Regional Comparisons by PL_Category, Product Classification

2018

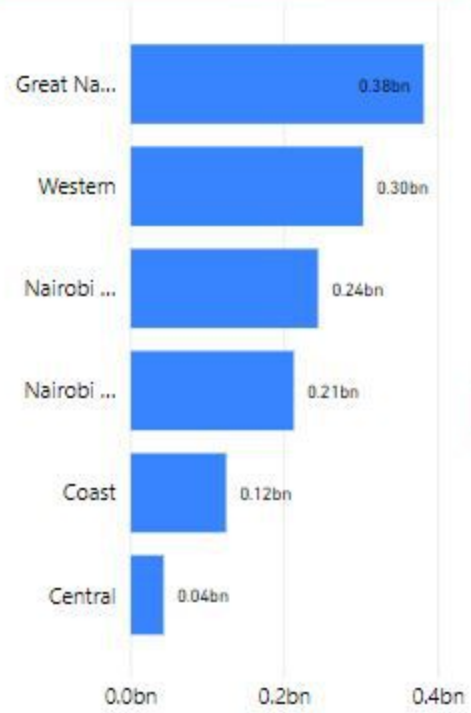
(Blank) | Expense | Income

(Blank) | 2018-01 | 2018-02 | 2018-03 | 2018-04 | 2018-05 | 2018-06 | 2018-07 | 2018-08 | 2018-09 | 2018-10 | 2018-11 | 2018-12

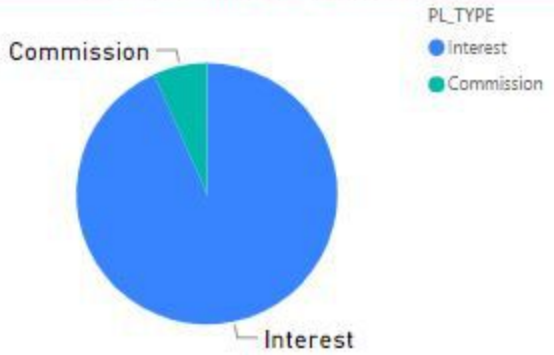
Performance Summary

1.42bn	18K	949K	1.49K
Net Amount LCY	Accounts count	Transaction count	Value per transaction

Net Amount by Region



Net Amount by PL_Category



Net Amount % contribution by Product_Classification

Net Amount positive by Month

Net Revenue by Trends, Regions and Products

2018

(Blank) | Expense | Income

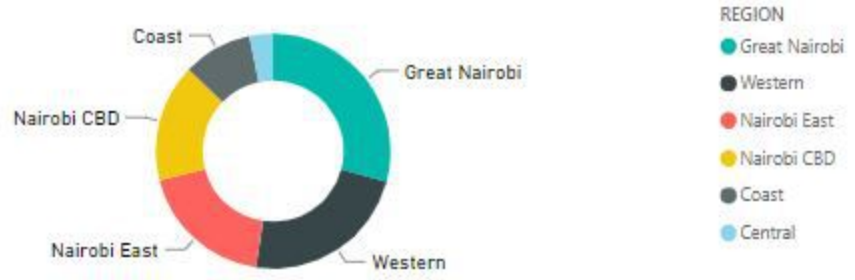
(Blank) | 2018-01 | 2018-02 | 2018-03 | 2018-04 | 2018-05 | 2018-06 | 2018-07 | 2018-08 | 2018-09 | 2018-10 | 2018-11 | 2018-12

Performance Summary

1.42bn ▲	18K ▲	949K ▲	1.49K ▲
Net Amount LCY	Accounts count	Transaction count	Value per transaction

