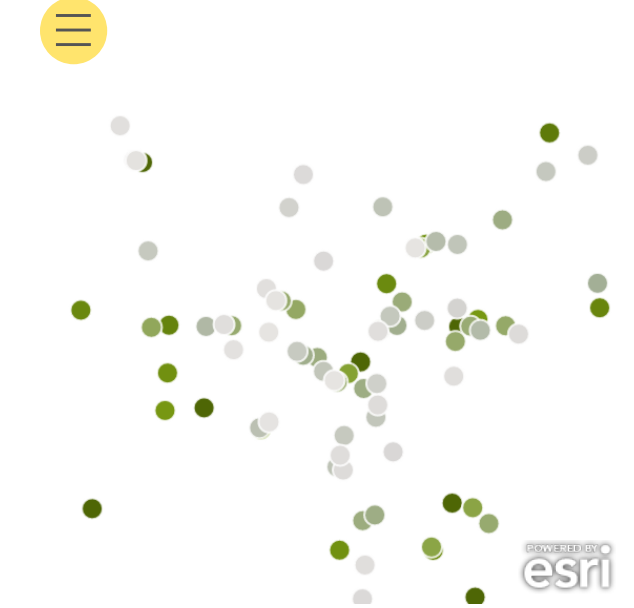
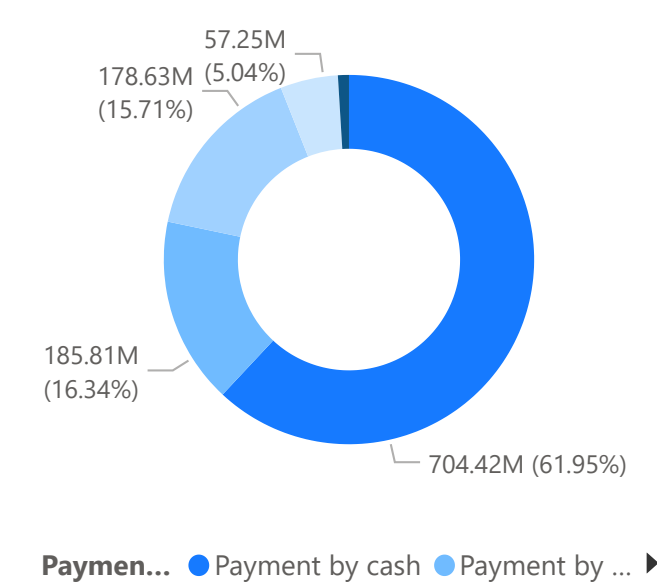
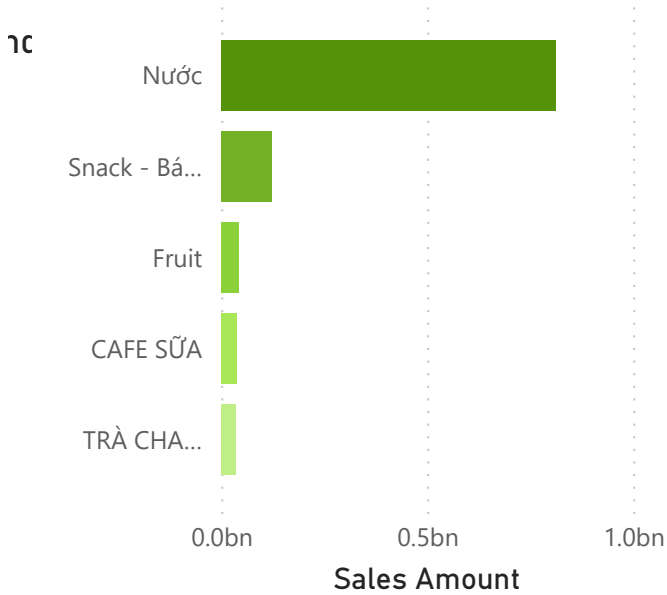
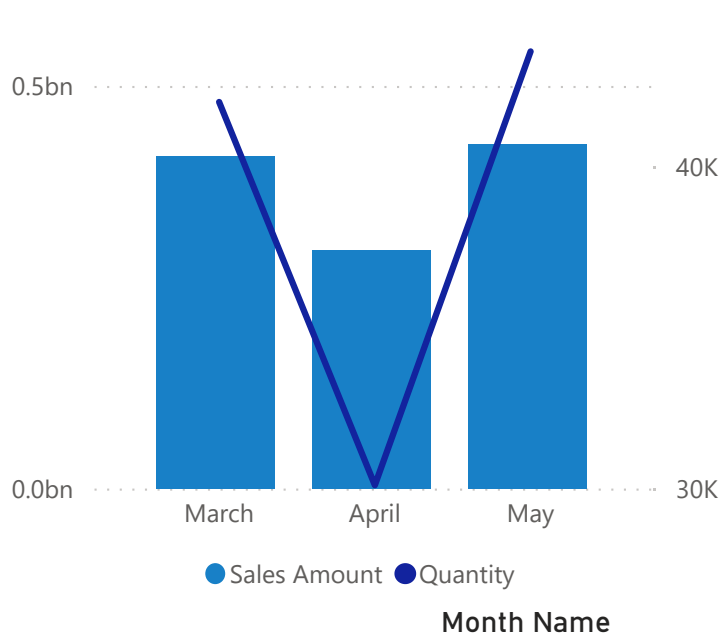


