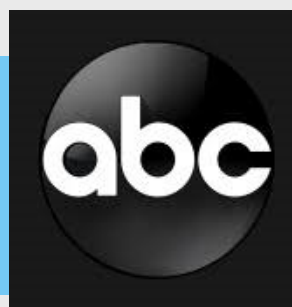


Navigation Pane

branch



FORECAST



Branch

Search

- ☐ Angamaly
- ☐ Calicut
- ☐ Chalakudy
- ☐ Ernakulam
- ☐ Palakad
- ☐ Thrissur
- ☐ Wadakkanchery

Revenue

₹108,378,000

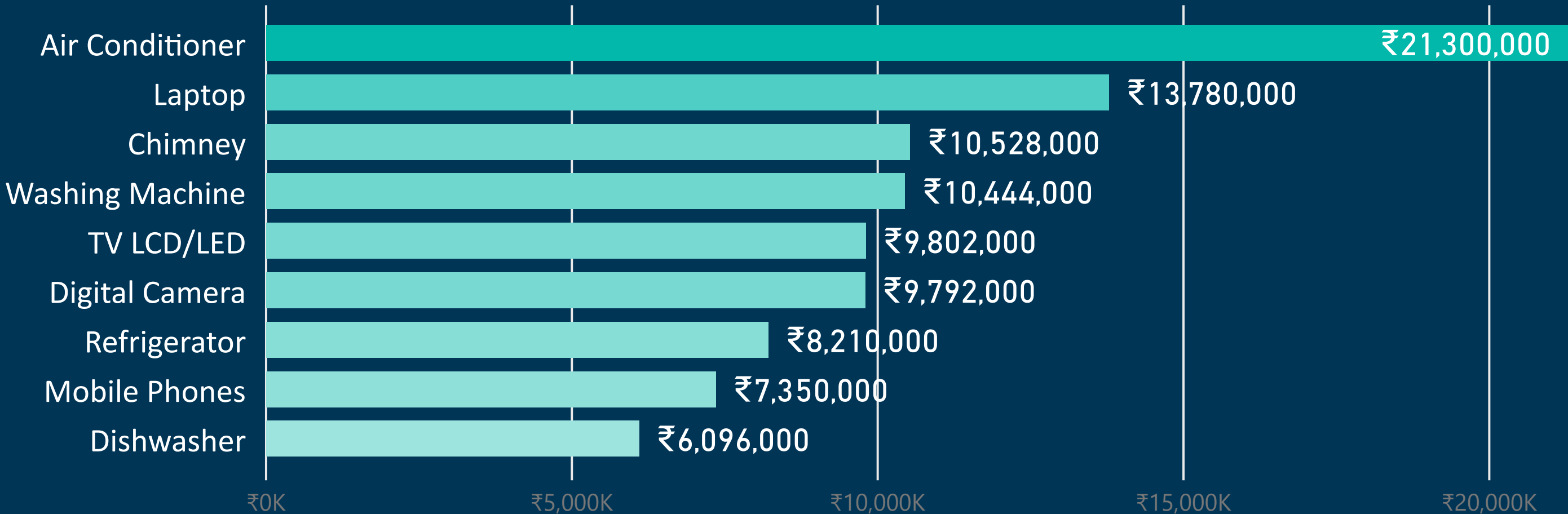
Profit Margin

12.87%

Units Sold

9752

Revenue by Product

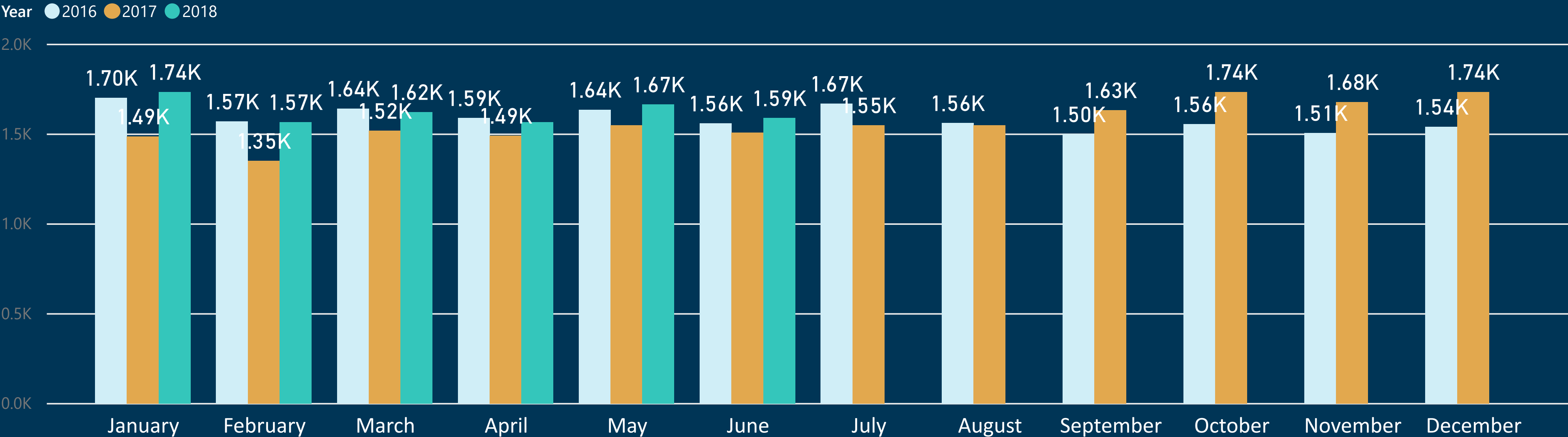


Products

Search

- ☐ Laptop
- ☐ Mobile Phones
- ☐ Mixer Grinder
- ☐ Chimney
- ☐ Dishwasher
- ☐ Microwave Oven
- ☐ Washing Machine
- ☐ Digital Camera
- ☐ Air Conditioner
- ☐ Gas stove
- ☐ Refrigerator
- ☐ Induction Cooker

