



Country

All

Calendar Year

All

Product Group

All

Summary

No. of Orders

70,000

Total Sales

\$954.24M

Sales Return

\$108.22M

Sales Analysis



Countries

4



City

416



Stores

135

Delivery Analysis



Brands

201



SKUs

490

Stock Analysis



Customers

35418

Payment Analysis



Country

All

Calendar Year

All

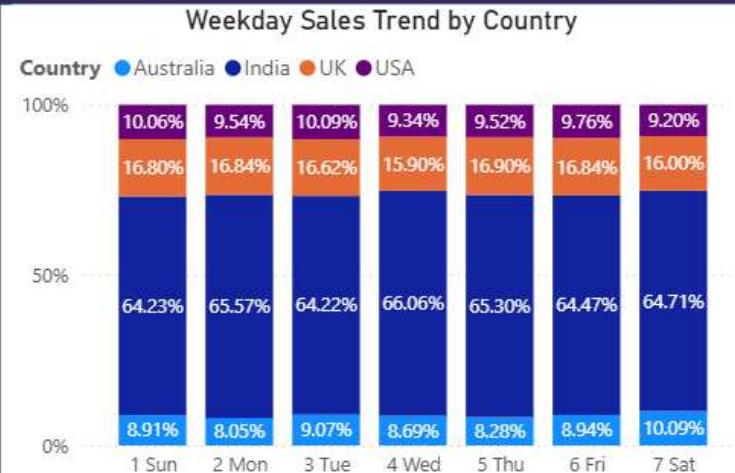
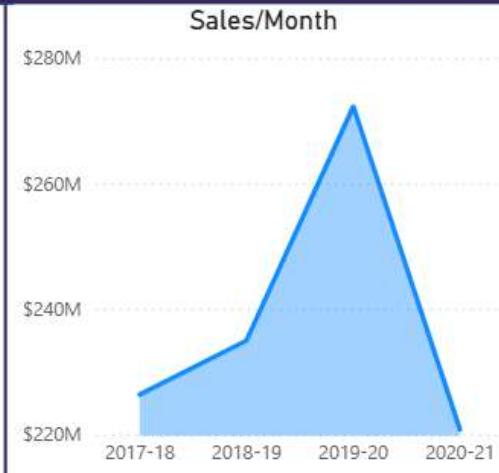
Product Group

All

Summary



Sales Analysis



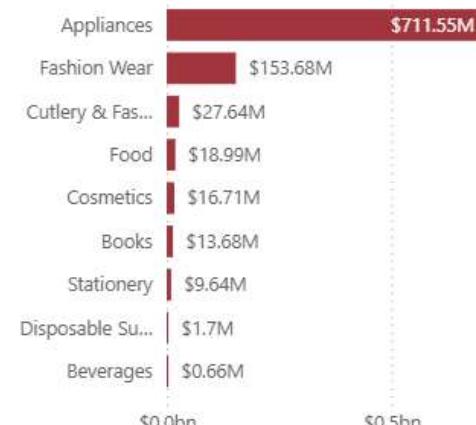
Delivery Analysis

Sales by Country & Product Group

Group	Australia	India	UK	USA	Total
Appliances	\$63,041,083	\$462,660,107.4	\$117,288,332	\$68,559,521	\$711,549,043.4
Fashion Wear	\$13,781,653	\$98,973,383	\$25,869,743.8	\$15,052,207	\$153,676,986.8
Cutlery & Fashion	\$2,319,657.65	\$18,160,363.4	\$4,658,973.6	\$2,501,821.7	\$27,640,816.4
Food	\$1,708,716.55	\$12,256,596.1	\$3,207,570.85	\$1,812,829.8	\$18,985,713.3
Cosmetics	\$1,475,170.95	\$10,877,566.05	\$2,752,752.05	\$1,601,478.6	\$16,706,967.65
Books	\$1,170,585	\$8,947,592.85	\$2,237,332.9	\$1,327,910	\$13,683,420.75
Stationery	\$855,967.9	\$6,230,832.2	\$1,598,037.45	\$950,590.1	\$9,635,427.65
Disposable Supplies	\$147,645.9	\$1,106,438.65	\$275,369.25	\$173,477.65	\$1,702,931.45
Beverages	\$54,156.3	\$431,165.35	\$114,387.85	\$58,167.15	\$657,876.65
Total	\$84,554,636.25	\$619,644,045	\$158,002,499.75	\$92,038,003	\$954,239,184.05

