

Select all

2019

2020

2021

2022

2023

547,0M

Revenue

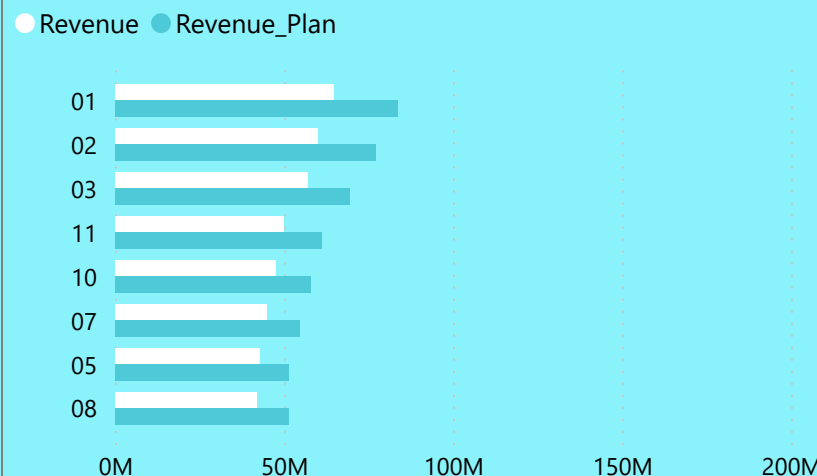
855,3M

Revenue Plan

ProductMain Group with Highest Revenue

Geschirrspüler

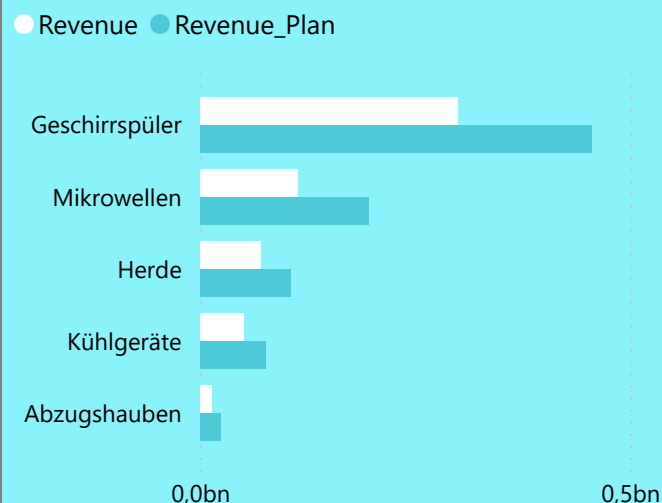
Revenue v/s Revenue_Plan by Month



Top 10 Products

Product Name	Revenue	Revenue_Plan
Metra	142.509.082,21	220.570.781,9
Acta S6	105.691.679,65	179.024.187,4
Tensa	53.060.161,72	68.669.725,8
Optima Plus	44.049.994,90	61.716.813,7
Universal 1	32.466.990,66	51.125.009,4
UNO.S	14.977.864,04	24.004.285,8
Bolte Paso	12.635.184,78	16.516.269,6
Bolte Ferro	11.195.909,71	15.236.345,0
Beta	10.251.066,40	17.373.822,2
Quanta Typ A	9.590.417,37	14.793.938,5

Revenue v/s Revenue_Plan by Product Main Group



PMG Name	Revenue	Revenue_Plan
Geschirrspüler	299.542.708,20	454.801.905,35
Mikrowellen	113.271.472,19	195.699.990,21
Herde	70.124.625,75	104.839.375,14
Kühlgeräte	50.465.256,73	76.253.720,63
Abzugshauben	13.549.600,75	23.657.531,65
Total	546.953.663,63	855.252.522,98

Sales Manager with Highest Sales

VL-Gebiet Müller

Top 10 Customers

Customer Name	Revenue	Revenue_Plan
R. Kühn Büroeinrichtungen GmbH	12.472.931,46	18.598.033,9
Planbüro Gesellschaft	26.103.977,27	38.784.403,4
König & Neurath B. ö.	23.431.519,47	34.488.818,2
K&N International Ltd.	13.487.319,80	18.072.303,0
Hauser Bürotechnik	11.630.055,71	17.202.130,1
Deutsche Bank AG	13.711.682,34	19.317.899,9
Corporate Express Deutschland GmbH	13.505.821,65	21.169.266,0
Corporate Express Deutschland	28.092.177,29	35.574.945,0
Büro Keller AG	11.674.342,37	17.908.364,6
Boecker GmbH	14.579.373,03	21.936.258,6