Revenue_Class_Monthly	Accounts % Contribution	Net Amount % contribution	Transactions % of Total	Value per transaction	Value per account
a_Net_Revenue_Class_A	0.01	20.59%	0.01	33,700.58	1,810,830.67
a_Net_Revenue_Class_B	0.02	19.89%	0.03	10,635.04	665,658.16
a_Net_Revenue_Class_C	0.05	20.14%	0.06	4,780.59	294,001.59
a_Net_Revenue_Class_D	0.10	19.94%	0.13	2,224.54	152,937.78
a_Net_Revenue_Class_E	0.89	19.93%	0.76	389.86	17,278.77
Total	**1.00**	**100.49%**	**1.00**	**1,504.82**	**78,128.68**

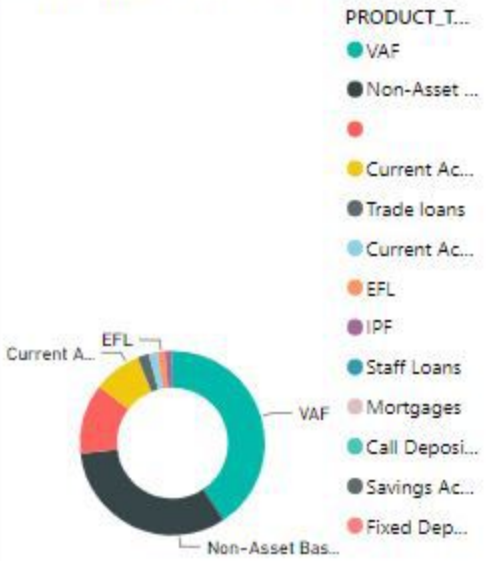
Net Amount by Region



Net Amount by Products

Dynamic Top 10 Performance

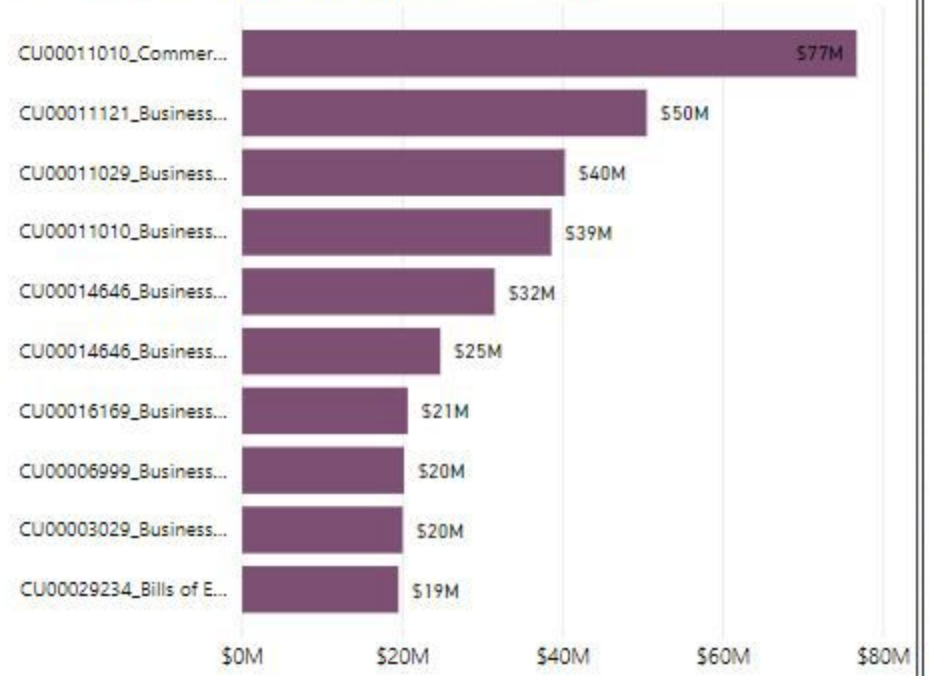
Net Amount LCY by PRODUCT_TYPE



$342.58M

TOP 10 Customers Net Revenue

TOP 10 Customers Net Revenue by Customer_ID_and_Product



Customer_ID_and_Product	Net Amount LCY
CU00011010_Commercial Property Loans	76,658,137.65
CU00011121_Business Term Loan	50,477,225.54
CU00011029_Business Term Loan	40,258,649.99
CU00011010_Business Term Loan	38,568,899.13
CU00014646_Business Current Account	31,501,430.02
CU00014646_Business Term Loan	24,725,919.39
CU00016169_Business Term Loan	20,662,164.45