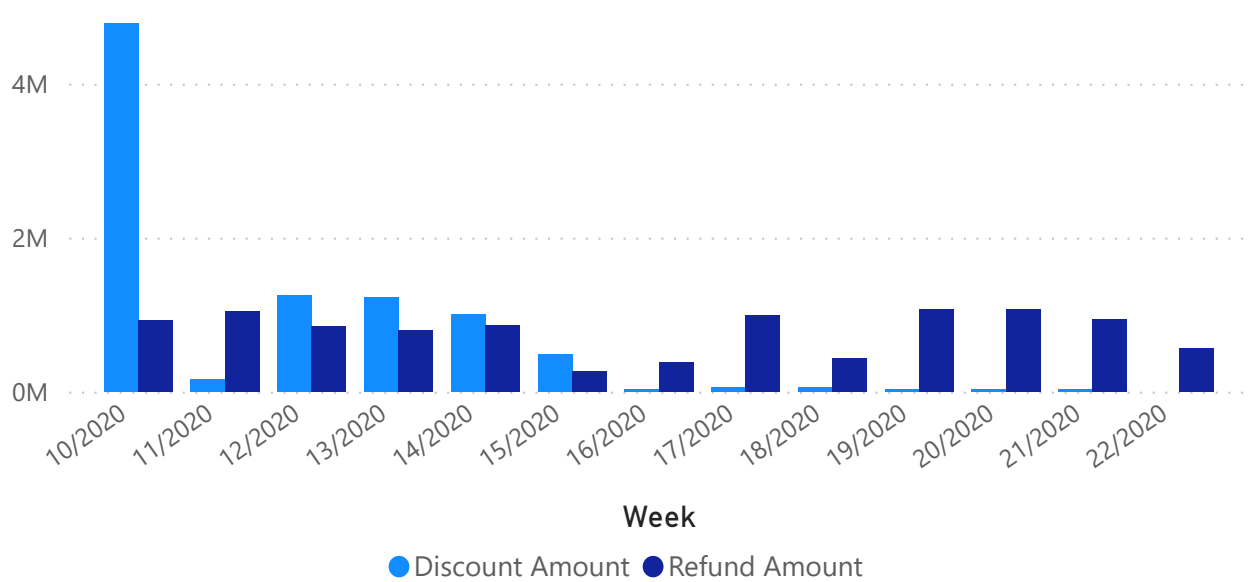
Sales Overview

Sales Quantity	Refund Quantity	Net Quantity	Sales Amount	Refund Amount	Discount Amount	Net Amount
115.68K	966	114.71K	1.14bn	10.22M	9.07M	1.13bn

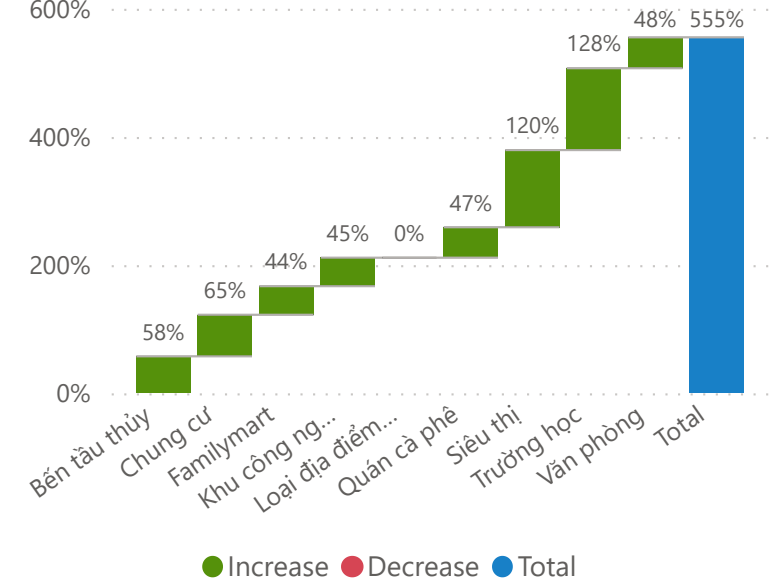
- Sales Amount & Quantity by Month/Week/Day/Hour
- Top 5 Sales Amount by Product Category
- Sales Amount by Payment Type Name
- Sales Amount/Quantity by District