Select all

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547,0M

Revenue

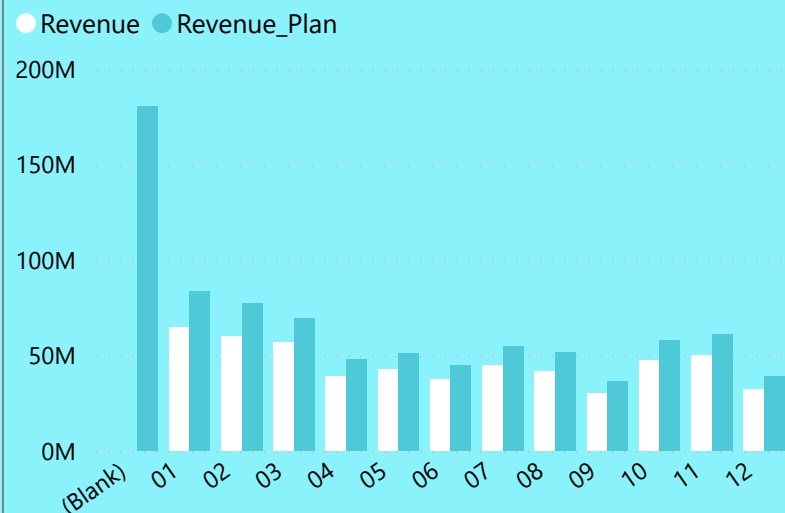
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Revenue_Plan

Product with Highest Revenue

Metra

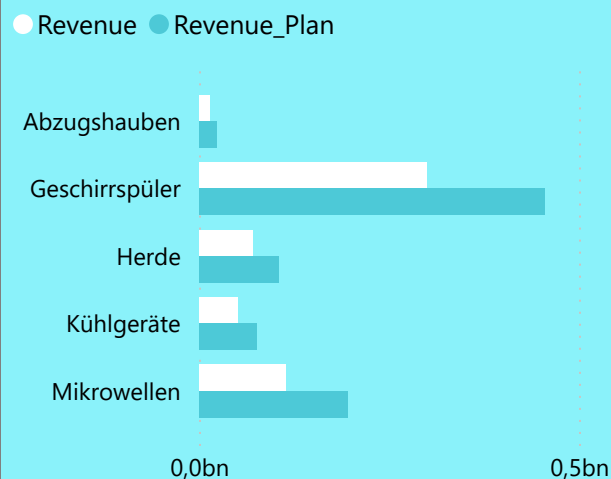
Revenue v/s Revenue_Plan by Month



Top 10 Products

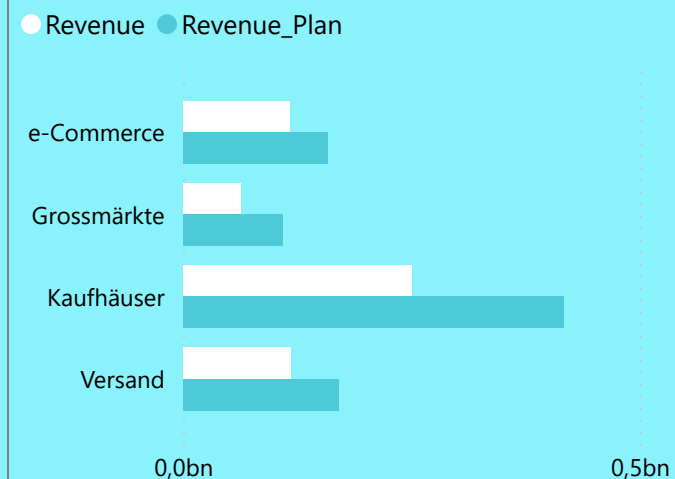
Product Name	Revenue	Revenue_Plan
Acta S6	105.691.679,65	179.024.187,41
Beta	10.251.066,40	17.373.822,29
Bolte Ferro	11.195.909,71	15.236.345,01
Bolte Paso	12.635.184,78	16.516.269,63
Metra	142.509.082,21	220.570.781,98
Optima Plus	44.049.994,90	61.716.813,70
Quanta Typ A	9.590.417,37	14.793.938,51
Tensa	53.060.161,72	68.669.725,85
Universal 1	32.466.990,66	51.125.009,41
UNO.S	14.977.864,04	24.004.285,87

