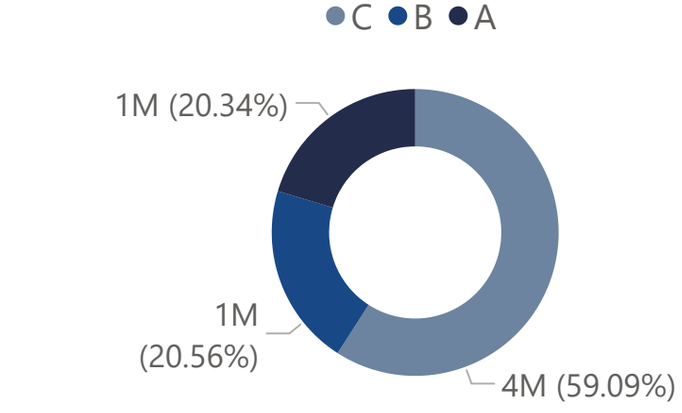
AverageInvoice by Product Name



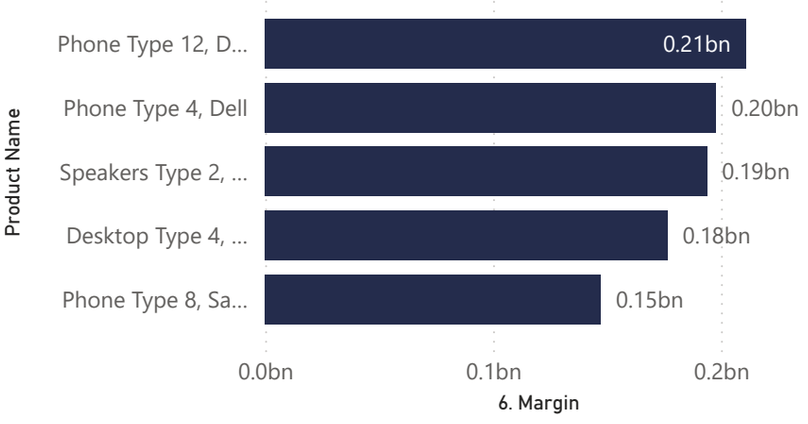
Purchase Quantity and SalesQuantity by Store Name and Supplier Type



Purchase Quantity by Supplier Type



Top 5 products with high margin



AverageInvoice

317.47K

SalesQuantity

2M

Profit = Sales - Costs (fix+var)

