Trade Report Overview

Total Net Inflow/ OutFlow
205.77bn

Total Comission
106.94M

Total Turnover
35.27bn

Total Trades
34,828

Total Active Customers
2086

Navigation

- Overview
- RM & Customer...
- Location Analysis

Trading Date

1/1/2023

6/29/2023

RM ID

All

Location

All

Total Transfer Activity : 1.24T

Transfer Out 534bn

Transfer In 702.38bn
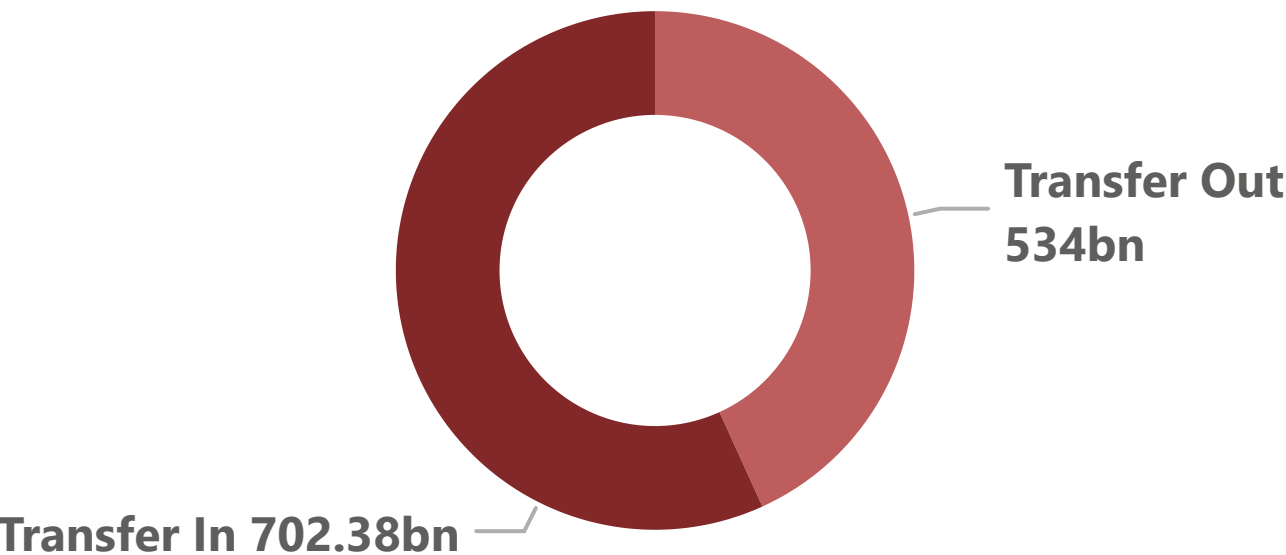
Total Turnover	Net Inflow/Outflow

Monthwise Net Inflow/Outflow

- Jan: 5.7bn
- Feb: 4.89bn
- Mar: 4.36bn
- Apr: 5.82bn
- May: 8.74bn
- Jun: 5.76bn
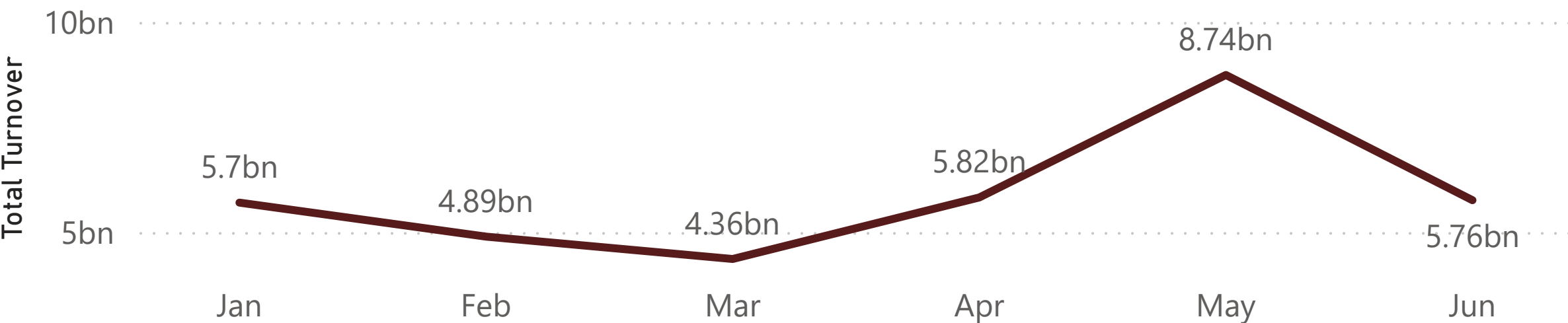
Trend of Total Sell & Buy