Sales vs Sales Plan by Product Hierarchy Level



MPG Name	Revenue	Revenue_Plan
Abzugshauben	13.549.600,75	23.657.531,65
Geschirrspüler	299.542.708,20	454.801.905,35
Herde	70.124.625,75	104.839.375,14
Elektroherde	14.622.003,78	22.061.943,51
Arc	2.946.668,04	3.596.978,54
Arte	2.759.968,80	4.502.629,25
Centra	963.122,87	1.846.796,67
King Privat	246.281,83	703.834,78
MU	2.843,75	8.668,43
MV	56.603,77	105.065,29
Total	546.953.663,63	855.252.522,98

Revenue v/s Revenue_Plan by Distribution Channel



Select all

2019

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2023

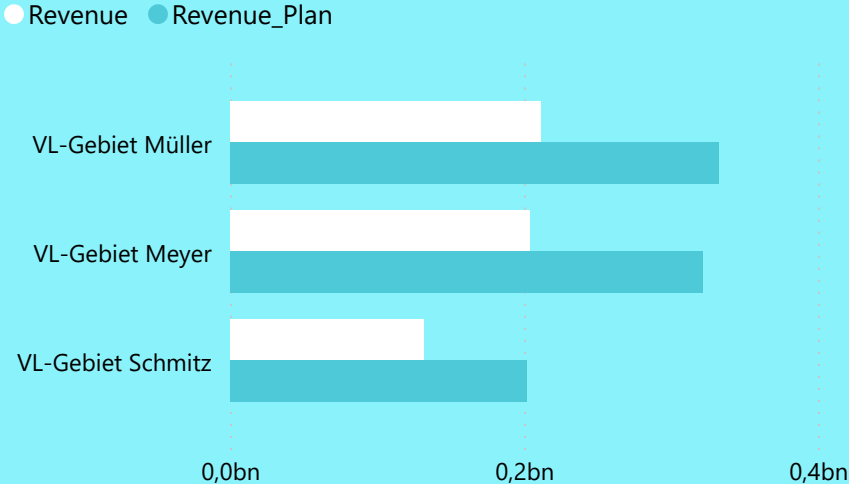
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Revenue

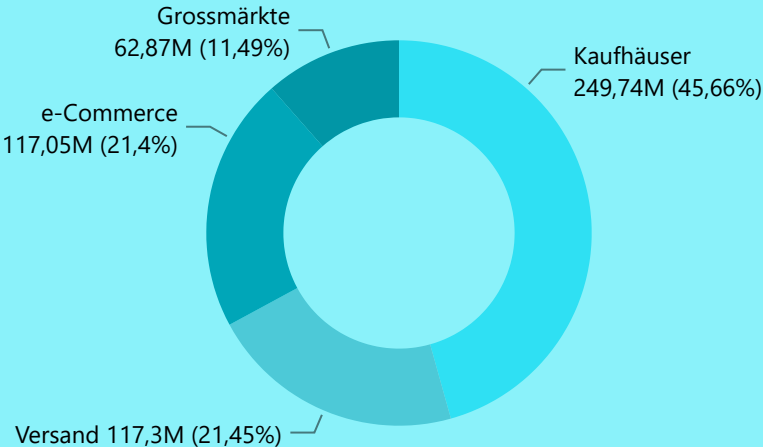
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Revenue_Plan

Revenue v/s Revenue_Plan by Customer Hierarchy Level



Revenue by Sales Channel

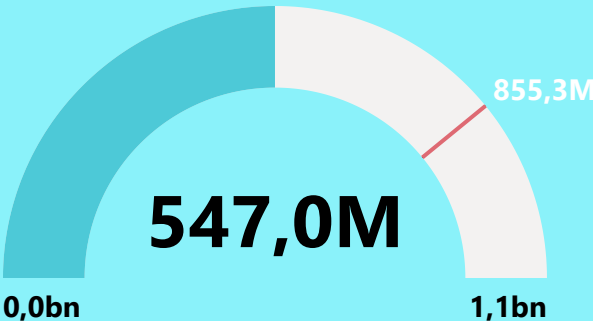


Sales Manager Name	Umsatz	Umsatz_Plan
VL-Gebiet Meyer	203.735.393,02	321.389.888,53
VL-Gebiet Müller	211.284.386,04	332.234.632,58
VL-Gebiet Schmitz	131.933.884,57	201.628.001,87
Total	546.953.663,63	855.252.522,98