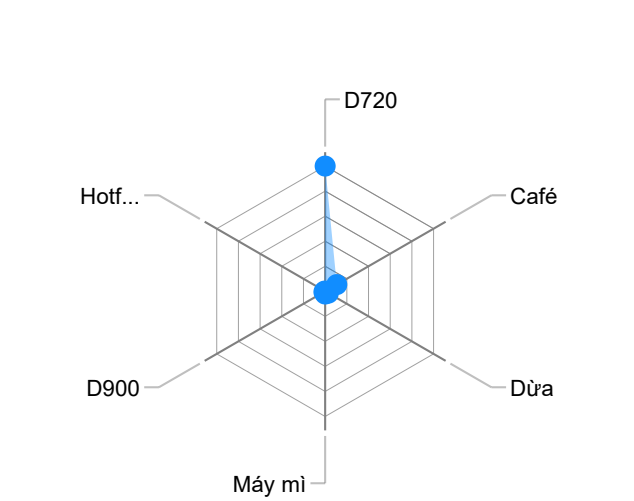
Discount & Refund Amount by Week



Sales Quantity MoM% by Location Type



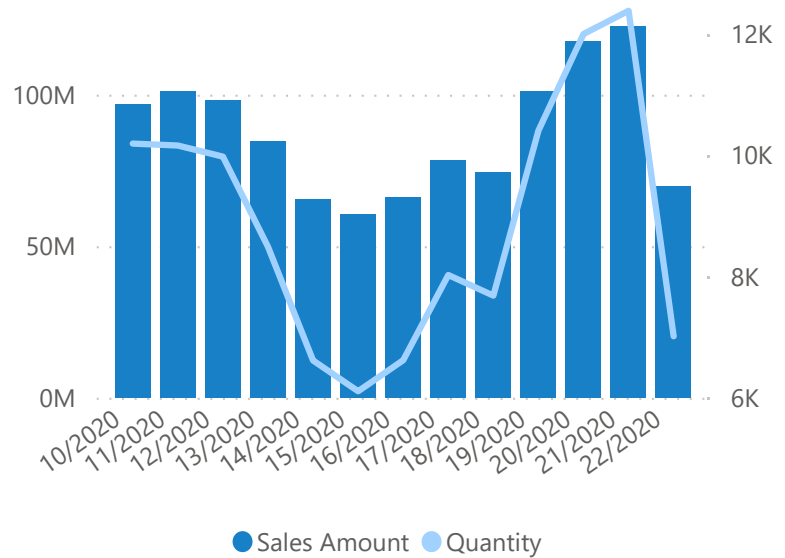
Sales Quantity by Machine Name



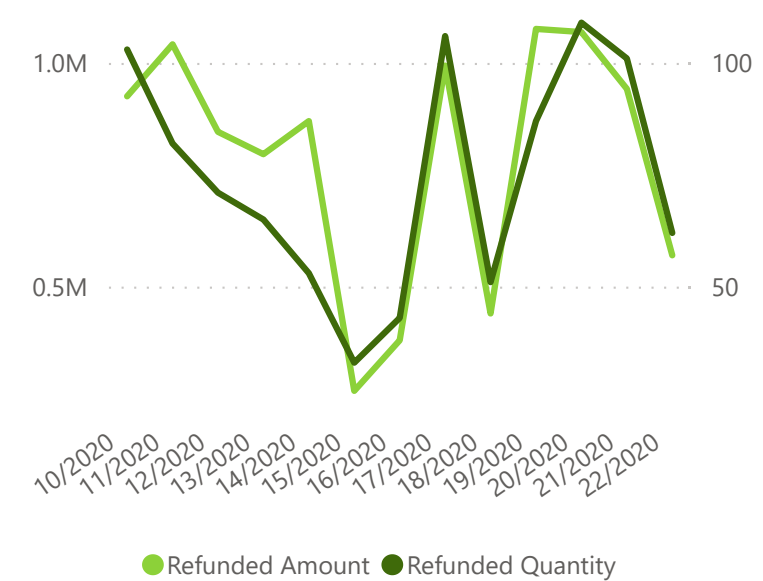
Sales Analysis

Sales Quantity	Refund Quantity	Net Quantity	Sales Amount	Refund Amount	Discount Amount	Net Amount
115.68K	966	114.71K	1.14bn	10.22M	9.07M	1.13bn

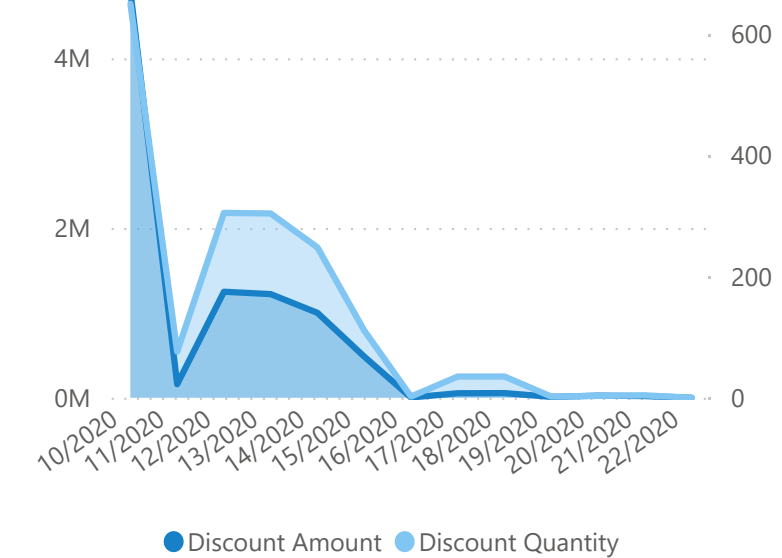
Sales Amount & Quantity by Month/Week/Day/Hour



Refund Amount & Quantity by Month/Week/Day/Hour



Discount Amount & Quantity by Month/Week/Day/Hour



Month Name

All

Week

All

Day Name

All

Province

All

District

All

Location Ty...

All

Product Cat...

All

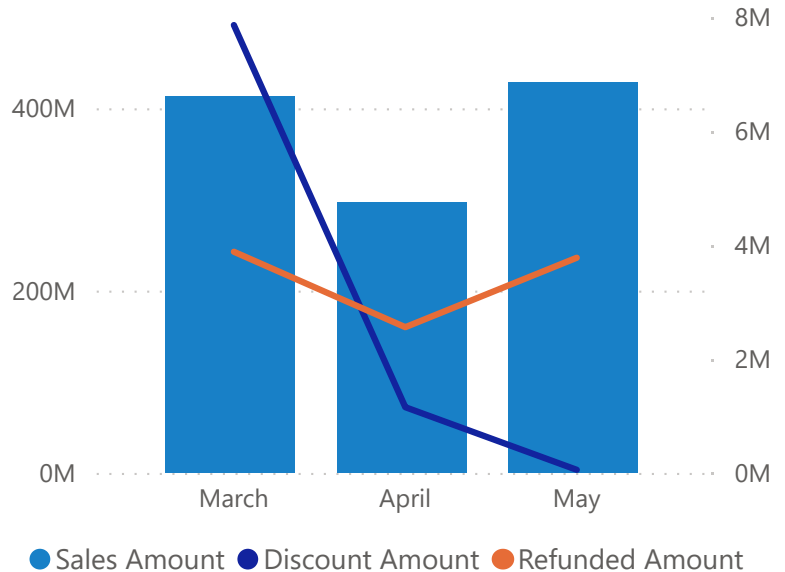
Machine N...

