

SUPERMARKET DATA ANALYSIS WITH EXCEL

Hilal GÜLERYÜZ





A&B COMPANY

A&B COMPANY SALES REPORT

General Report

Market Report

Product Category Report

\$4.577.496.123

Net Profit



\$123.321.335

Total Shipping Cost



51.290

Total Orders



178.312

Total Sold Units



year

2011

2012

2013

2014

segment

Consumer

Corporate

Home Office

category

Furniture

Office Supplies

Technology

market

Africa

APAC

Canada

EMEA

EU

LATAM

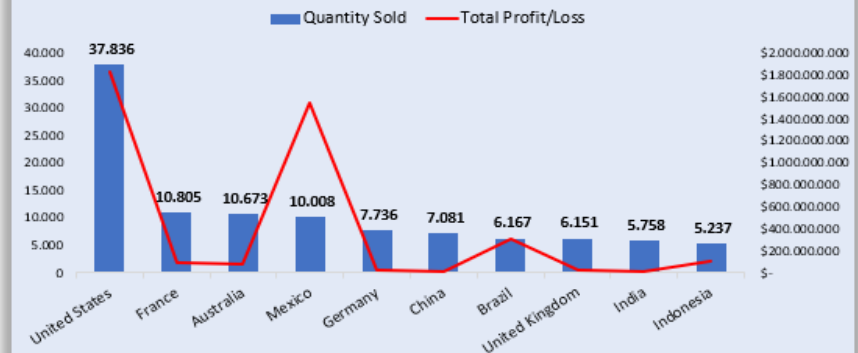
US



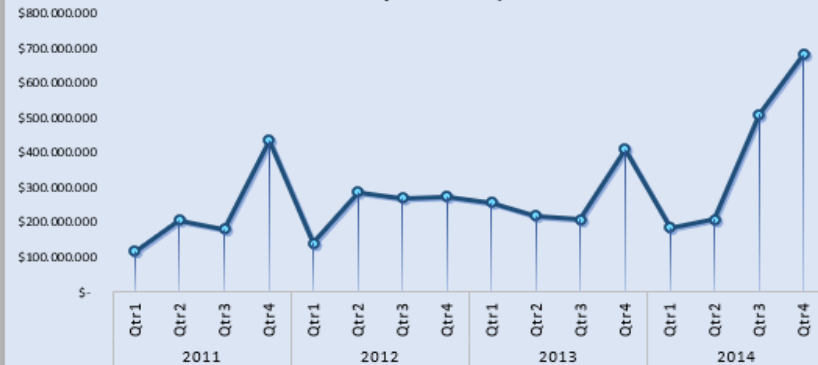
TOP 10 COUNTRIES WITH HIGHEST SALES

Countries	Quantity Sold	Total Profit	Unit Shipping Cost	Total Orders
United States	37.836	\$ 1.820.340.264	\$ 5.773.996	9.992
France	10.805	\$ 85.546.104	\$ 2.346.536	2.830
Australia	10.673	\$ 76.453.915	\$ 2.400.820	2.837
Mexico	10.008	\$ 1.536.282.989	\$ 1.610.601	2.642
Germany	7.736	\$ 15.388.383	\$ 1.624.739	2.060
China	7.081	\$ 7.861.887	\$ 1.977.355	1.880
Brazil	6.167	\$ 302.851.077	\$ 929.379	1.606
United Kingdom	6.151	\$ 17.737.374	\$ 1.342.004	1.630
India	5.758	\$ 9.939.573	\$ 1.533.653	1.555
Indonesia	5.237	\$ 100.954.354	\$ 1.057.482	1.390
Grand Total	107.452	\$ 3.973.355.920	\$ 20.596.564	28.422
AVERAGE	10.745	\$ 397.335.592	\$ 2.059.656	2.842

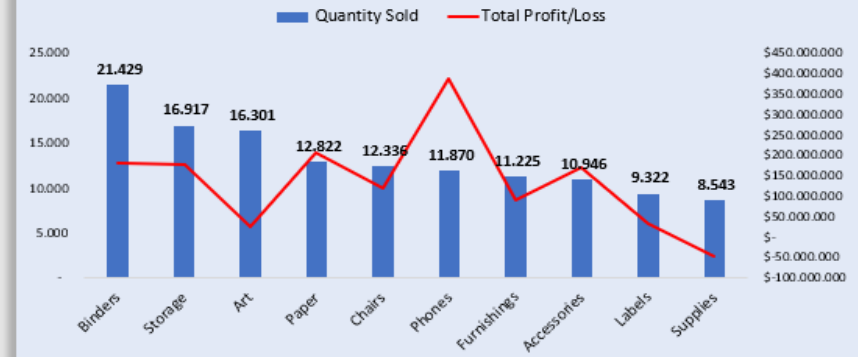
TOP 10 COUNTRIES WITH HIGHEST SALES



PROFIT/LOSS BY QUARTERS



TOP 10 CATEGORIES WITH HIGHEST SALES





A&B COMPANY

LATAM
US
EMEA
AFRICA

year

2011
2012
2013
2014

segment

Consumer
Corporate
Home Office

category

Furniture
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Technology



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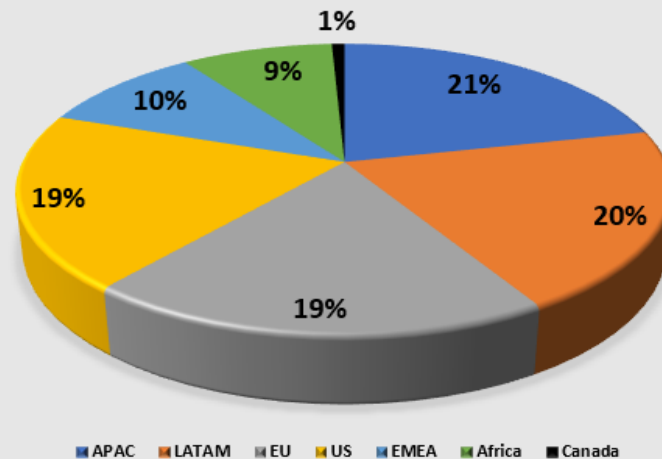
Total Sold Units