CU00006999_Business Term Loan	20,200,980.31
CU00003029_Business Term Loan	20,036,326.63
CU00029234_Bills of Exchange Discounted	19,489,464.73
CU00027047_Business Term Loan	18,868,439.98
CU00024279_VAF - Hire Purchase	18,344,791.50
CU00024279_Business Term Loan	16,295,002.02
CU00012268_Business Term Loan	14,291,587.88
CU00011350_VAF - Hire Purchase	14,002,427.63
CU00008647_VAF - Hire Purchase	13,506,608.71
CU00009764_VAF - Hire Purchase	12,861,621.68
CU00015533_VAF - Hire Purchase	12,810,985.42
CU00009772_VAF - Hire Purchase	12,724,167.53
CU00028949_Business Current Account	11,110,467.84
CU00009605_Business Term Loan	10,961,396.65
CU00020504_Business Term Loan	10,544,269.95
CU00003601_Business Term Loan	10,351,103.14
CU00004052_Business Current Account	10,284,185.34
CU00009490_Business Term Loan	9,912,694.82
CU00002331_Business Current Account	9,467,362.44
CU00026417_Business Current Account	9,171,077.69
Total	**1,975,382,641.22**

Bands against Accounts,Products and Contributions to Net Revenue

2018

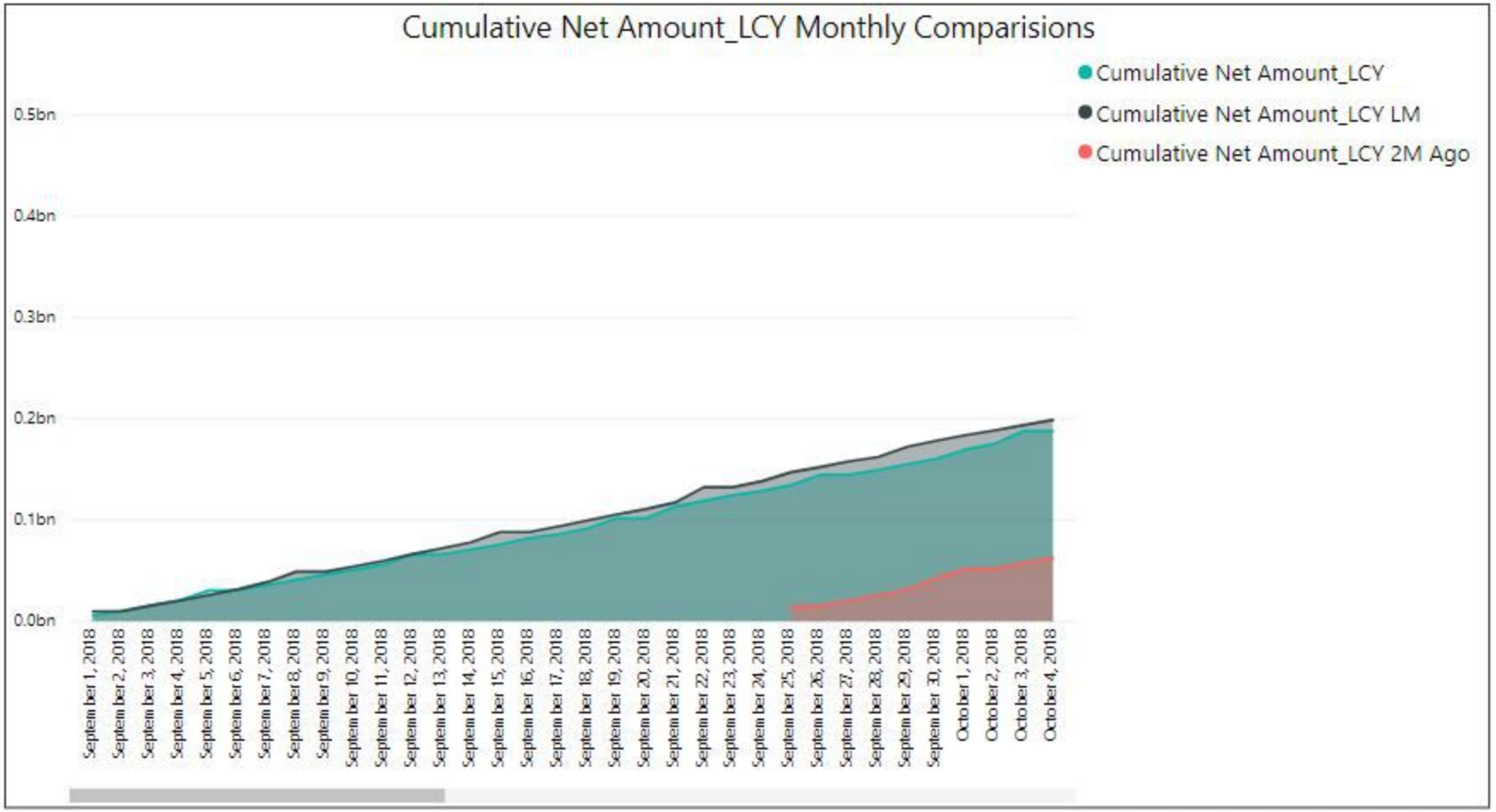
2018-01	2018-02	2018-03	2018-04	2018-05	2018-06	2018-07	2018-08	2018-09	2018-10	2018-11	2018-12