All

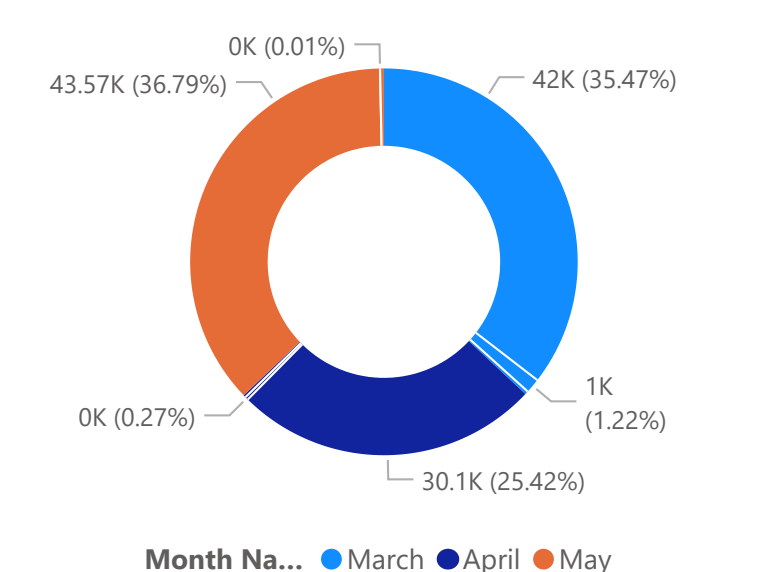
Payment Ty...

All

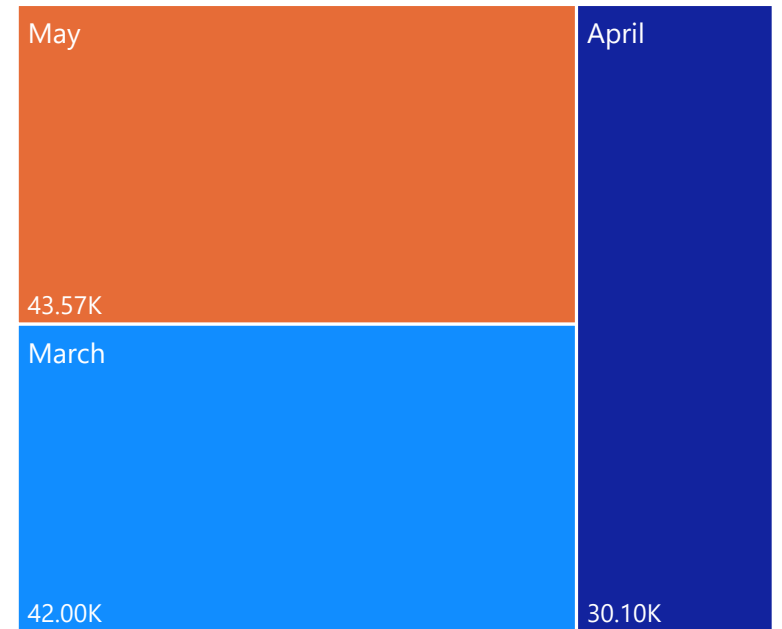
Sales, Refund & Discount Amount by Month/Week/Day/Hour



Sales, Refund & Discount Quantity by Month/Week/Day/Hour

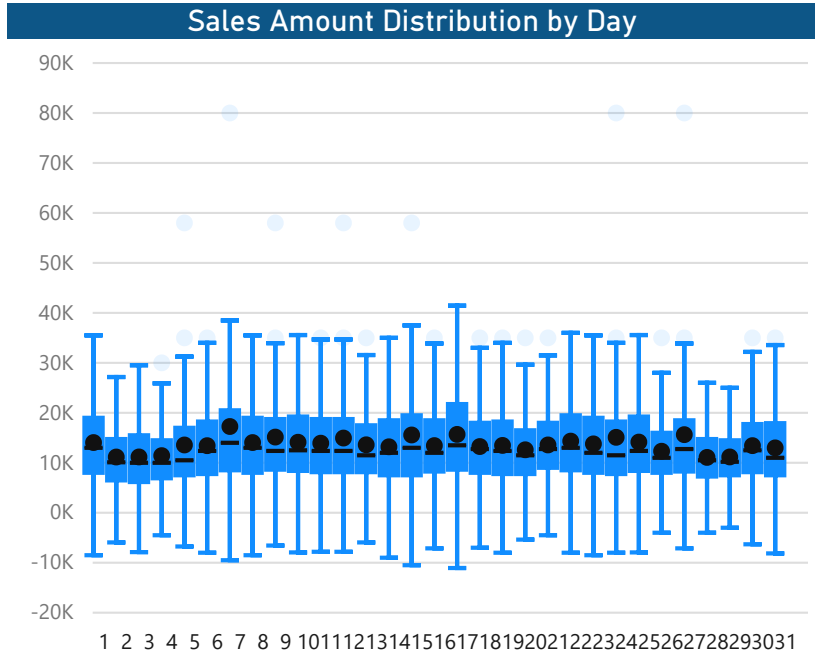
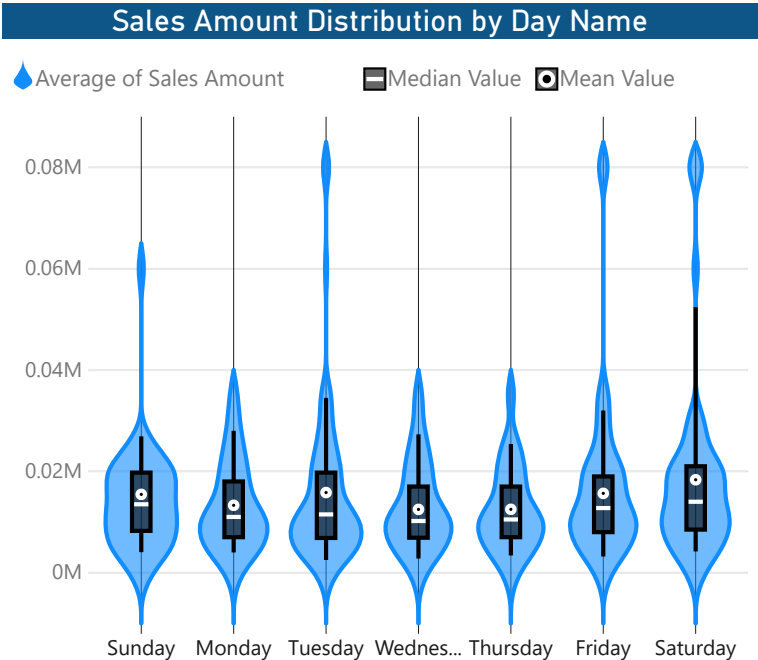
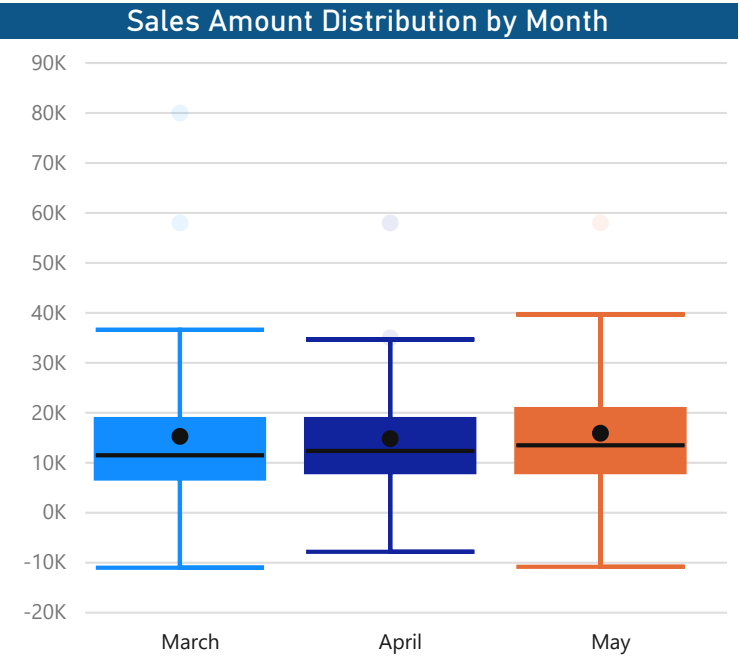