Monthly Trends For Units sold



Product

Air Conditioner

Chimney

Digital Camera

Dishwasher

Gas stove

Induction Cooker

Laptop

Branch

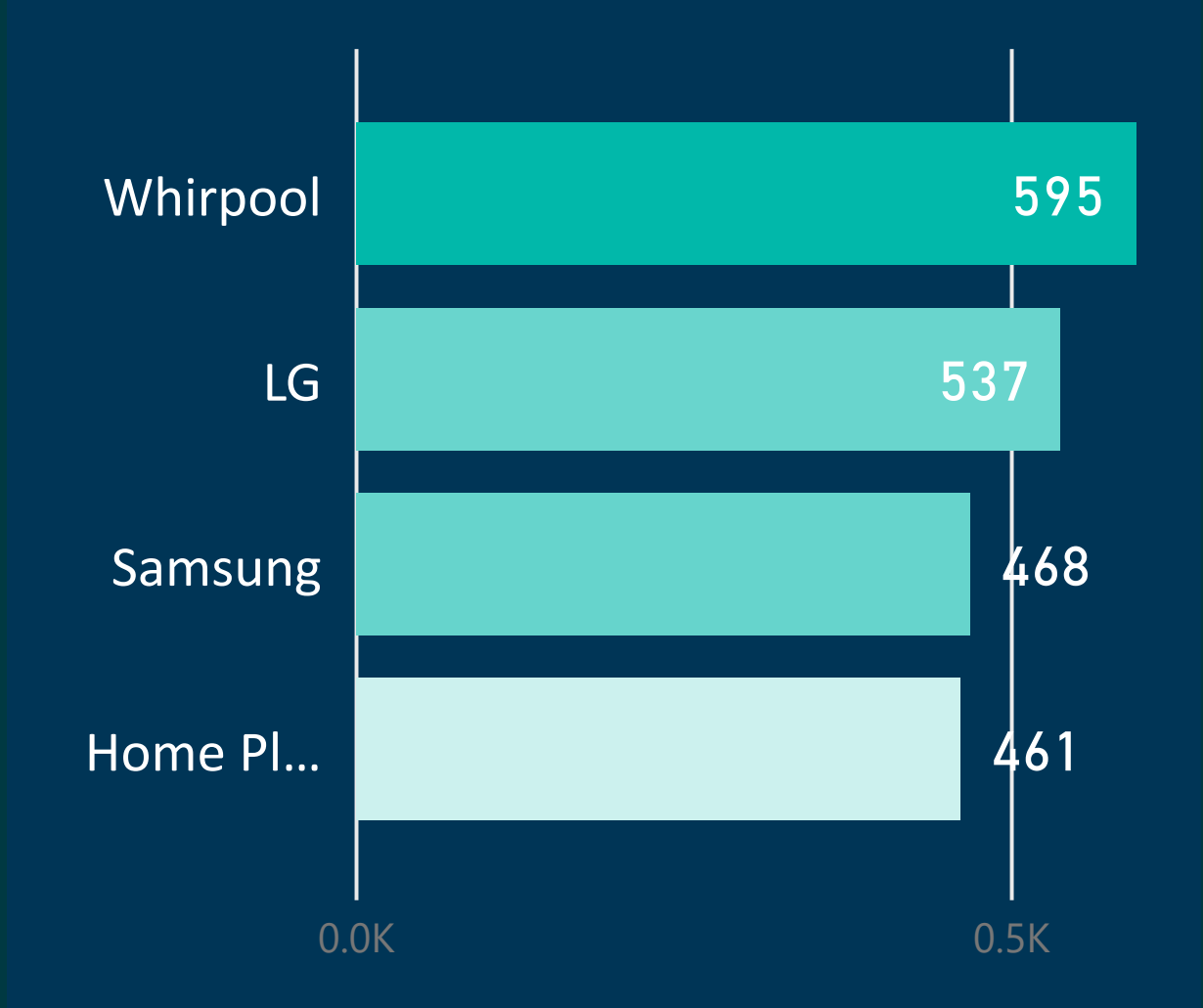
Angamaly

Angamaly

201620172018Qtr 1Qtr 2Qtr 3Qtr 4JanuaryFebruary

Brand Performance

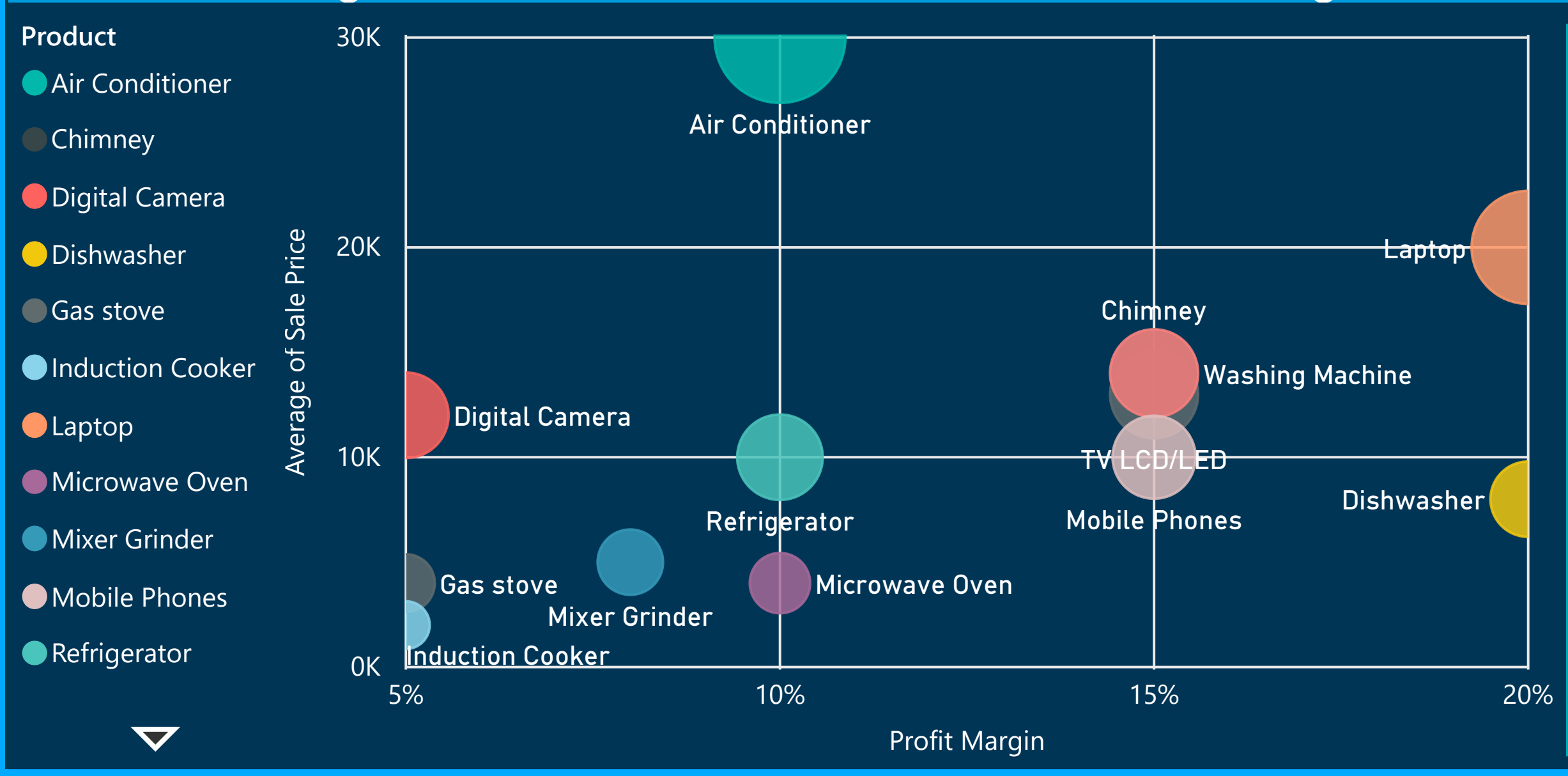
