

Sales Management report

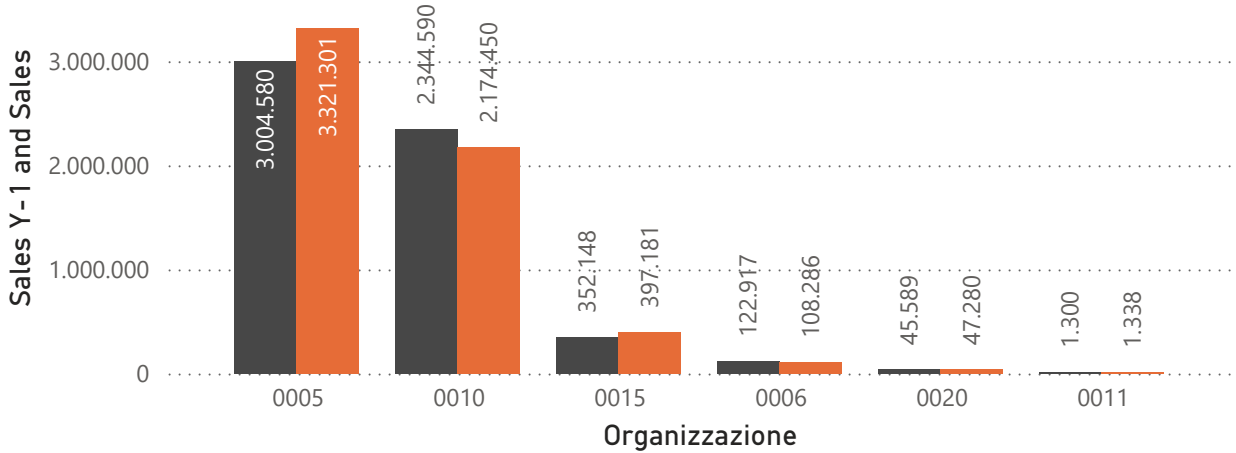
2018	6.049.836	894.124	2.898.541	56,2%
	Sales	Qty	GP	GP%
2017	5.871.125	902.417	2.776.377	56,3%
	Sales Y-1	Qty Y-1	GP Y-1	GP% Y-1