Sales Transaction by Month/Week/Day/Hour



Sales Analysis

Sales Quantity	Refund Quantity	Net Quantity	Sales Amount	Refund Amount	Discount Amount	Net Amount
115.68K	966	114.71K	1.14bn	10.22M	9.07M	1.13bn



Month Name

Week

Day Name

Province

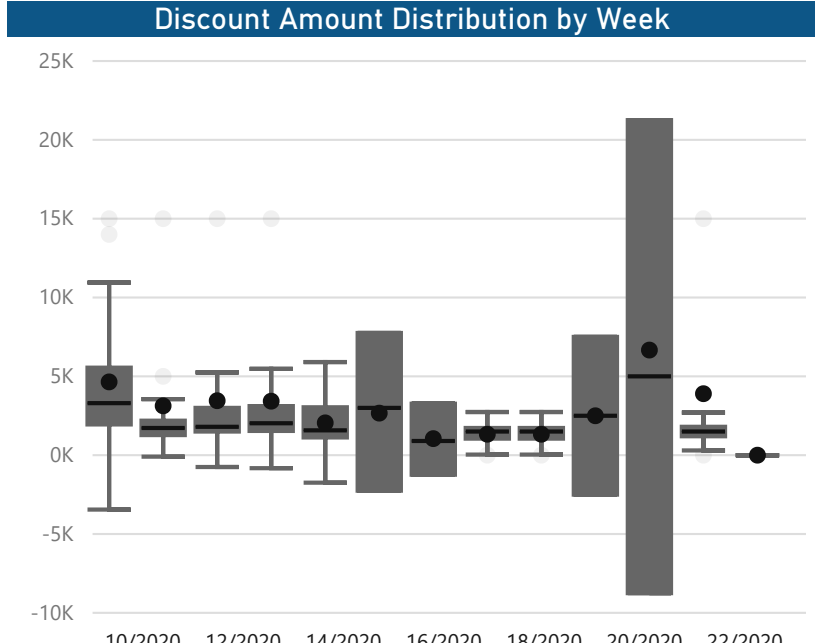
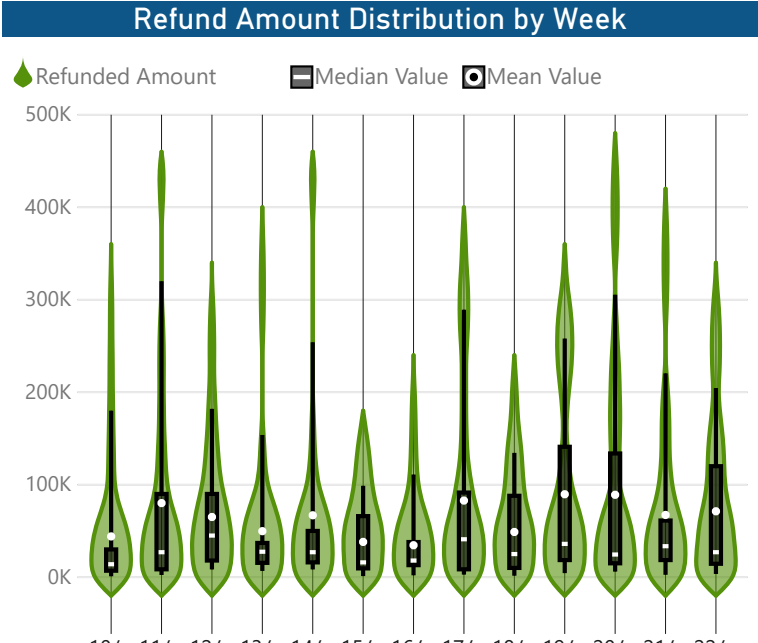
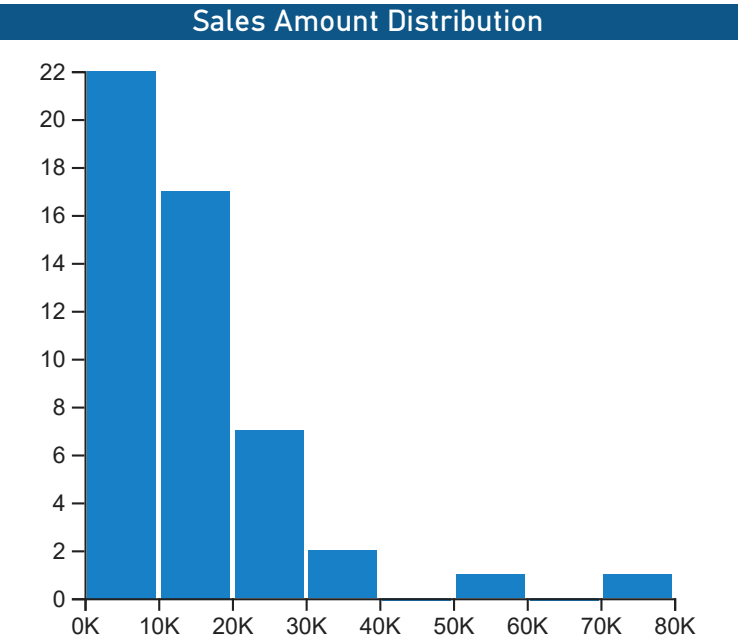
District

