

MIS - MTD details

Date range

01-08-2021

31-08-2021



Hub

- ☐ BM
- ☐ GGN
- ☐ ITI
- ☐ NCK
- ☐ RP

ASM

- ☐ Suraj
- ☐ Suresh
- ☐ Varsha
- ☐ Yashwant

Updated till

Aug 31

Target sales (in L)

1750

Net sales (in L)

1535

Sales achieved %

88%

Retailers billed

17K

Eco coverage %

77%

Sales return %

0.5%

of Bills

51K

Brand	Hub	ASM	Eco universe	ECO Covered	% ECO Coverage	Sales target	Month-End Forecast	Sales achieved %	Gross sales	Lines per bill	AOV per bill	Repeat Ratio	# of Bills	Sales return
Airtel	BM	Suresh	1000	964	96%	35	30.54	86%	32.6	3	₹1,722	1.84	1774	0.27
Docomo	BM	Suresh	1182	1140	96%	45	63.75	142%	60.9	10	₹4,030	1.39	1582	0.03
MCD	BM	Suresh	1459	1406	96%	275	272.35	98%	242.0	11	₹2,769	7.00	9835	2.22
KIA	GGN	Yashwant	2727	844	31%	90	44.36	49%	42.9	6	₹2,820	1.86	1573	
MCD	GGN	Yashwant	1800	557	31%	190	25.84	14%	23.0	9	₹2,909	1.59	888	0.00
Hyundai	ITI	Varsha	980	411	42%	18	13.19	72%	13.5	4	₹2,137	1.50	617	0.16
KIA	ITI	Varsha	2206	2312	105%	95	94.35	99%	92.0	8	₹2,167	1.88	4353	0.12
Too Yum	ITI	Varsha	1455	870	60%	12	10.32	86%	9.2	6	₹913	1.30	1130	0.00
OneEight	NCK	Varsha	1176	915	78%	75	72.01	93%	67.3	9	₹3,712	2.12	1940	1.92
Puma	NCK	Varsha	924	630	68%	55	61.15	109%	53.6	8	₹5,050	1.92	1211	0.98
Anega	RP	Suraj	740	739	100%	80	119.31	149%	106.2	11	₹6,250	2.58	1909	
KFC	RP	Suraj	442	726	164%	15	10.06	66%	10.5	4	₹1,144	1.21	879	0.19
KIA	RP	Suraj	1500	1087	72%	45	40.75	89%	38.8	8	₹1,976	1.90	2062	0.50
MCD	RP	Suraj	2525	2671	106%	615	585.40	95%	519.9	9	₹3,324	6.59	17609	0.81
Telcom	RP	Suraj	1800	1647	92%	75	98.70	132%	87.6	7	₹2,862	2.09	3448	

Sales trend

Date range

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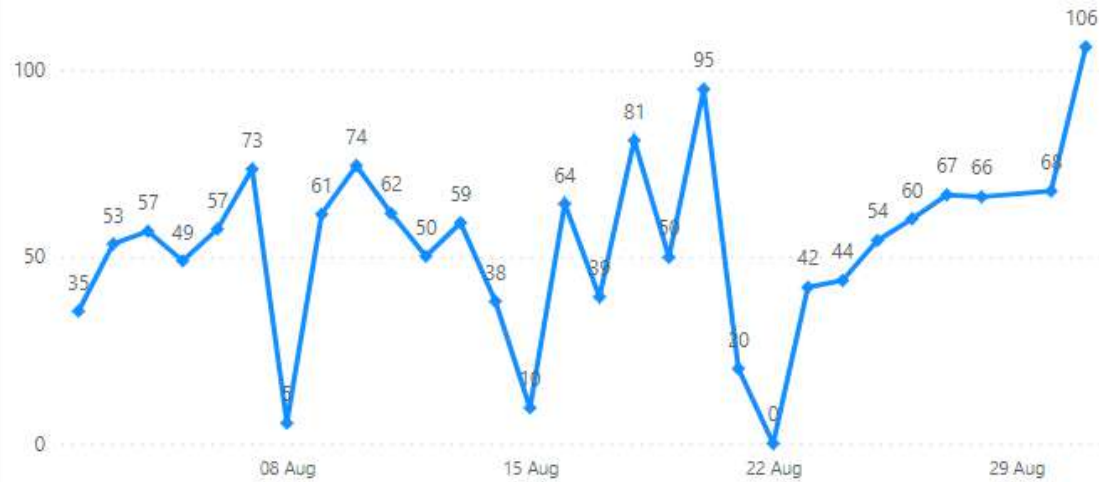
Hub