Stock Analysis

Sales by Product Group



Payment Analysis



Country

All

Calendar Year

All

Product Group

All

Summary



\$497.86M



\$308.18M



\$41.75M



\$106.45M

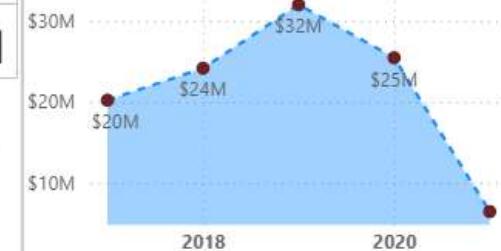
Sales Return by Reason

Delayed Deli...	\$10.5M
Wrong Item	\$10.3M
Damaged It...	\$10.1M
Locked Dest...	\$9.9M
Colour Varia...	\$9.7M
Refused To ...	\$9.7M
Size Variation	\$9.7M
Address Cha...	\$9.6M
Tampered P...	\$9.6M
No-Questio...	\$9.6M

\$0M \$5M \$10M

Sales Analysis

Sales Return Trend Over Years



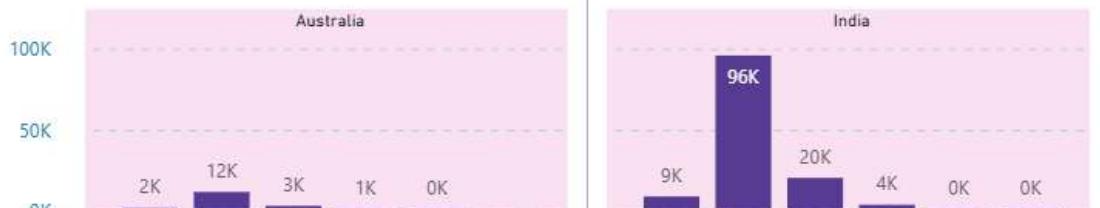
Delivery Gap by Product Group

● Early ● Late ● On Time

Product Group	Early	Late	On Time
Appliances	16.21K	15.70K	6.77K
Books	15.28K	14.74K	5.5...
Food	14.59K	13.86K	5.2...
Fashion Wear	12.57K	11.75K	4...
Stationery	9.49K	8.89K	...