Sales & Qty

Gross Profit

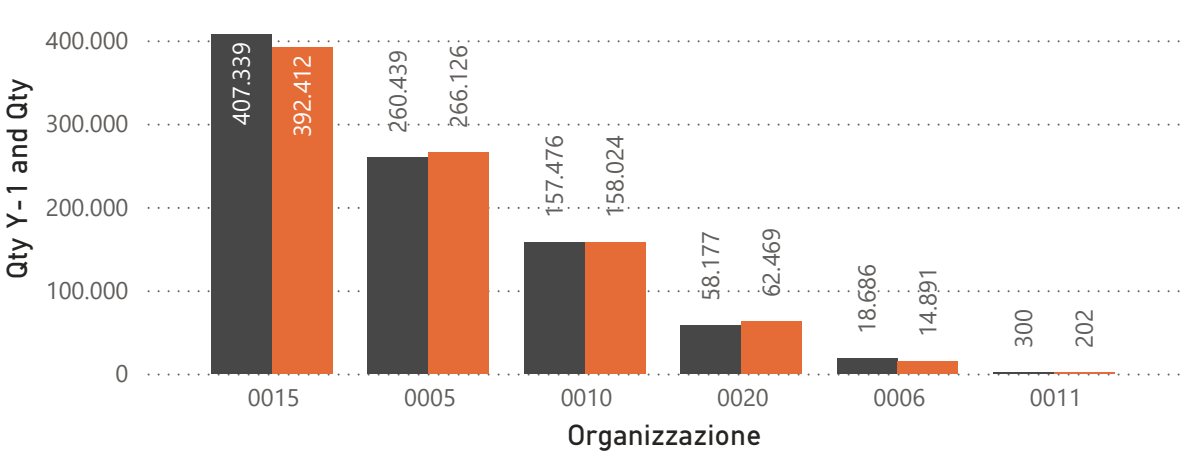
Sales Y-1 and Sales by Organizzazione

● Sales Y-1 ● Sales



Qty Y-1 and Qty by Organizzazione

● Qty Y-1 ● Qty

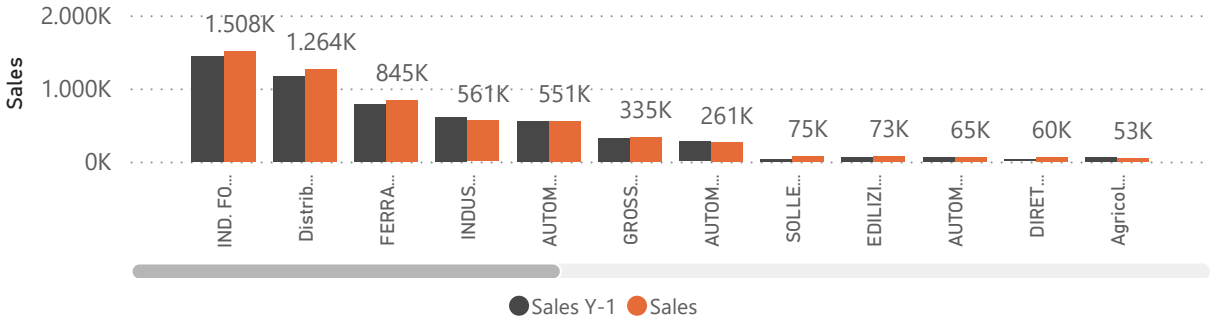


Historical

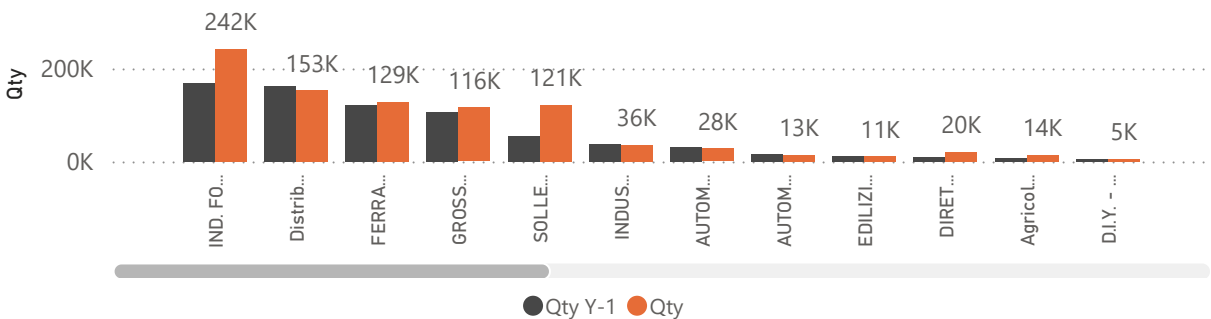
Customer Group

Customer Detail

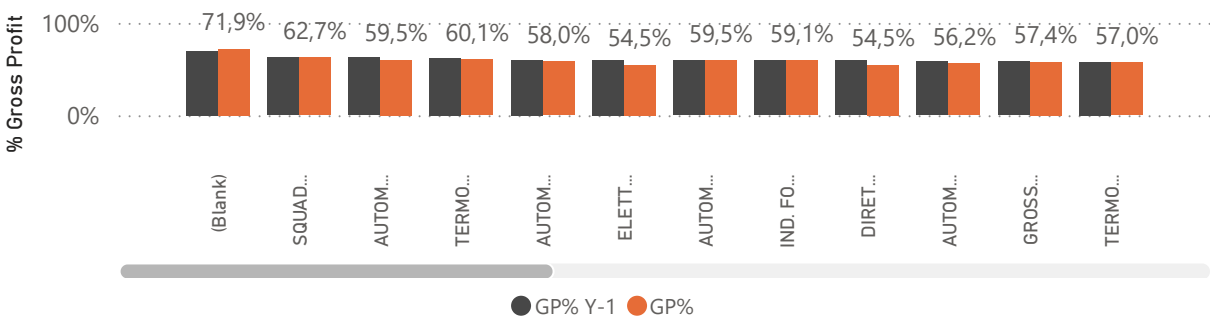
Sales Y-1 and Sales by desc\_gruppo\_cliente