Main page

Stores

Sales

Sales plan&fact

Profitability

Customers

Products

Shipping

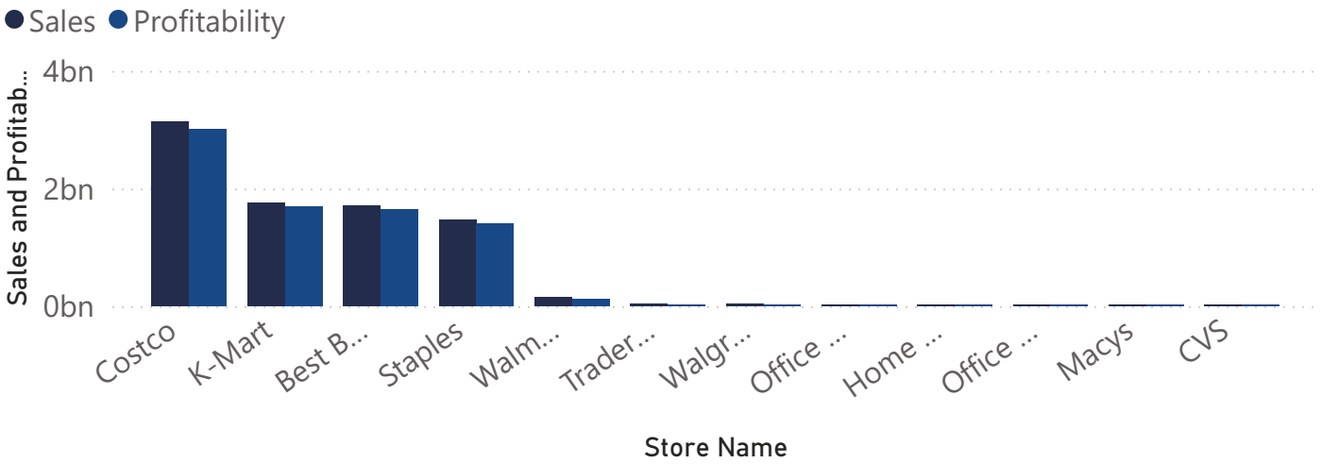
Inventory

Store Name

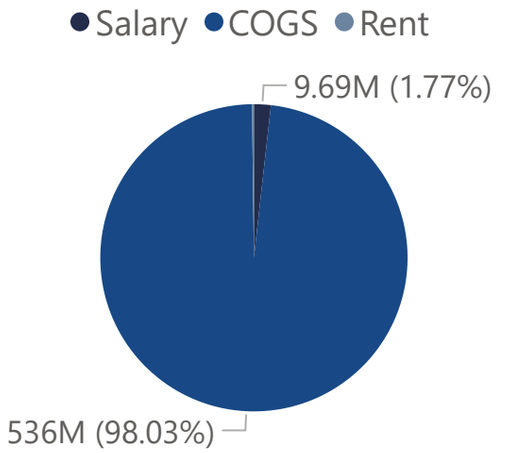
All

2017 | 2018 | 2019 | 2020

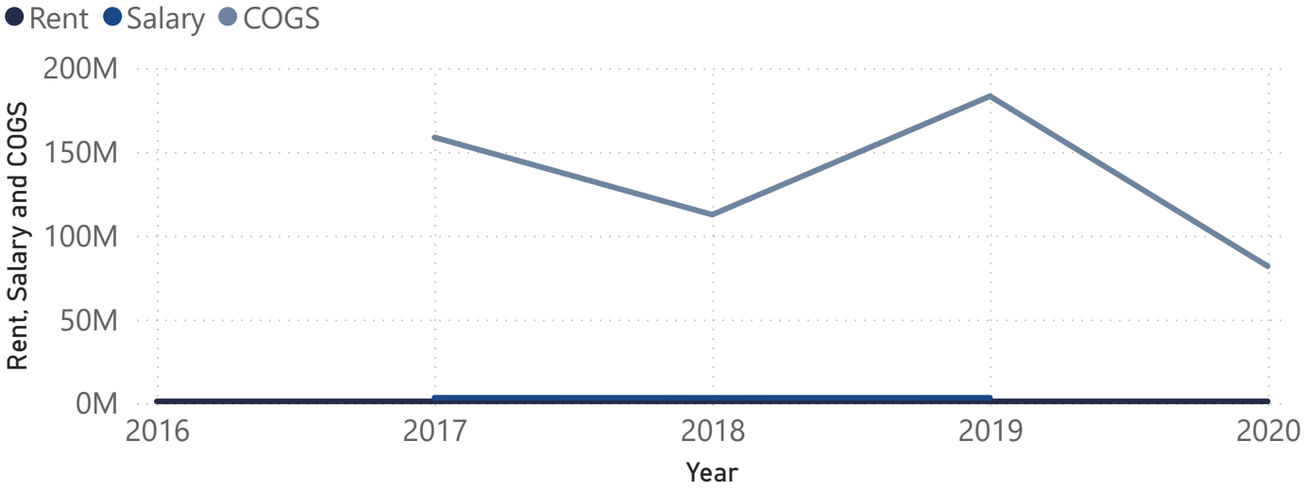
Sales and Profitability by Store Name



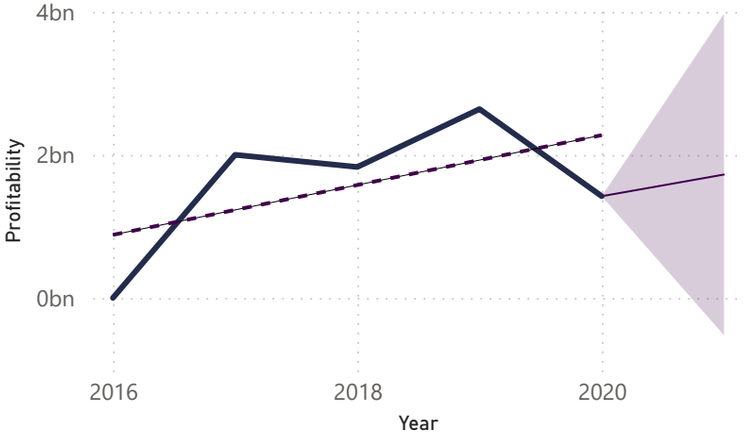
Salary, COGS and Rent



Rent, Salary and COGS by Year



Profitability by Year



Main page

Stores

Sales

Sales plan&fact

Profitability

Customers

Products

Shipping

Inventory

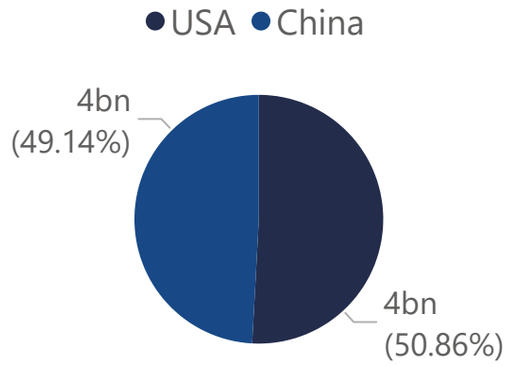
Sales

Store Name

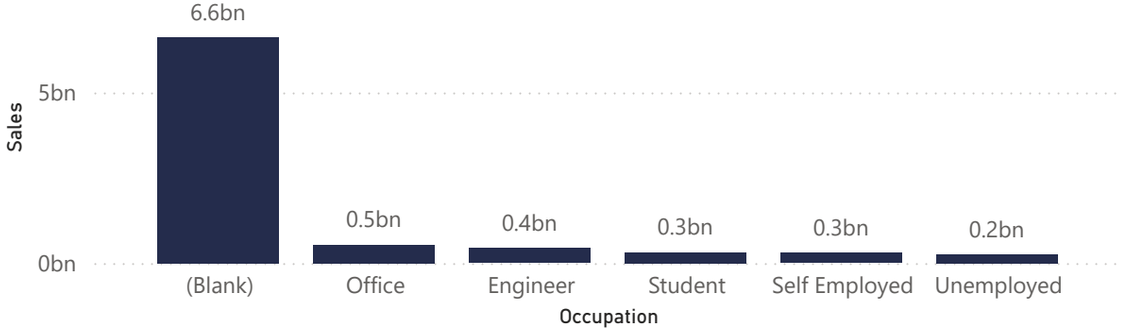
All

2017 | 2018 | 2019 | 2020

Sales by Manufacturer



Sales by Occupation



Sales Quantity

2.35M

Sales Total

8443M

Sales by Store Name