Delivery Analysis

Orders Delivered by Country



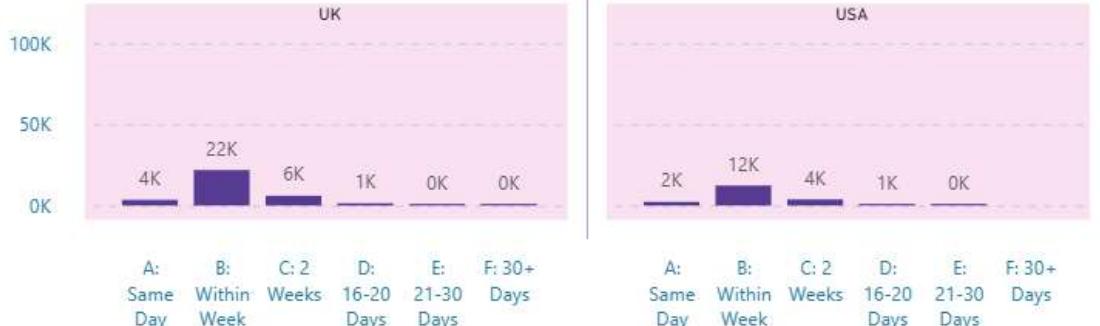
Stock Analysis

Delivery Gap by Type and Country

● Early ● Late ● On Time



Payment Analysis





Summary

730K
Quantity

Sales Analysis

Delivery Analysis

Stock Analysis

Payment Analysis

Country
All

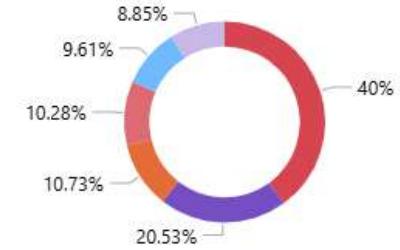
Calendar Year
All

Product Group
All

Stock Management by POS Type

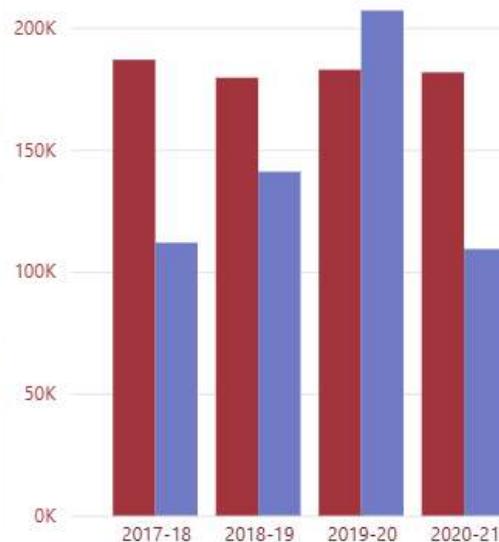
POS Type	Sum of Ord_Qty
Mall	226749
Retailer	117301
Branch	60977
Distributor	58735
Supplier	54663
Marketer	50483
Total	568908

Stock Quantity by POS Type



Stock Qty v/s. Ord Qty by Fiscal Year

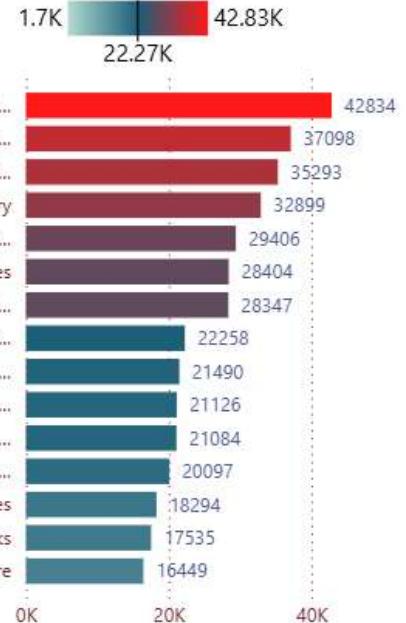
● Stock Quantity ● Sum of Ord_Qty



Stock Quantity by State



Stock Quantity by Product Category





Country

All

Calendar Year

All

Product Group

All

Summary

Sales Analysis

Delivery Analysis

Stock Analysis

Payment Analysis

Payment Distribution Analysis

Country

India

POS Type

Mall

Payment Method

Order Value
\$954,239K

India
\$619,644K

UK
\$158,002K

USA
\$92,038K

Australia
\$84,555K

Mall
\$245,055K

Retailer
\$99,000K

Branch
\$80,206K

Distributor
\$70,938K

Supplier
\$69,689K

Marketer
\$54,756K

Credit Card
\$59,032K

Bank Transfer
\$51,330K

Net Banking
\$43,755K

PayTM Wallet
\$29,313K

G-Pay
\$28,735K

Debit Card
\$26,439K

COD
\$6,451K

Payment Return Rate is 11.34% (Good)



Payment Rank by Method and Fiscal Year