● Sum of Total Sell ● Sum of Total Buy

Month	Total Sell	Total Buy
Jan	2.86bn	3.44bn
Feb	2.41bn	3.11bn
Mar	2.27bn	2.78bn
Apr	2.92bn	3.60bn
May	4.55bn	5.31bn
Jun	2.95bn	3.55bn
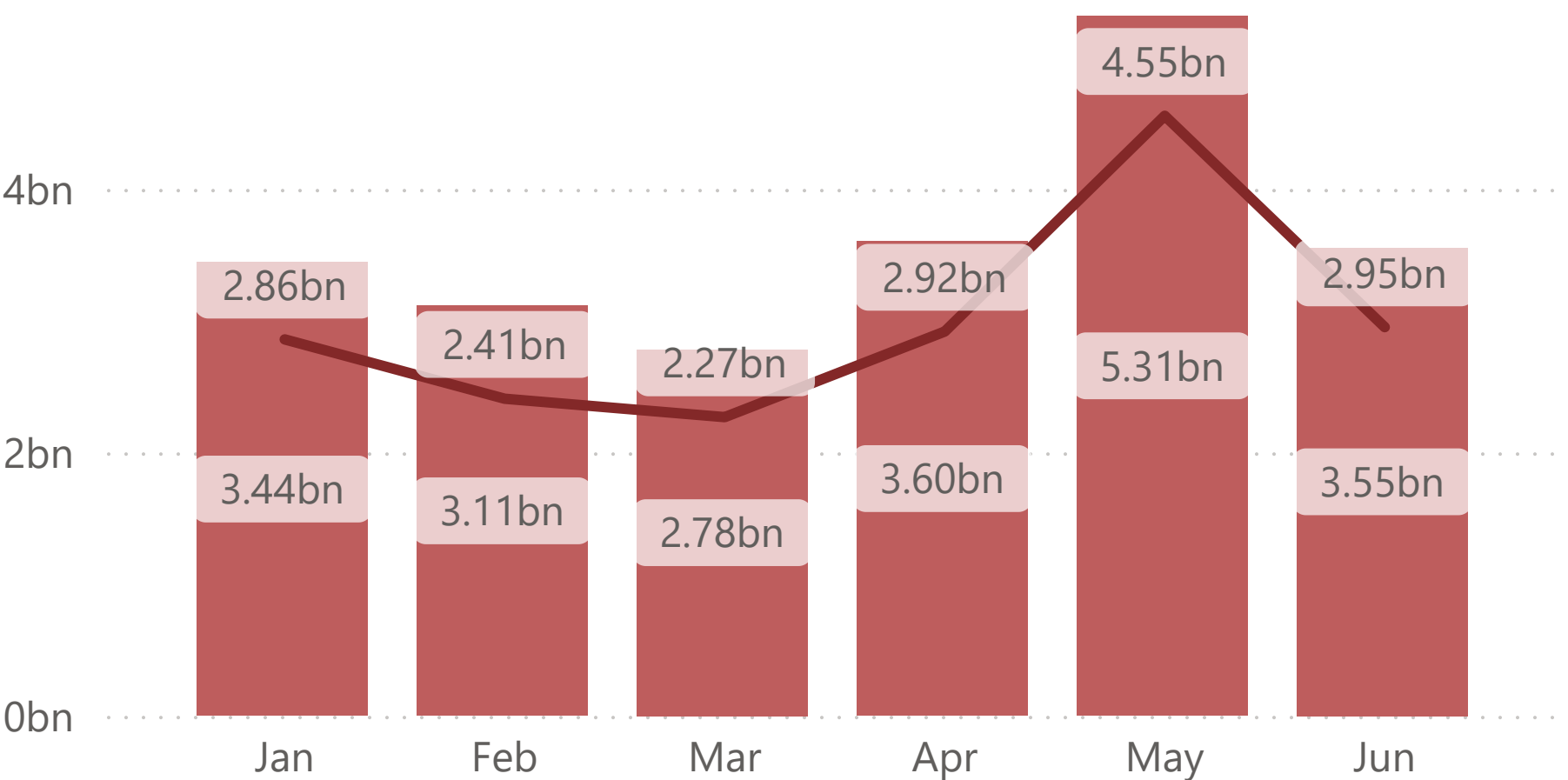
Trend Analysis for Commission