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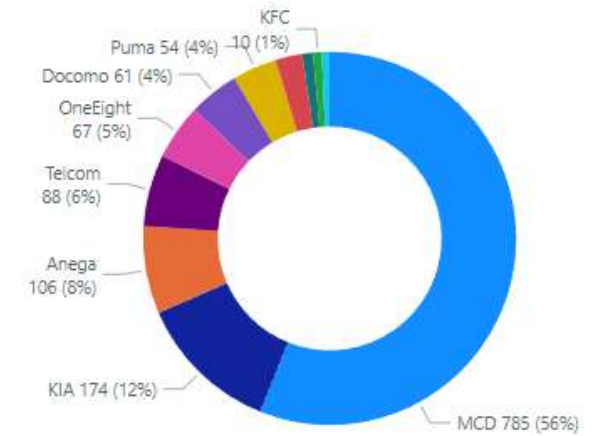
ASM

- ☐ Suraj
- ☐ Suresh
- ☐ Varsha
- ☐ Yashwant

Sales (in L) Trend



Sales contribution



Retailer profile

Retailer

Search

- ☐ Select all
- ☐ (Blank)
- ☐ N A WELL CURE MEDIC...
- ☐ A. S PHARMA-D
- ☐ ABDULLA
- ☐ Durgambha PRO STORE
- ☐ grace Kiranam
- ☐ green valley farms-D
- ☐ green valley farms-Nuts
- ☐ Karthikeya kirana
- ☐ Maha Lakshmi kirana
- ☐ Mathaji kirana stores
- ☐ NEETHI PRO STORE ka...
- ☐ S V MEDICAL
- ☐ sagar pharma-D
- ☐ siddhartha rice carnar

Product

Search

- ☐ Select all
- ☐ (Blank)
- ☐ BRU INS RS5 5.5G NRA
- ☐ 1TIMEPASS CHIPS PICK...
- ☐ 1TIMEPASS CHIPS PUDI...
- ☐ 1TIMEPASS STICKS MA...

Net sales

₹1.1bn

Retailers

33.6K

Products

4704

AOV

₹3.1K

Repeat order ratio

9.2

Brand

- [Airtel](#)
- [Anega](#)
- [Docomo](#)
- [Fortune](#)
- [Godrej BLR SAMT](#)
- [Godrej GT-2](#)
- [Gold Winner](#)
- [Hyundai](#)
- [KFC](#)

Retailer (By Sales value)

[GRANARY WHOLESALE PRIVATE LIMITED](#)

₹2,49,16,276.04

[ORANGETAG DISTRIBUTION PRIVATE LIM](#)

₹1,18,25,266.95

[CATER PURE ESSENTIALS PRIVATE LIMITED](#)

₹88,03,911.55

[AS Store-D-F](#)

₹74,80,669.18

[GRANARY WHOLESALE PVT LTD-F](#)

₹74,63,808.42

Product (by quantity sold)

[GD BUTTER 53+22G 72PK RESTAGE](#)

1331220

[MARIEGOLD 68+10G 72PK](#)

1266743

[\(Blank\)](#)

1142128

[MARIEGOLD 39G 168PK](#)

1104746

[GD BUTTER 27.5+ 5.5G 180PK](#)

1098255

[50-50 MASKA CHASKA 45.5G 80PK](#)

815378

[GD BUTTER 27.5+10.5G 168PK](#)