Qty Y-1 and Qty by desc\_gruppo\_cliente



GP% Y-1 and GP% by desc\_gruppo\_cliente

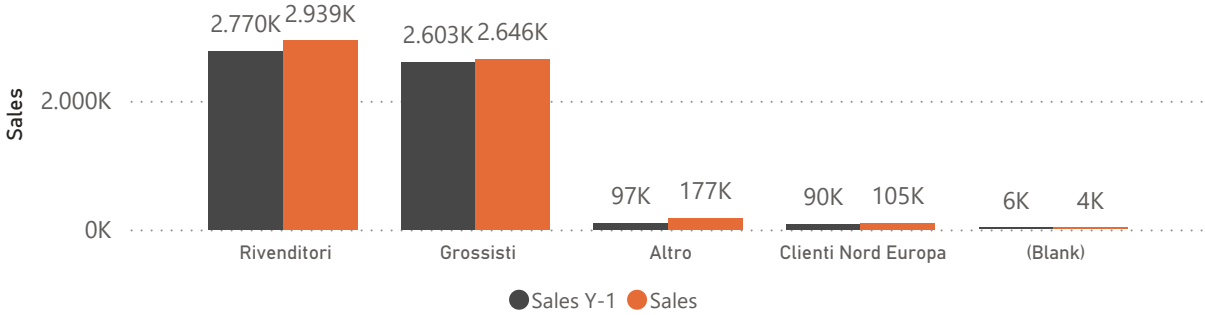


Price Y-1 and Price by desc\_gruppo\_cliente

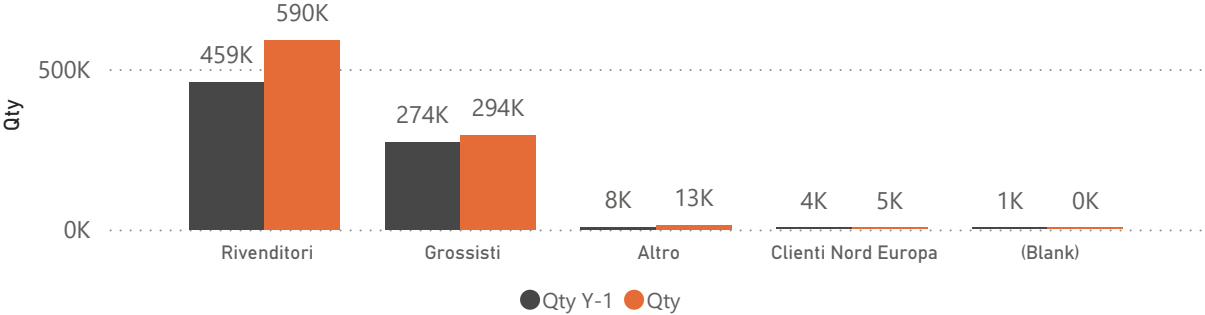


desc_gruppo_cliente	Sales	Sales Y-1	% Act vs PY Sales	Qty	Qty Y-1	% Act vs PY Qty	Price	Price Y-1	% Act vs PY Price	GP%	GP% Y-1	ΔGP% PY
IND. FORN.IND/UTENS.	1.508.386	1.443.937	4,3%	241.655	167.762	30,6%	6,24	8,61	-27,5%	59,1%	59,1%	0,00
Distributori Esteri	1.263.975	1.172.842	7,2%	152.885	162.724	-6,4%	8,27	7,21	14,7%	40,4%	40,9%	0,00
FERRAMENTA	844.534	786.572	6,9%	128.681	121.063	5,9%	6,56	6,50	1,0%	59,0%	54,7%	0,04
INDUSTRIA GROSSISTI	560.554	609.954	-8,8%	35.769	37.718	-5,4%	15,67	16,17	-3,1%	54,6%	54,5%	0,00
AUTOMOTIVE GROSSISTI	550.539	553.432	-0,5%	27.836	30.358	-9,1%	19,78	18,23	8,5%	56,6%	56,6%	0,00
GROSSISTI FERRAMENTA	335.243	326.111	2,7%	116.052	106.456	8,3%	2,89	3,06	-5,7%	57,4%	58,3%	-0,01
AUTOMOTIVE ATTREZZ.	261.195	272.996	-4,5%	13.469	15.741	-16,9%	19,39	17,34	11,8%	59,5%	59,3%	0,00
Total	5.871.125	5.565.897	5,2%	902.417	745.633	17,4%	6,51	7,46	-12,8%	56,3%	54,1%	0,02