Total Commision — Jan 2023 to Jun 2023

Trade Report Overview

Total Active Customers	Repeated Client	Client with single trade	Retention Rate	Churn Rate
2086	1759	327	74.40%	25.60%

Total Relationship Manager	Avg no of customer per RM	Top customer with highest turnover	Top Relationship Manager
71	29	C230	A17

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All

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Monthwise Active Customers
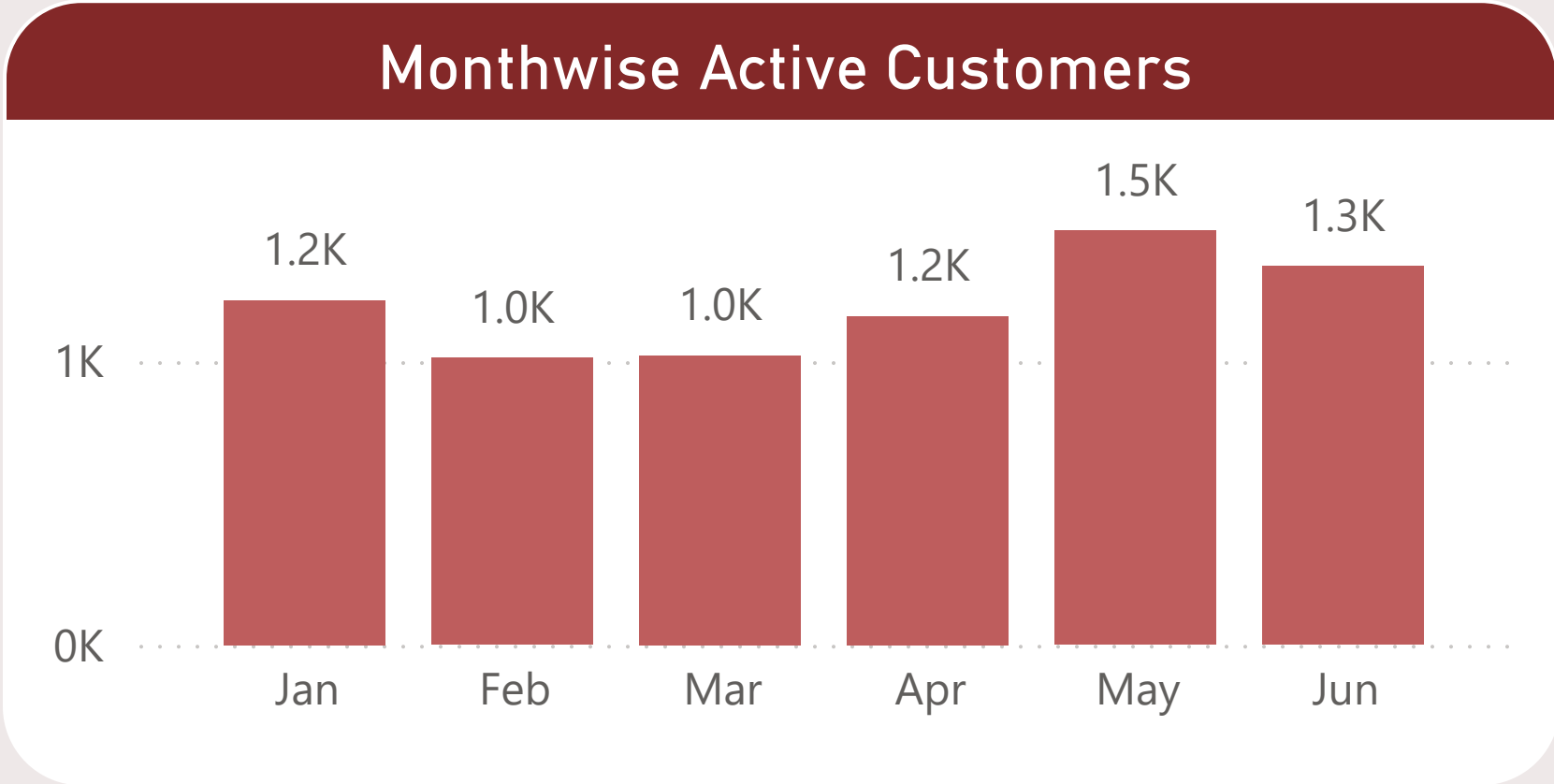
Month	Top Customer	Top Relationship Manager
Jan	C149	A10
May	C723	A17
Jun	C230	A17
Feb	C723	A38
Mar	C230	A38
Apr	C230	A38