Top selling Brands



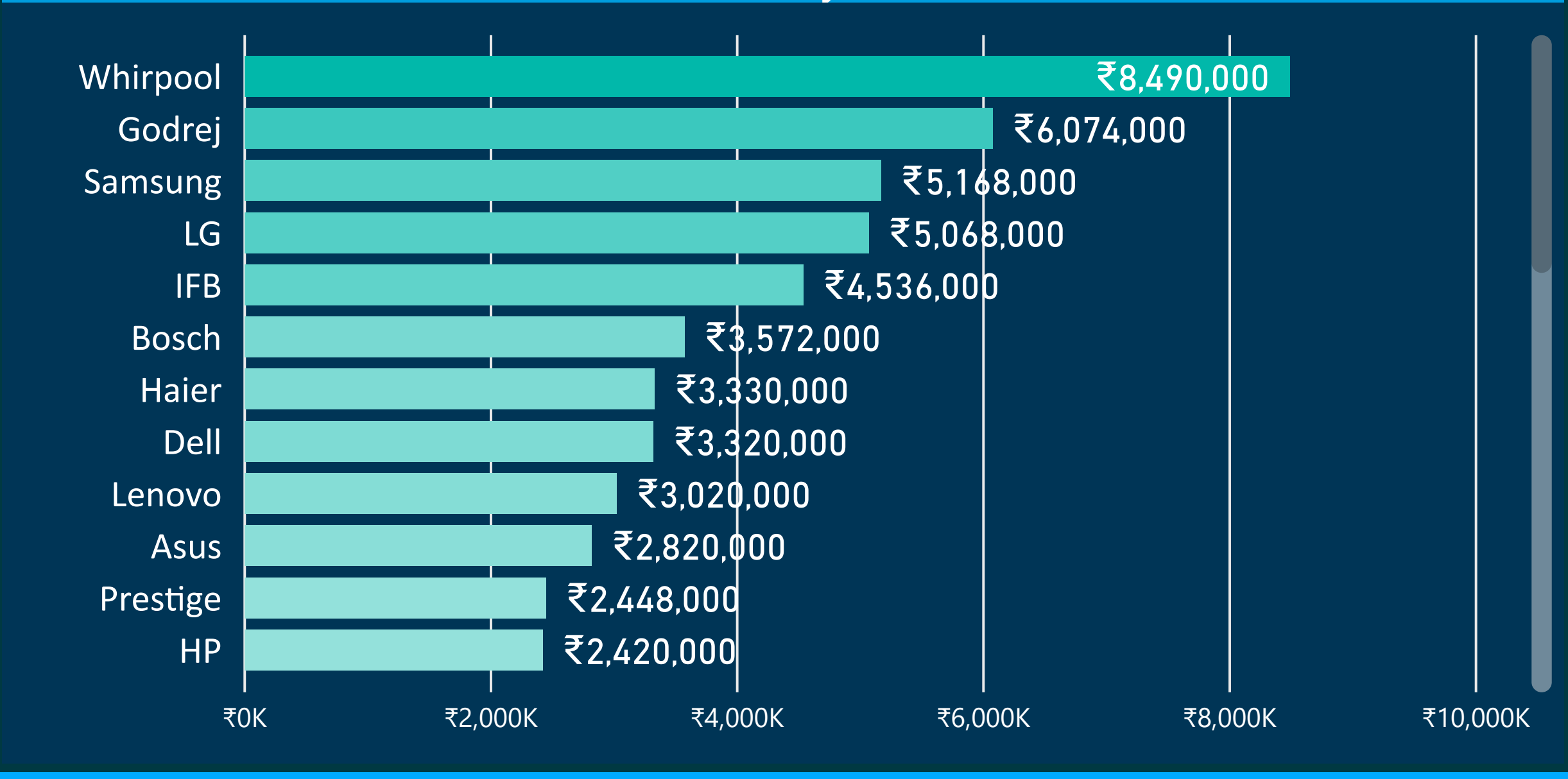
Units Sold by Month and Year



Average Sale Price Correlation with Profit Margin