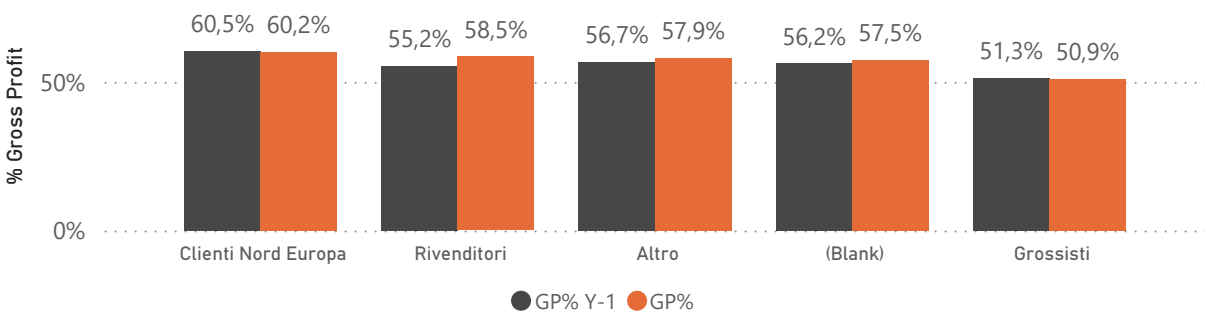
Sales Y-1 and Sales by desc\_gruppo\_prezzi



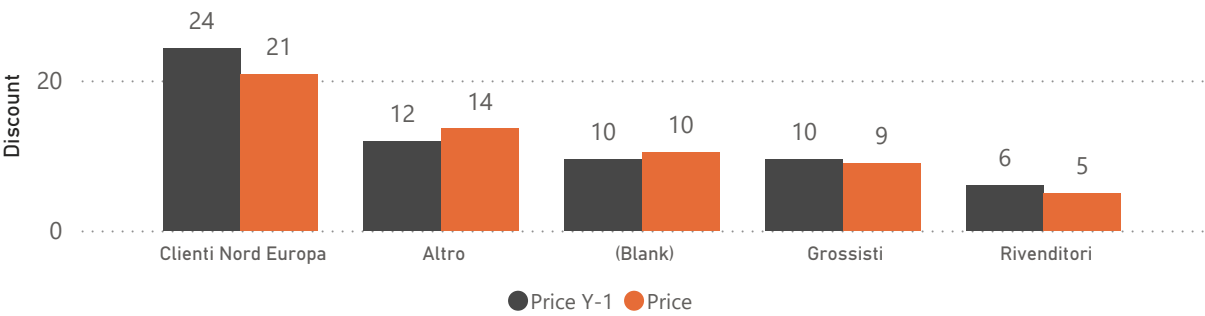
Qty Y-1 and Qty by desc\_gruppo\_prezzi



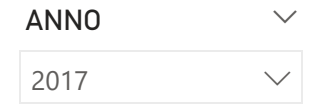
GP% Y-1 and GP% by desc\_gruppo\_prezzi



Price Y-1 and Price by desc\_gruppo\_prezzi



gruppo_prezzi		Sales	Sales Y-1	% Act vs PY Sales	Qty	Qty Y-1	% Act vs PY Qty	Price	Price Y-1	% Act vs PY Price
⊕	Rivenditori	2.939.367	2.769.826	5,8%	589.638	459.232	22,1%	4,99	6,03	-17,3%
⊕	Grossisti	2.645.741	2.603.167	1,6%	294.365	273.947	6,9%	8,99	9,50	-5,4%
⊕	Altro	177.358	96.888	45,4%	13.040	8.107	37,8%	13,60	11,95	13,8%
⊕	Clienti Nord Europa	104.970	89.751	14,5%	5.020	3.693	26,4%	20,91	24,30	-14,0%
⊕		3.688	6.266	-69,9%	354	654	-84,7%	10,42	9,58	8,7%
	Total	5.871.125	5.565.897	5,2%	902.417	745.633	17,4%	6,51	7,46	-12,8%



## Detail

Number of Companies	Percentage
8.8M	26%
7.2M	21%
4.6M	14%
3.4M	10%
3.1M	9%
2.0M	6%
1.7M	5%
0.4M	1%
0.2M	1%

- IND. FORN.IND/UTENS.
- Distributori Esteri
- FERRAMENTA
- INDUSTRIA GROSSISTI
- AUTOMOTIVE GROSSISTI
- GROSSISTI FERRAMENTA
- AUTOMOTIVE ATTREZZ.
- SOLLEVAMENTO SPEC.