Location Ty...

Product Cat...

Machine N...

Payment Ty...



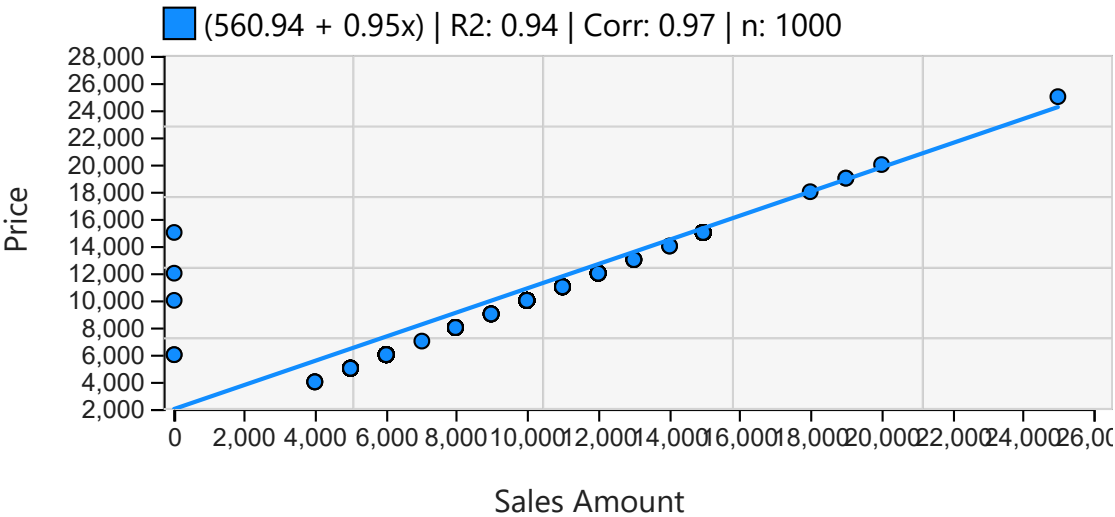
Sales Analysis

Sales Quantity	Refund Quantity	Net Quantity	Sales Amount	Refund Amount	Discount Amount	Net Amount
115.68K	966	114.71K	1.14bn	10.22M	9.07M	1.13bn

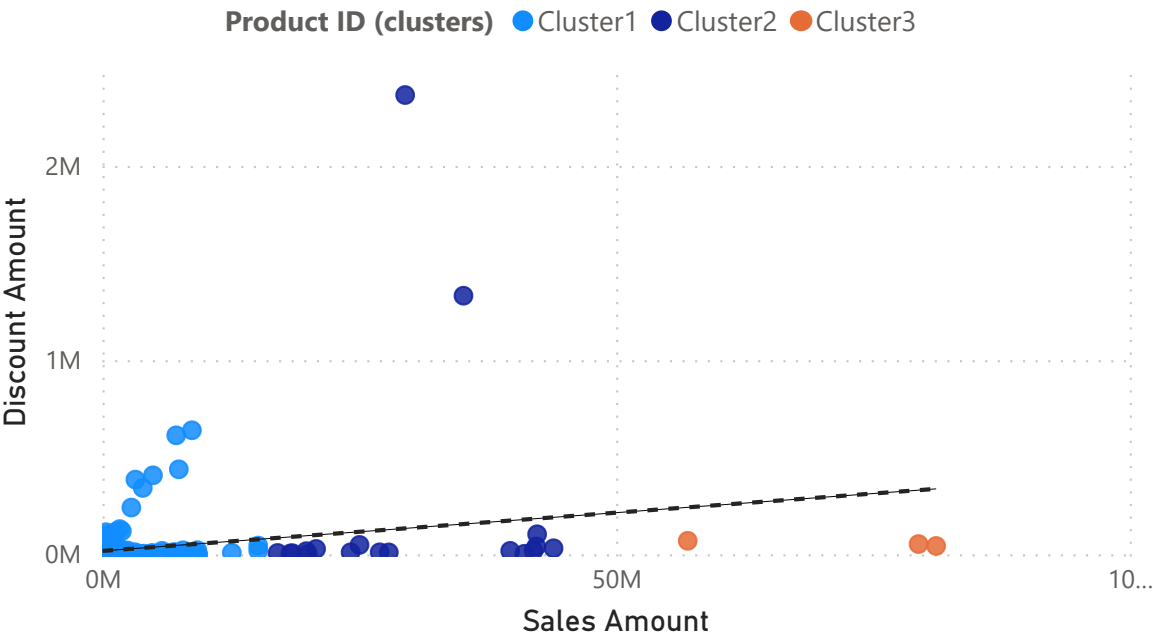
Correlation Matrix



Price vs Sales Amount Correlation



Sales Amount vs Discount Amount (clusters)



- Month Name
- Week
- Day Name
- Province
- District
- Location Ty...
- Product Cat...
- Machine N...
- Payment Ty...