Revenue by Brand



Dates

2016

2017

2018

Products

Air Conditioner

Chimney

Digital Camera

Branch

Angamaly

Calicut

Chalakydy

Profit

₹69,049,600

Profit Margin

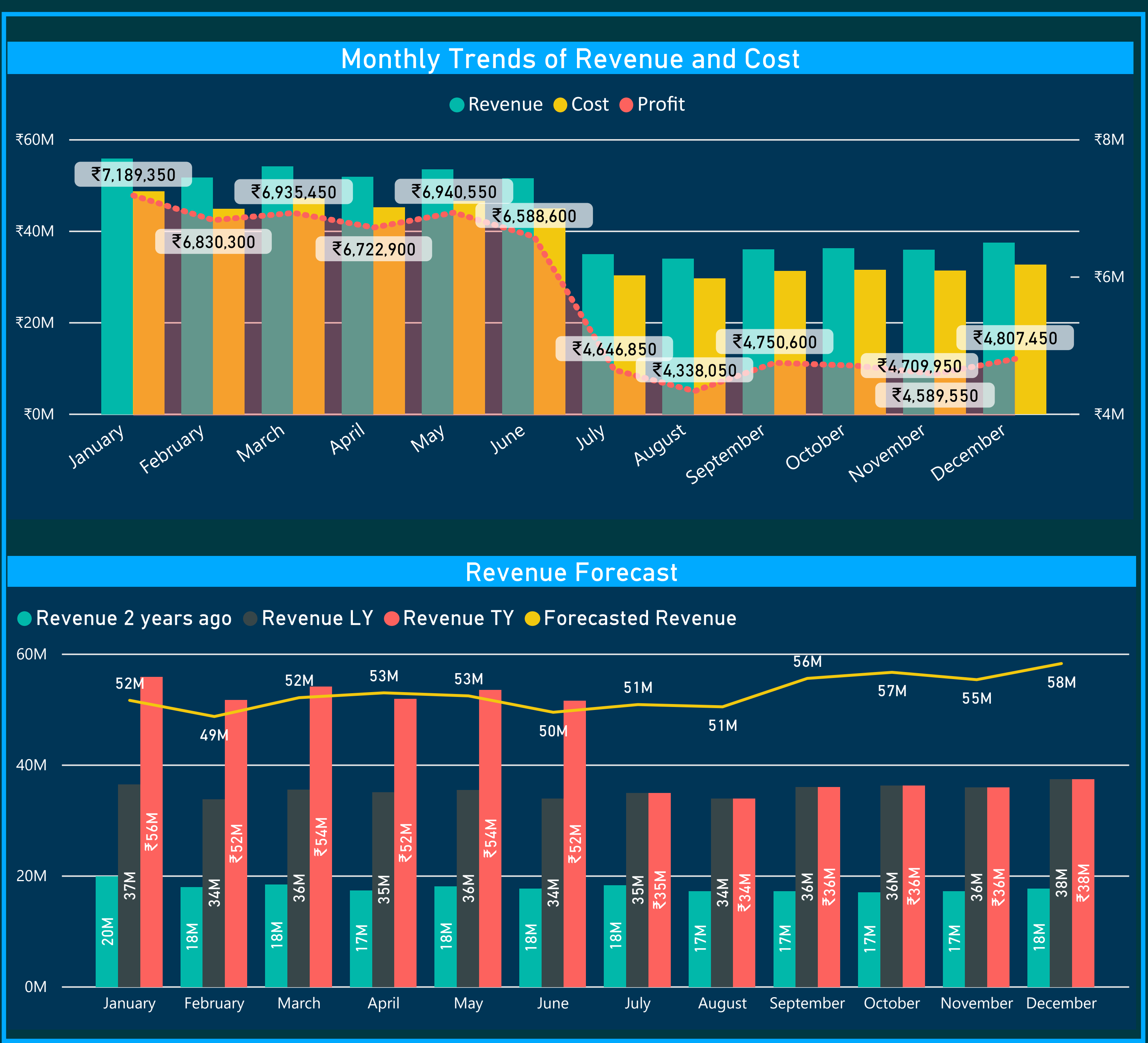
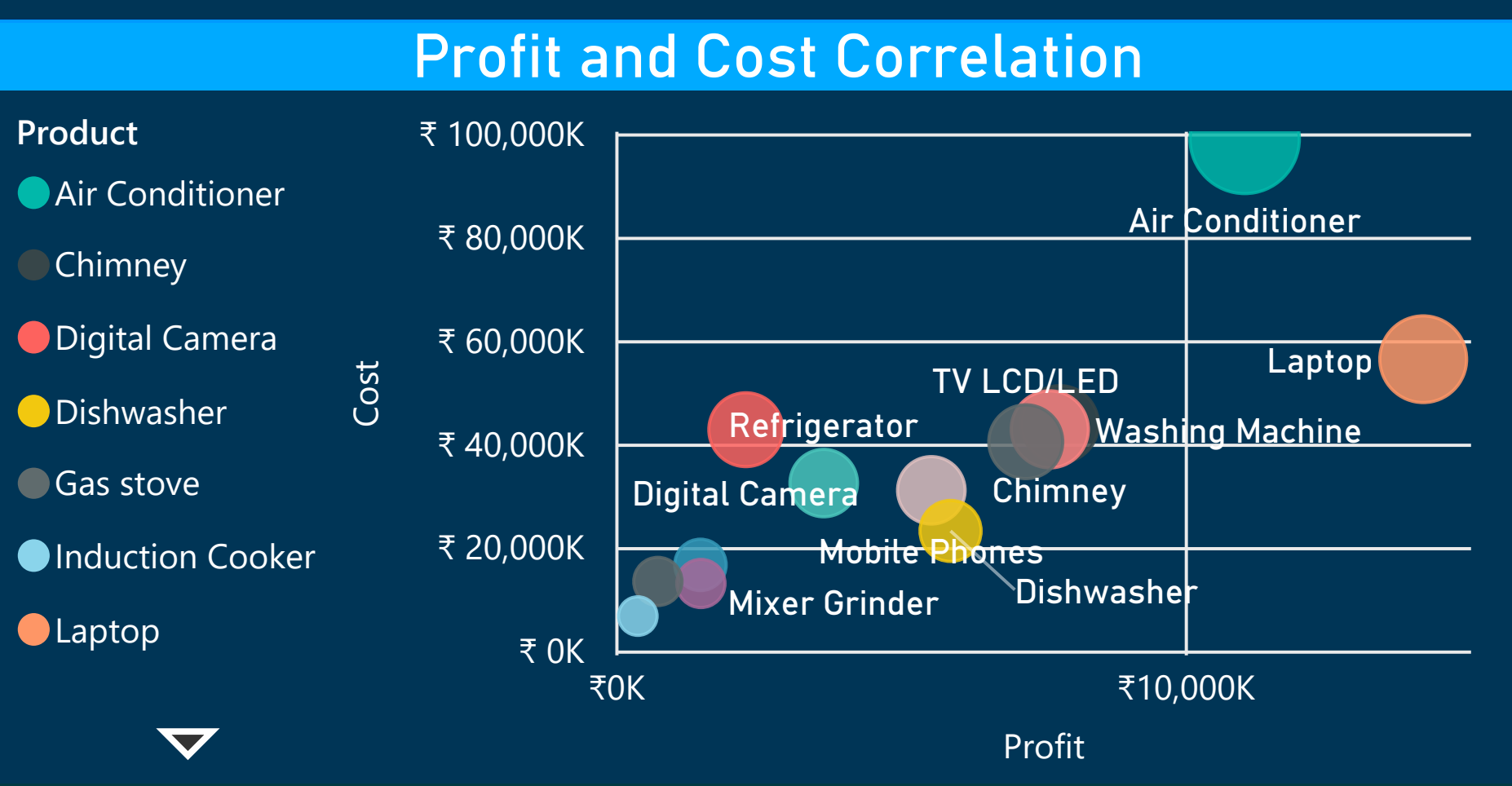
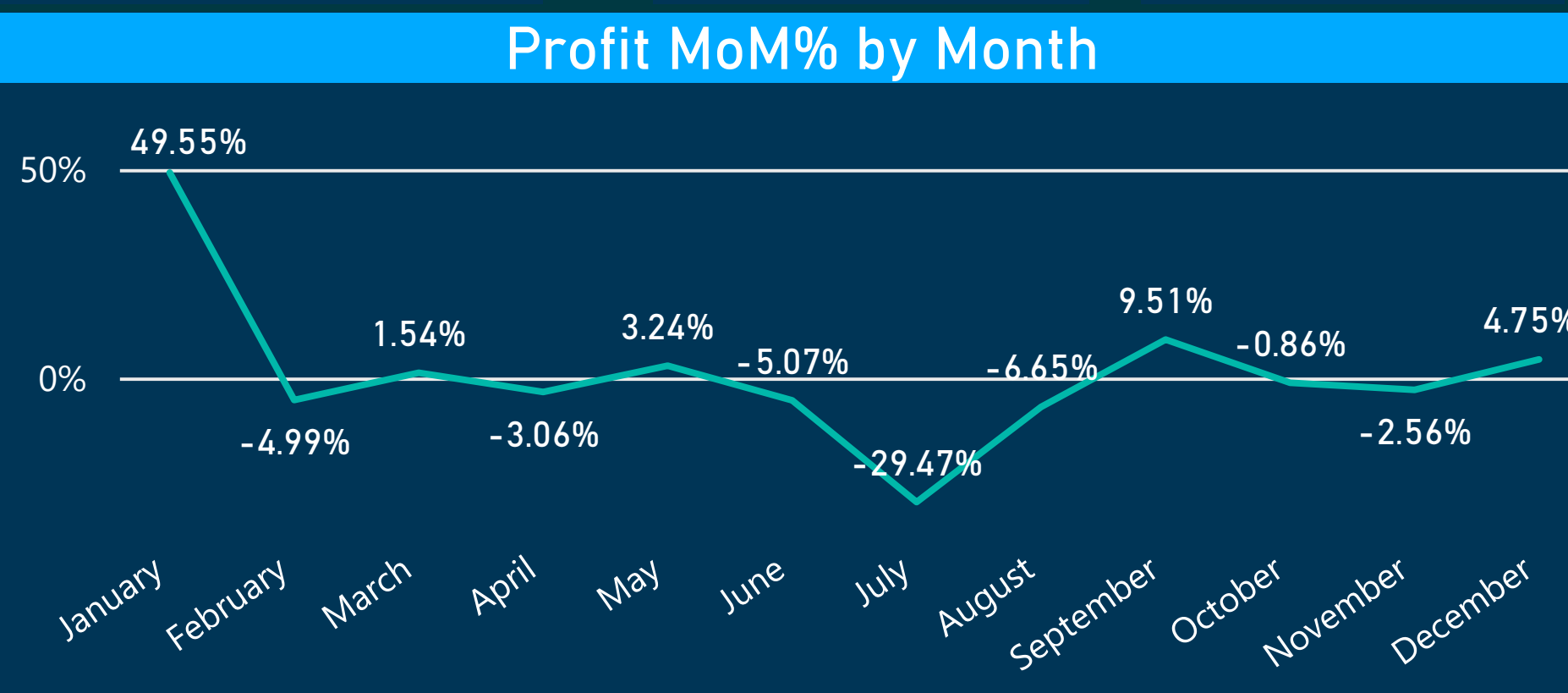
12.93%