Top Performing Relationship Manager

RM ID	Total Commission	Sum of Turnover	Total Trades	Active Customers
A17	7,333,580.64	2,669,222,435.24	923	71
A38	6,909,823.89	2,074,961,782.12	1623	78
A12	5,611,383.89	2,470,440,654.60	521	39
A23	4,972,265.45	1,238,909,090.85	1126	44
A10	4,820,203.66	1,192,821,966.72	693	25
A11	4,335,287.59	1,249,660,879.82	1942	31
A50	3,832,478.71	1,484,606,473.00	950	64
A20	3,781,537.19	1,371,329,397.26	1090	46
A27	3,445,760.39	1,257,124,206.12	1452	71
A39	3,044,030.73	1,052,980,839.64	789	29

Trade Report Overview

Overview

RM & Customer...

Location Analysis

Trading Date
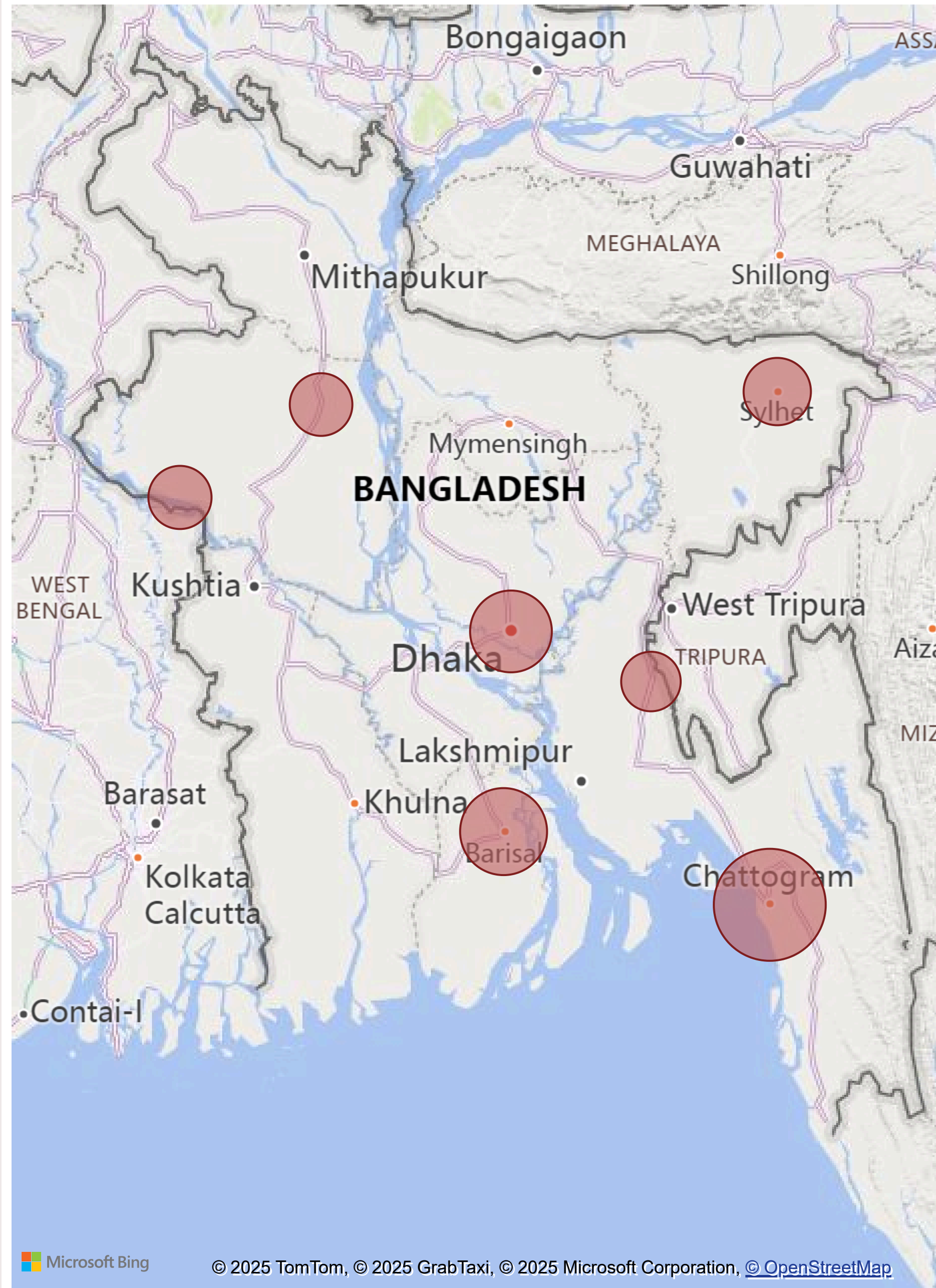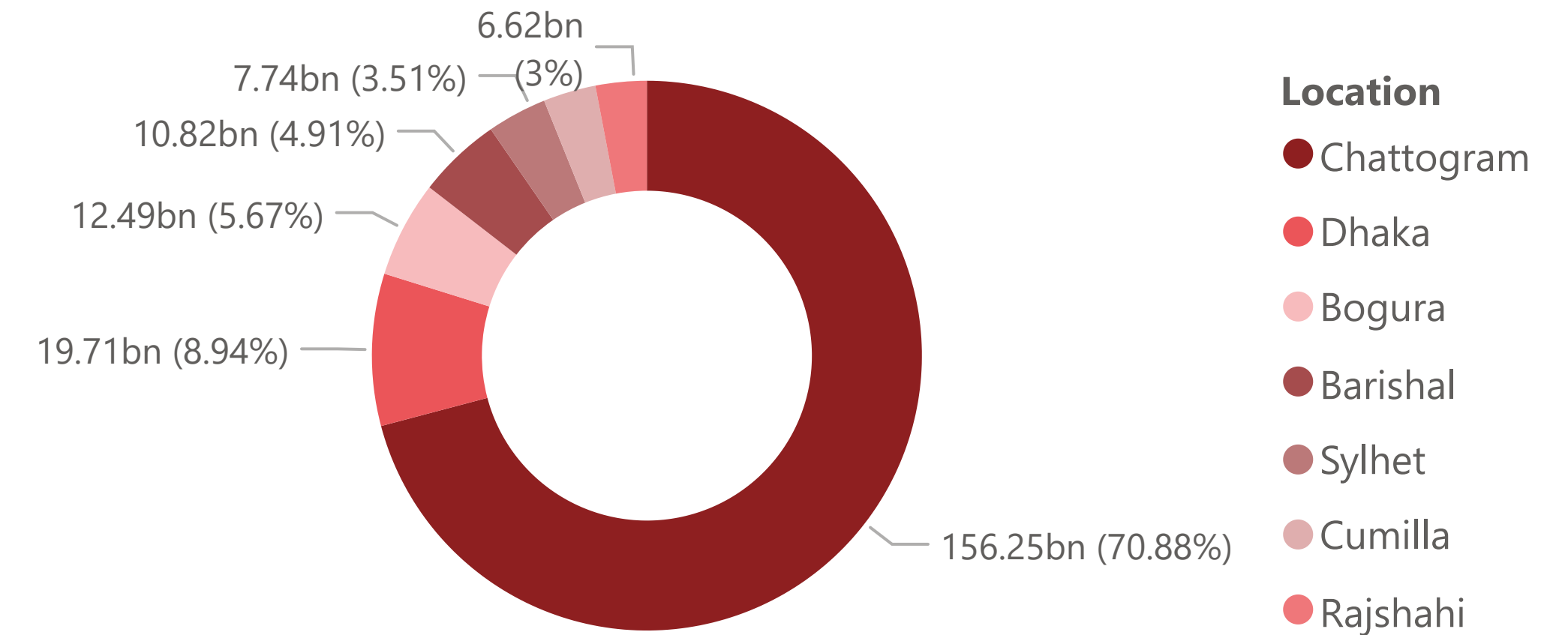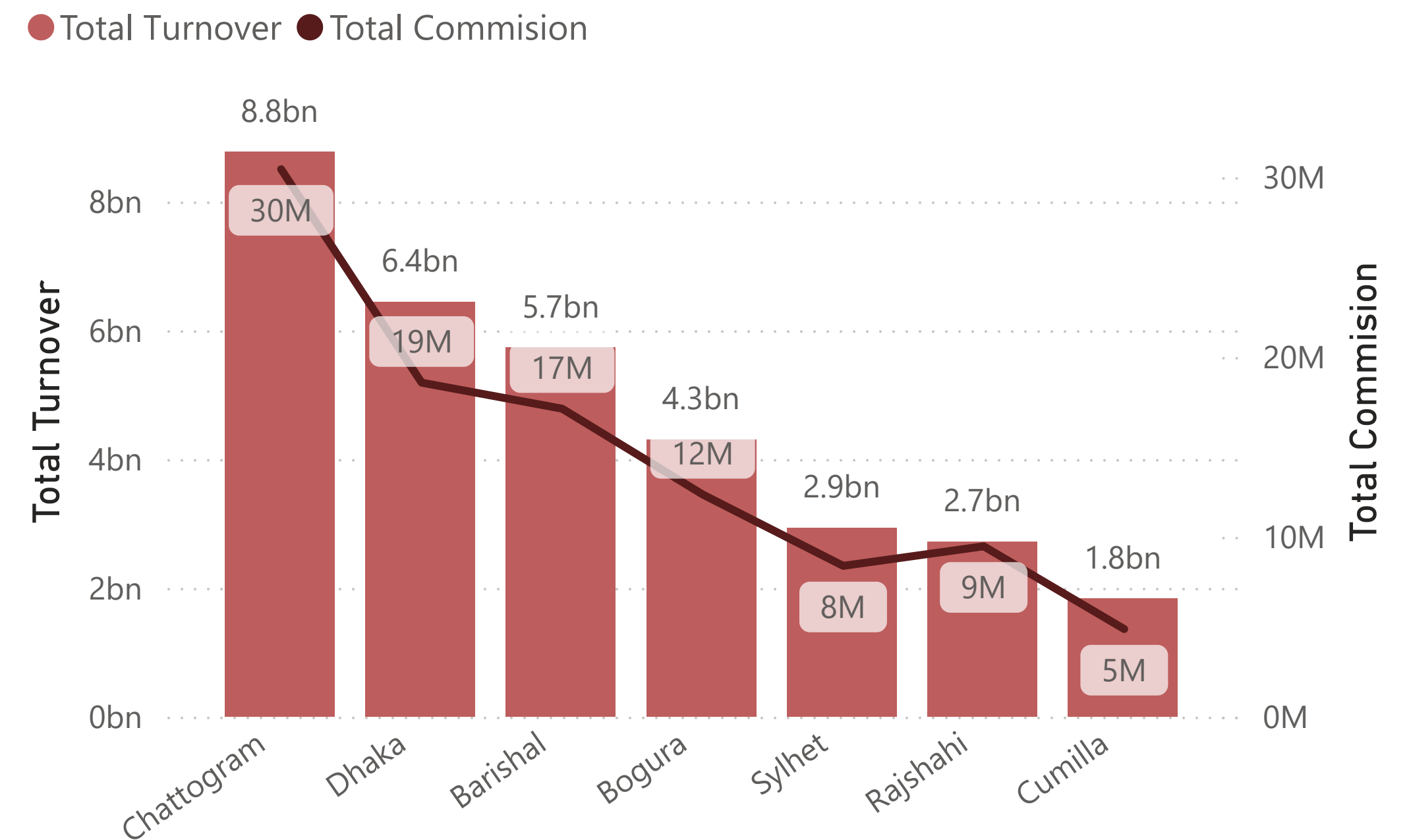
1/1/2023