Sales Key Drivers

Sales Quantity	Refund Quantity	Net Quantity	Sales Amount	Refund Amount	Discount Amount	Net Amount
115.68K	966	114.71K	1.14bn	10.22M	9.07M	1.13bn

Sales Amount Key Drivers

Key influencers Top segments



What influences Sales Amount to

Increase

?

When...
...the average of Sales Amount increases by

Refunded Quantity is 0 → 9.94K

Refunded Amount is 0 or less → 9.94K

Price goes up 3261.67 → 2.86K

First Price goes up 3279.39 → 113.3

First Sales Amount goes up 3279.39 → 113.3

Sales Amount Segment

Key influencers Top segments

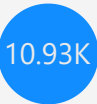


When is Sales Amount more likely to be

High

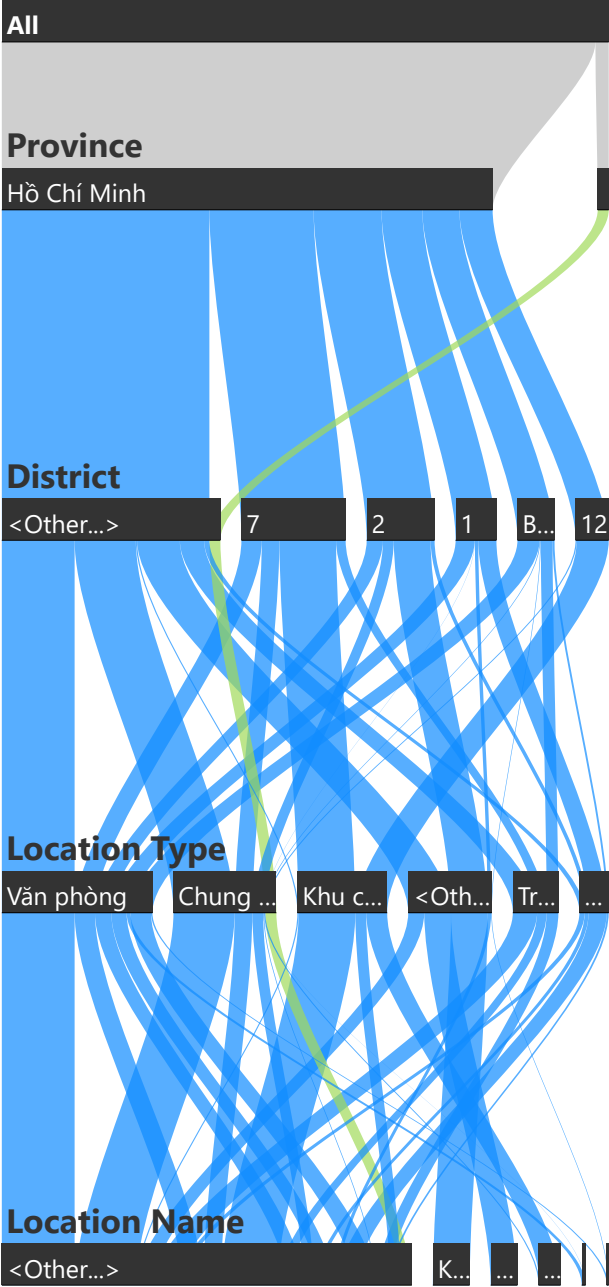
?

We found 3 segments and ranked them by Avera...



	Segment 1	Segment 2	Segment 3
Average of Sale...	15.44K	12K	10.93K
Population count	15731	11204	6423

Sales Amount by Geo/Location Type



Month Name

All

▼

Week

All

▼

Day Name

All

▼

Province

All

▼

District

All

▼

Location Ty...

All

▼

Product Cat...

All

▼

Machine N...

All

▼

Payment Ty...