Cost

₹ 464,911,400

Revenue

₹533,961,000



Forecasting

COMPANY NAME 

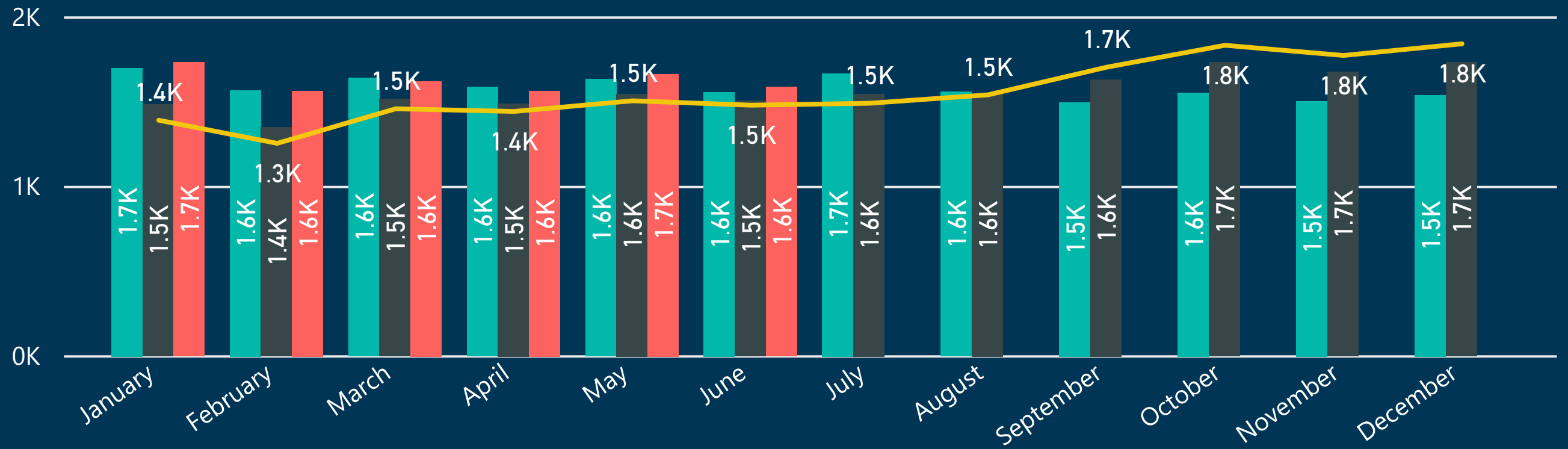
2018

2017

2016



● Qty sold 2 years ago ● Qty sold LY ● Units Sold TY ● Forecasted Qty



Product	Avg of Cost	Avg of Revenue	Avg of Profit
Air Conditioner	₹ 85,580.36	₹95,089.29	₹9,508.93
Chimney	₹ 39,249.12	₹46,175.44	₹6,926.32
Digital Camera	₹ 37,814.63	₹39,804.88	₹1,990.24
Dishwasher	₹ 21,483.70	₹26,854.63	₹5,370.93
Gas stove	₹ 11,746.96	₹12,365.22	₹618.26
Induction Cooker	₹ 6,246.35	₹6,575.11	₹328.76
Laptop	₹ 48,563.88	₹60,704.85	₹12,140.97
Microwave Oven	₹ 11,344.54	₹12,605.04	₹1,260.50
Mixer Grinder	₹ 15,333.33	₹16,666.67	₹1,333.33
Mobile Phones	₹ 27,401.32	₹32,236.84	₹4,835.53
Refrigerator	₹ 28,639.53	₹31,821.71	₹3,182.17
TV LCD/LED	₹ 34,286.83	₹40,337.45	₹6,050.62
Total	₹ 31,072.33	₹35,662.39	₹4,590.06

Month	Revenue	Revenue LY	Revenue 2 years ago	Forecasted Revenue
January	₹19,440,000	16,579,000	19,931,000	15,184,870.05
February	₹17,887,000	15,854,000	18,030,000	14,897,308.26
March	₹18,558,000	17,159,000	18,469,000	16,550,458.93
April	₹16,788,000	17,734,000	17,421,000	17,893,311.81
May	₹18,057,000	17,367,000	18,137,000	16,998,345.04
June	₹17,648,000	16,248,000	17,733,000	15,567,678.57
July		16,678,000	18,329,000	15,926,857.60
August		16,759,000	17,254,000	16,518,600.53
September		18,777,000	17,303,000	19,576,783.22
October		19,227,000	17,100,000	20,422,784.47
November		18,687,000	17,305,000	19,433,184.17
December		19,738,000	17,764,000	20,834,679.01
Total	₹108,378,000	210,807,000	214,776,000	208,859,173.00