Revenue_Class_Monthly	Accounts % Contribution	Transaction per Account	Value per account
a_Net_Revenue_Class_A	0.01	414.19	1,868,813.72
a_Net_Revenue_Class_B	0.02	254.31	722,729.32
a_Net_Revenue_Class_C	0.04	189.57	313,219.78
a_Net_Revenue_Class_D	0.08	127.54	163,002.99
a_Net_Revenue_Class_E	0.75	45.80	18,245.26
Total	**0.83**	**59.35**	**82,031.41**

Accounts_Class_Monthly	Net Amount % contribution	Transaction per Account	Value per account
a_Net_Revenue_Customers_Class_A	111.86%	144.84	226,848.74
a_Net_Revenue_Customers_Class_B	3.36%	37.47	6,839.49
a_Net_Revenue_Customers_Class_C	0.70%	16.50	1,697.34
a_Net_Revenue_Customers_Class_D	0.26%	12.71	700.21
a_Net_Revenue_Customers_Class_E	0.08%	9.84	305.41
Total	**116.26%**	**59.35**	**82,031.41**

No_f_Trans_Class_Monthly	Accounts % Contributi...	Net Amount % contribu...	Transaction per Account
a_Net_Revenue_No_Of_Trans_Class_A	0.09	41.86%	326.28
a_Net_Revenue_No_Of_Trans_Class_B	0.11	29.51%	113.49
a_Net_Revenue_No_Of_Trans_Class_C	0.21	28.06%	52.04
a_Net_Revenue_No_Of_Trans_Class_D	0.25	8.11%	39.16
a_Net_Revenue_No_Of_Trans_Class_E	0.55	8.72%	13.28
Total	**0.83**	**116.26%**	**59.35**

Comparing historical monthly data cumulatively

YYYY-MM
- (Blank)
- 2018-01
- 2018-02
- 2018-03
- 2018-04
- 2018-05
- 2018-06
- 2018-07
- 2018-08
- [x] 2018-09
- [x] 2018-10
- [x] 2018-11
- 2018-12

REGION
- Central
- Coast
- [x] Great Nairobi
- [x] Nairobi CBD
- [x] Nairobi East
- Western