609974

[GD BUTTER 27.5+5.5 MERCURY180 PK](#)

602896

[MARIEGOLD 68+10G 72PK STARTUP PROMO](#)

494065

Sales trend

◆ Total net sales ◆ AOV per bill



MIS

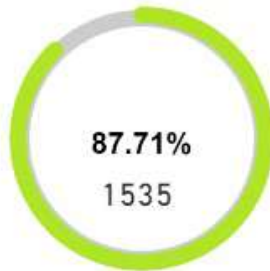
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MTD Sales achieved %



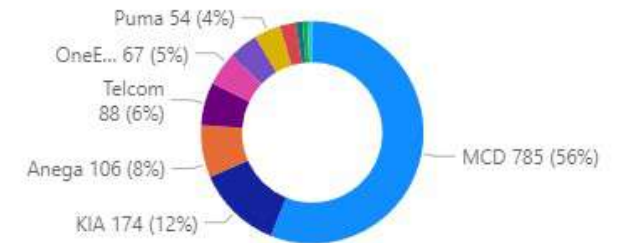
MTD % ECO Coverage



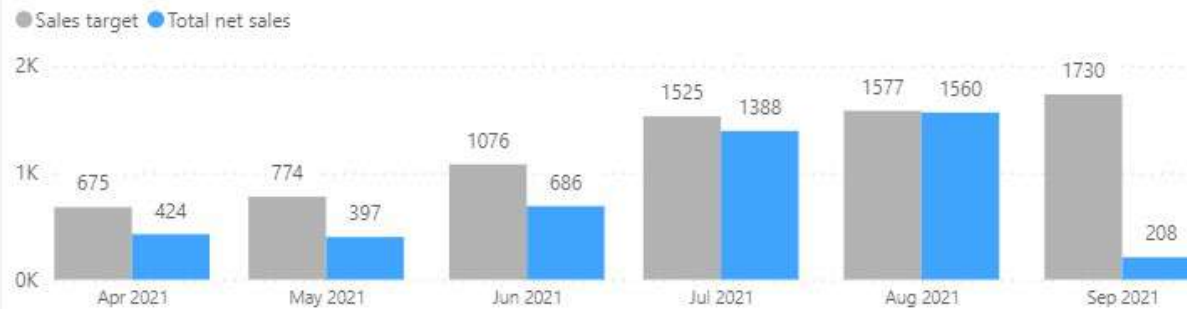
MTD Sales return %



MTD Sales contribution



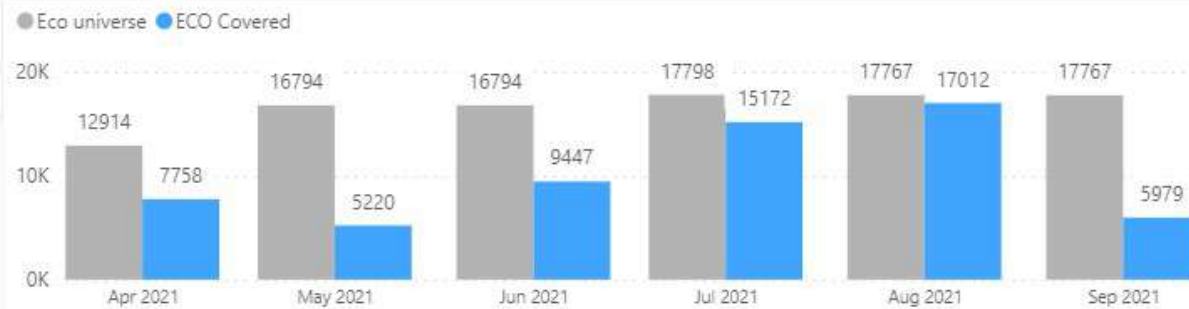
YTD Sales (in L) Trend



AOV Trend



YTD Eco coverage Trend



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ASM

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Brand

- ☐ Airtel
- ☐ Anega
- ☐ Docomo
- ☐ Godrej B...
- ☐ Hyundai