6/29/2023

RM ID

All

Location

All

Active Customers by Location

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Locationwise Net Inflow/Outflow

6.62bn (3%)
7.74bn (3.51%)
10.82bn (4.91%)
12.49bn (5.67%)
19.71bn (8.94%)
156.25bn (70.88%)

Location
- Chattogram
- Dhaka
- Bogura
- Barishal
- Sylhet
- Cumilla
- Rajshahi

Locationwise Total Turnover and Total Commision

● Total Turnover ● Total Commision

Location	Total Turnover	Total Commision
Chattogram	8.8bn	30M
Dhaka	6.4bn	19M
Barishal	5.7bn	17M
Bogura	4.3bn	12M
Sylhet	2.9bn	8M
Rajshahi	2.7bn	9M
Cumilla	1.8bn	5M

Trade Report Summary

1. Financial Overview : Total turnover reached 35.27 billion, backed by 34,828 trades and 2,086 active customers. The platform managed 1.24 trillion in fund transfers, with more inflows (702.38bn) than outflows (534bn), reflecting strong capital movement and investor confidence.

2. Commission & Trading Activity Trends : Commission revenue totaled 106.94 million, with peaks in February and May, aligning with the highest trading activity. May stood out with 5.31bn in buys and 4.55bn in sells, making it the most active trading month.

3. Customer Behavior & RM Performance : Customer behavior shows 84% repeat clients and a 74.4% retention rate, though 327 customers traded only once, posing a churn risk. Relationship Manager A17 led with 7.33M commission on 2.67bn turnover, followed by A38 and A12. Clients C230 and C723 were consistent high performers, with C230 leading in March, April, and June, and C723 in February and May.

4. Regional Performance : Chattogram dominated regional activity with 70.88% of net inflow (156.25bn) and the highest commission (30M), followed by Dhaka. Cities like Barishal (5.7bn) and Bogura (4.3bn) emerged as growing hubs, while Cumilla and Rajshahi underperformed.

5. Monthly Net Inflow Trends : Monthly net inflows started strong in January (45.9bn), dipped in February (24.07bn), then steadily recovered to 39.57bn in June, reflecting improving sentiment.

6. Relationship Manager Load Management : The platform averaged 29 customers per RM across 71 RMs, allowing for manageable loads and likely contributing to customer retention. The top 3 RMs collectively generated ~20M in commissions, handling over 7.2bn in turnover.

7. Monthly Customer Engagement : Monthly active customers peaked in May (1.5K) and remained strong in June (1.3K), consistent with trading and commission highs.

8. Commission Efficiency in Smaller Regions : Although Sylhet and Rajshahi had lower turnover, their commission efficiency implies effective client handling.