A donut chart illustrating the distribution of sales channels. The chart is divided into four segments: a large dark grey segment for 'Rivenditori' (50%), a large orange segment for 'Grossisti' (46%), a small red segment for 'Altro' (2%), and a very small dark grey segment for 'Clienti Nord Europa' (1%). The segments are labeled with their respective values and percentages.

Canale	Valore (M)	Percentuale (%)
Rivenditori	17,0M	50%
Grossisti	15,4M	46%
Altro	0,7M	2%
Clienti Nord Europa	0,5M	1%

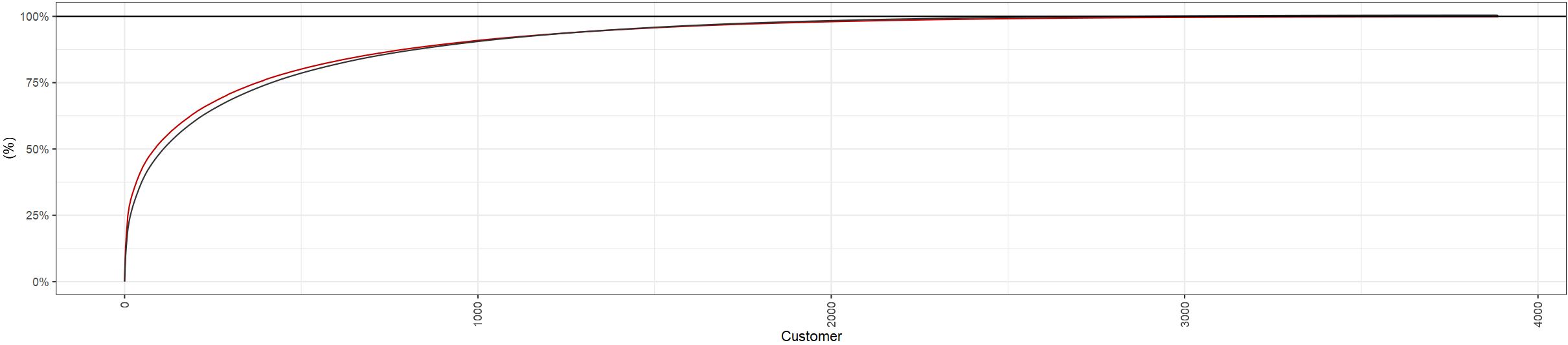
- Rivenditori
- Grossisti
- Altro
- Clienti Nord Europa
- (Blank)

Agente - E25  7,3M	Agente - E30  2,0M	Agente - 1...  1,2M	Agent...  1,0M	Agent...  1,0M	Agent...  1,0M	Agen...  0,9M
	Agente - 064  1,6M	Agente - 0...  1,2M	Agente ...  0,9M	Ag...  0,6M	Ag...  0,6M	Ag...  0,6M
	Agente - 055  1,5M	Agente - 0...  1,2M	Agente ...  0,9M	Agente...  0,4...	A...  0,4...	
	Agente - E45  2,4M	Agente - 031  1,4M	Agente - E...  1,1M	Agente ...  0,8M	Agente...  Ag...	

Country	Number of Companies	Percentage
IT	19,8M	59%
FR	1,8M	5%
ES	1,5M	5%
PL	1,3M	4%
NL	0,8M	2%
GB	0,7M	2%
PT	0,6M	2%
AT	0,6M	2%
TR	0,5M	1%
AE	0,4M	1%
SI	0,2M	1%

- IT
- FR
- ES
- PL
- NL
- GB
- PT
- HU
- AT

IG PN



IG PN