Pareto Principal

January

February

March



Qtr 1

Qtr 2

Qtr 3

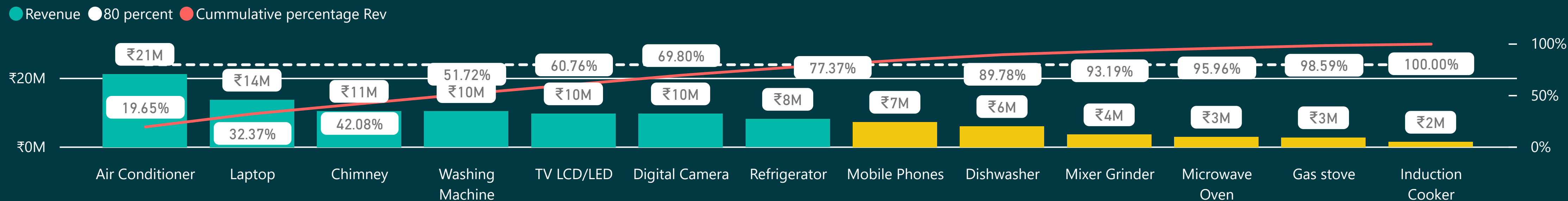
Qtr 4

2018

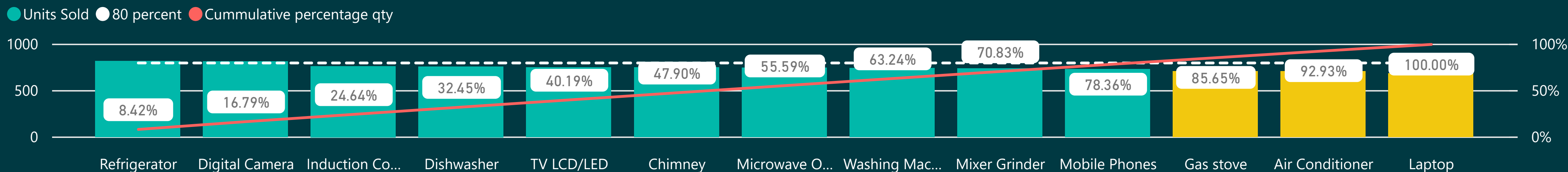
2017

2016

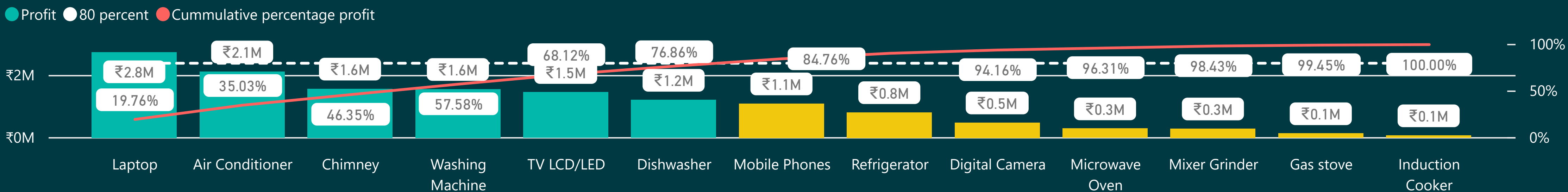
Revenue Visual



Units Sold visual



Profit Visual



ABC Analysis

ABC analysas is a method of analysis that divides the subject up into three categories: A, B and C, where A is the most important item and C the least valuable.

Colour Coding Explanation

IF any of the respective fields (ie revenue, Qty or profit) falls out of the desired percentage quadrant, then the colour coding will change

A		<=80
B		>80 & <=90
C		>90

Selections

Sales Manager

Search

☐ Anu☐ Arun☐ Mohan☐ Raju☐ Ravi☐ Suresh

Sales Person

Search

☐ Chethan☐ Gobi☐ Sajith☐ Sathya☐ Shibu☐ Somesh

Branch

Search

☐ Angamaly☐ Calicut☐ Chalakudy☐ Ernakulam☐ Palakad☐ Thrissur

QTY Table

2018

2017

Qtr 1

Qtr 2

January

February

Product	Rank...	Units Sold	Cummulative Percentage Qty	ABC ...
Refrigerator	1	821	8.42%	A
Digital Camera	2	816	16.79%	A
Induction Cooker	3	766	24.64%	A
Dishwasher	4	762	32.45%	A

Revenue Table

Product	Rank ...	Revenue	Cummulative Percentage Rev	ABC...
Air Conditioner	1	₹21,300,000	19.65%	A
Laptop	2	₹13,780,000	32.37%	A
Chimney	3	₹10,528,000	42.08%	A
Washing Machine	4	₹10,444,000	51.72%	A

Profit Table

Product	Rank...	Profit	Cummulative Percentage Profit	ABC...
Laptop	1	₹2,756,000	19.76%	A
Air Conditioner	2	₹2,130,000	35.03%	A
Chimnev	3	₹1,579,200	46.35%	A