Customers with Highest Sales

Corporate Express Deutschland

Revenue v/s Revenue_Plan



Top 10 Customers

Customer Name	Revenue	Revenue_Plan
Corporate Express Deutschland	28.092.177,29	35.574.945,05
Planbüro Gesellschaft	26.103.977,27	38.784.403,45
König & Neurath B. ö.	23.431.519,47	34.488.818,24
Boecker GmbH	14.579.373,03	21.936.258,66
Deutsche Bank AG	13.711.682,34	19.317.899,93
Corporate Express Deutschland GmbH	13.505.821,65	21.169.266,00
K&N International Ltd.	13.487.319,80	18.072.303,01
R. Kühn Büroeinrichtungen GmbH	12.472.931,46	18.598.033,99
Büro Keller AG	11.674.342,37	17.908.364,63
Hauser Bürotechnik	11.630.055,71	17.202.130,16



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ohne
Zuordnung

Region
Mitte 1

Region
Mitte 2

Region
Mitte 3

Region Nord

Region
Nordost

Region
Nordwest

Region Ost

Region Süd



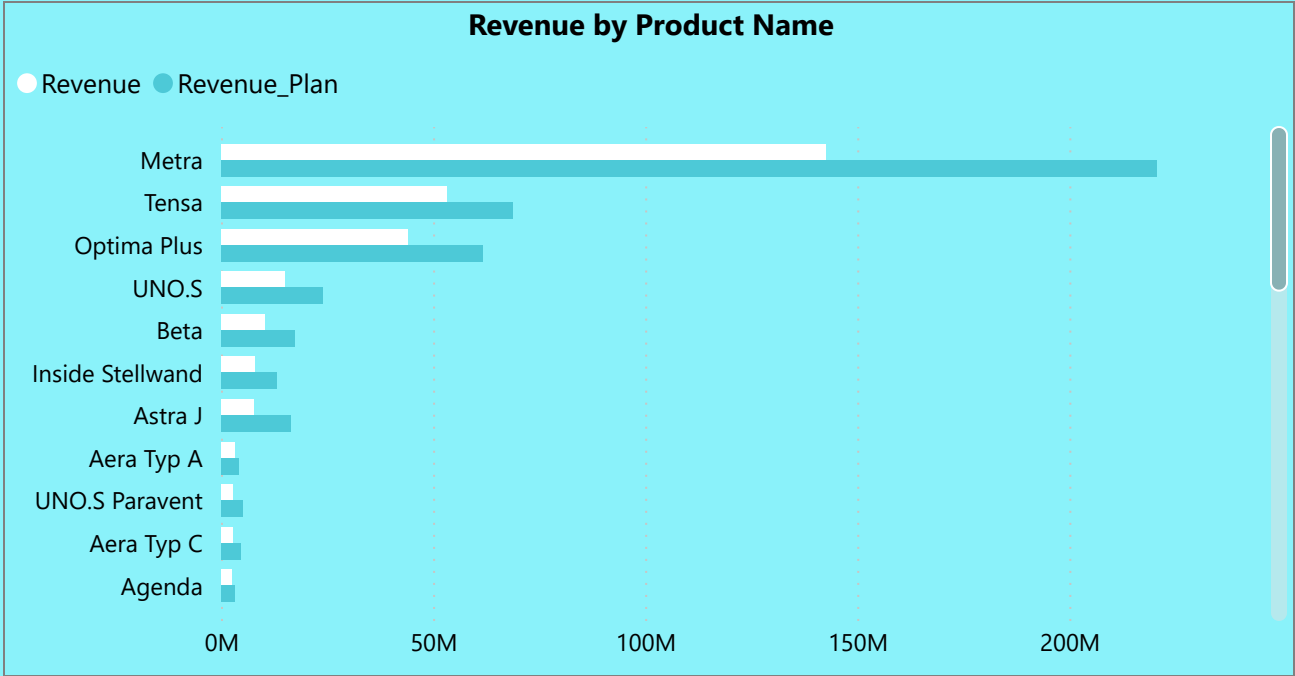
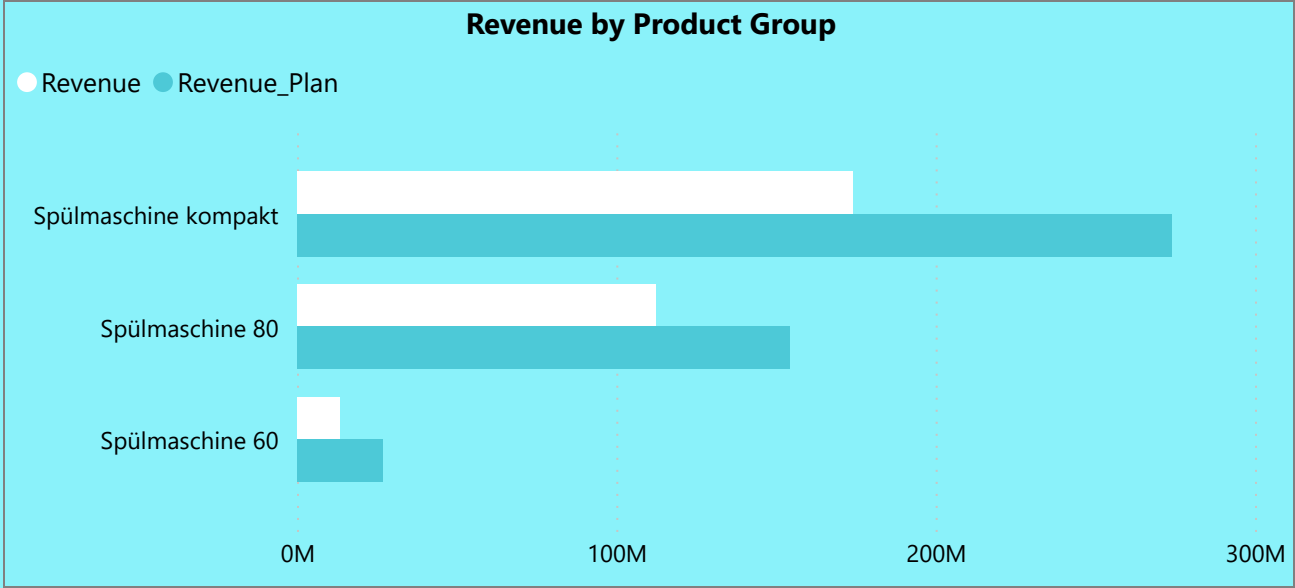
Umsatz by Region