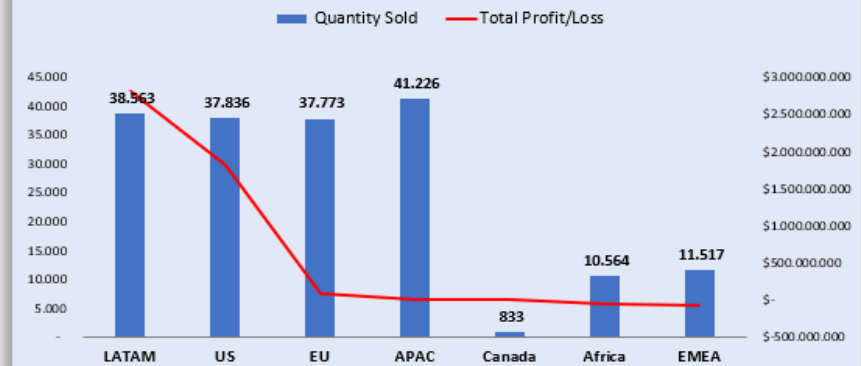
TOTAL PROFIT/LOSS BY REGIONS

Markets	Total Profit/Loss	Quantity Sold	Unit Shipping Cost	Total Orders
LATAM	\$ 2.801.334.489	38.563	\$ 5.737.155	10.294
US	\$ 1.820.340.264	37.836	\$ 5.773.996	9.992
EU	\$ 87.413.133	37.773	\$ 7.626.187	10.000
APAC	\$ 10.514.448	41.226	\$ 9.465.633	11.002
Canada	\$ 1.366.317	833	\$ 310.737	384
Africa	\$ -56.975.943	10.564	\$ 3.565.112	4.587
EMEA	\$ -86.496.585	11.517	\$ 3.737.514	5.029
Grand Total	\$ 4.577.496.123	178.312	\$ 36.216.334	51.290
AVERAGE	\$ 653.928.018	25.473	\$ 5.173.762	7.327

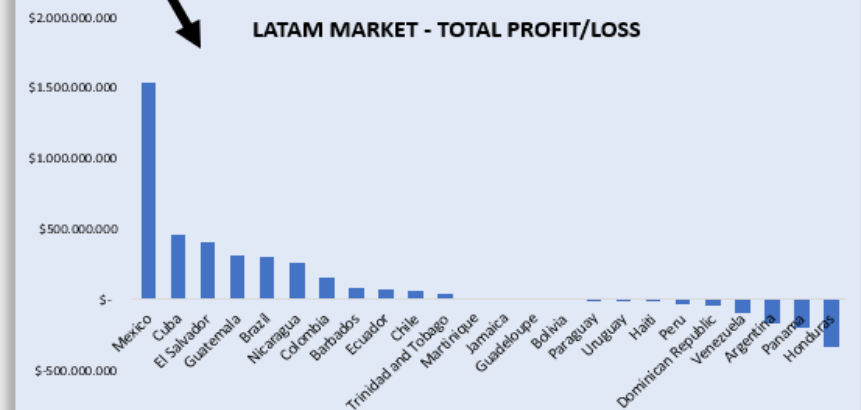
TOTAL ORDER BY MARKETS



PROFIT AND QUANTITY SOLD BY MARKETS



LATAM MARKET - TOTAL PROFIT/LOSS





A&B COMPANY

COPIERS

PHONES

TABLES

SUPPLIES

year

2011

2012

2013

2014

segment

Consumer

Corporate

Home Office

market

Africa

APAC

Canada

EMEA

EU

LATAM

US



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TOTAL PROFIT/LOSS BY PRODUCT CATEGORIES

Categories	Sub Categories	Total Profit/Loss	Quantity Sold	Unit Shipping Cost
Furniture	Chairs	\$ 118.127.258	12.336	\$ 4.262.411
	Furnishings	\$ 90.809.814	11.225	\$ 1.085.207
	Bookcases	\$ -8.568.975	8.310	\$ 4.326.020
	Tables	\$ -382.004.930	3.083	\$ 2.201.702
Office Supplies	Paper	\$ 204.006.691	12.822	\$ 688.085
	Appliances	\$ 182.535.265	6.078	\$ 2.890.486
	Binders	\$ 178.244.162	21.429	\$ 1.282.870
	Storage	\$ 175.905.049	16.917	\$ 3.253.634
	Labels	\$ 32.192.718	9.322	\$ 202.148
	Envelopes	\$ 27.100.802	8.380	\$ 498.374
	Art	\$ 24.797.208	16.301	\$ 1.130.828
	Fasteners	\$ -7.791.608	8.390	\$ 240.188
	Supplies	\$ -49.698.949	8.543	\$ 660.006
Technology	Copiers	\$ 3.361.592.012	7.454	\$ 4.286.737
	Phones	\$ 388.121.266	11.870	\$ 4.871.933
	Accessories	\$ 168.797.620	10.946	\$ 2.140.613
	Machines	\$ 73.330.720	4.906	\$ 2.195.094
Grand Total		\$ 4.577.496.123	178.312	\$ 36.216.334

UNIT SHIPPING COST



QUANTITY SOLD AND PROFIT BY CATEGORIES



LATAM & US REGIONS - THE MOST PROFITABLE 2 ITEMS