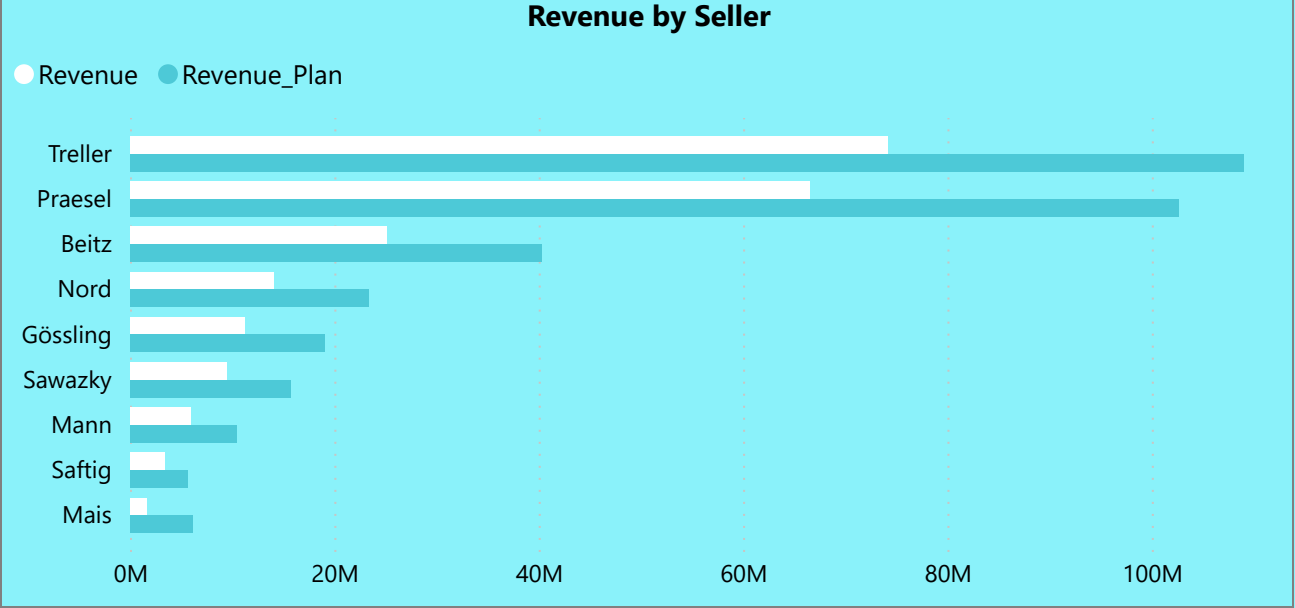


Product Group	Revenue	Revenue_Plan
Spülmaschine kompakt	173.873.174,25	273.909.480,40
Spülmaschine 80	112.212.973,30	154.210.769,22
Spülmaschine 60	13.456.560,65	26.681.655,73
Total	299.542.708,20	454.801.905,35

Product Name	Revenue	Revenue_Plan
Metra	142.509.082,21	220.570.781,98
Tensa	53.060.161,72	68.669.725,85
Optima Plus	44.049.994,90	61.716.813,70
UNO.S	14.977.864,04	24.004.285,87
Beta	10.251.066,40	17.373.822,29
Astra J	7.717.065,12	16.377.456,44
Inside Stellwand	7.894.540,32	13.056.614,43
UNO.S Paravent	2.784.514,69	5.170.800,79
Aera Typ C	2.707.186,67	4.706.411,92
Aera Typ A	3.108.106,67	4.233.972,65
Sigma 1 + 100	2.157.637,91	3.710.686,29
Media Multiplex	1.600.275,88	3.417.123,96
Agenda	2.414.441,56	3.247.314,86
Take One	1.709.058,77	3.161.621,63
Inside Schränke	1.413.011,55	2.740.150,53
UX-Schränke	362.258,18	399.589,64
Optima	152.795,18	391.073,10
JJ	11.328,16	354.146,72
Tria	120.993,96	348.153,28
ML	193.650,30	315.270,54
MM	195.799,91	255.735,06
UT	57.977,82	179.082,50
Total	299.542.708,20	454.801.905,35



Salesperson	Revenue	Revenue_Plan
Treller	74.084.308,70	108.961.322,52
Praesel	66.534.142,74	102.648.587,03
Beitz	25.097.632,87	40.258.594,28
Nord	14.033.292,28	23.359.532,86
Gössling	11.204.349,69	19.070.386,52
Sawazky	9.416.081,37	15.736.005,13
Mann	5.877.056,99	10.376.205,77
Mais	1.636.484,79	6.164.074,40
Saftig	3.401.036,60	5.659.924,06
Total	211.284.386,04	332.234.632,58



Customer Name	Revenue	Revenue_Plan
52nd CONS/LGC (foreign)	48.047,49	100.121,20
Adolf Leberfinger	388.390,22	734.106,45
Ahduser, Martin & Martin	3.308,19	7.381,05
Ahrend	72.964,46	178.381,51
Airport Club für International	4.045,15	15.770,48
Alfred Natzet	74.380,44	114.111,50
Ambjente GmbH	537.766,08	872.775,88
Arndt & Arndt	68.881,91	136.701,52
Asia Pro Pte. Ltd.	1.160,70	4.209,69
Astra - Chemicals GmbH	7,86	2.760,19
AT Büro/Objekteinrichtungen	232.645,12	529.078,03
B.O.C. Bürosysteme GmbH	37.618,03	109.064,53
Bangkok Franchise Co., Ltd.	8.145,10	16.595,03
BankArt Jörg Zucker GmbH	84.720,22	169.426,71
Bastian und Partner GmbH	1.676.650,27	2.683.416,46
Total	211.284.386,04	332.234.632,58