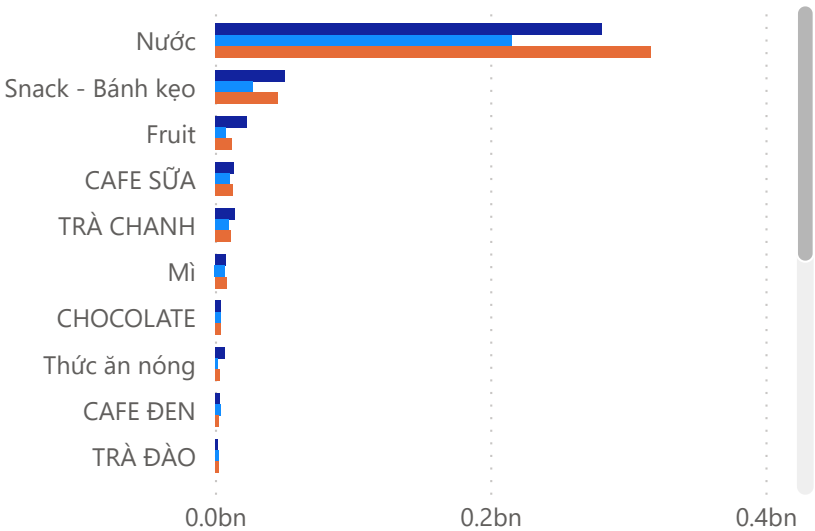
All

▼

Product Analysis

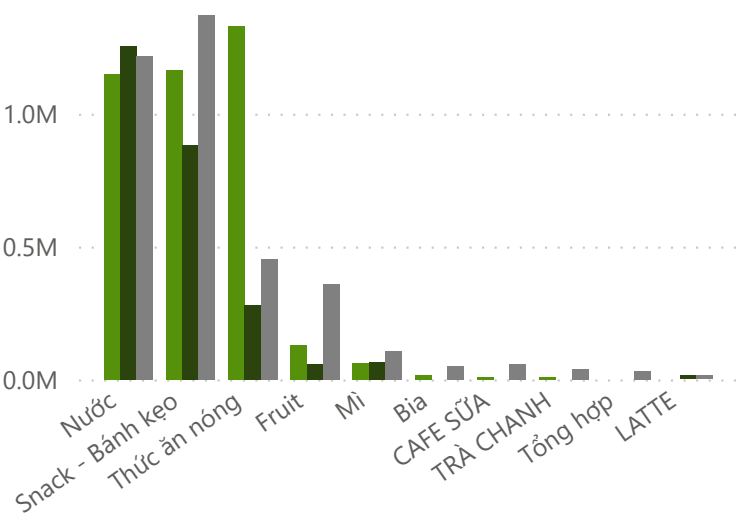
Sales Quantity	Refund Quantity	Net Quantity	Sales Amount	Refund Amount	Discount Amount	Net Amount
115.68K	966	114.71K	1.14bn	10.22M	9.07M	1.13bn

Sales Amount by Product Category and Month



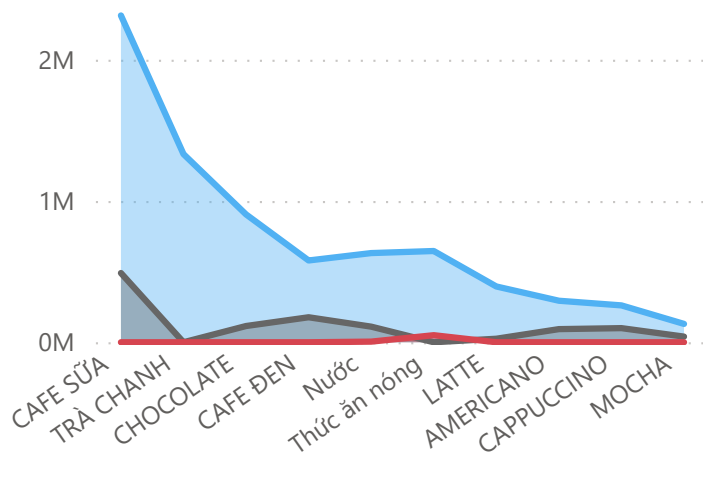
Month Name March April May

Top 10 Refund Amount by Product Category and Month



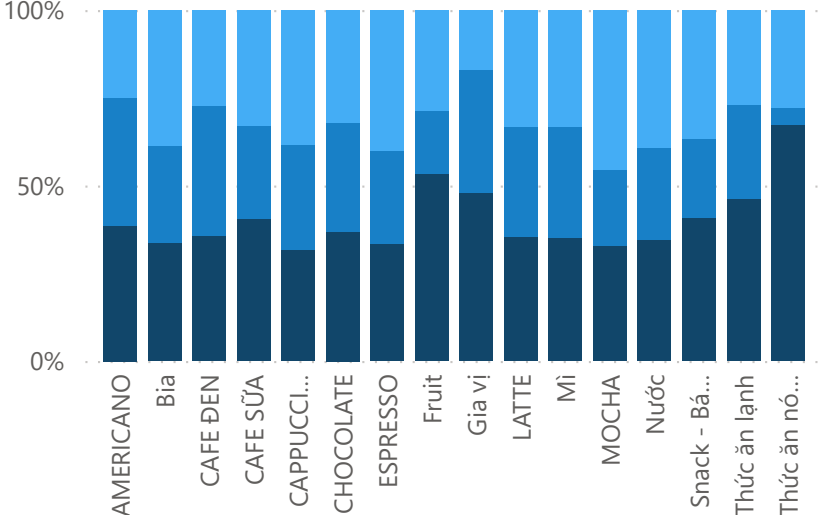
Month Na... March April May

Top 10 Discount Amount by Product Category and Month



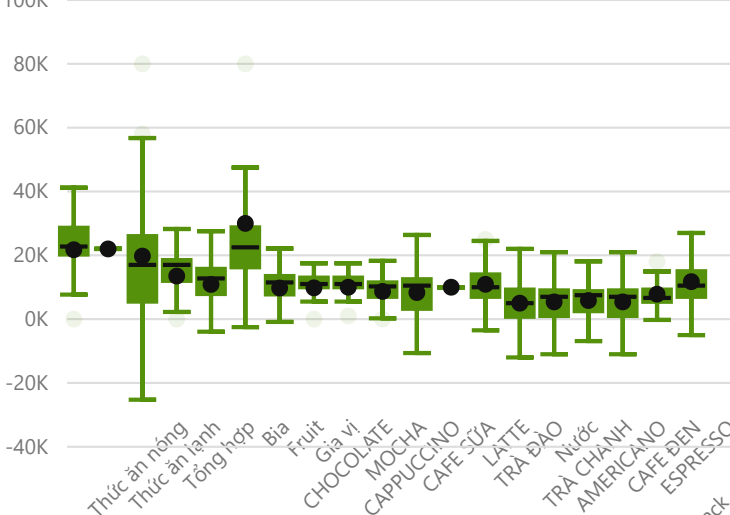
Month Na... March April May

Sales Quantity by Product Category and Month

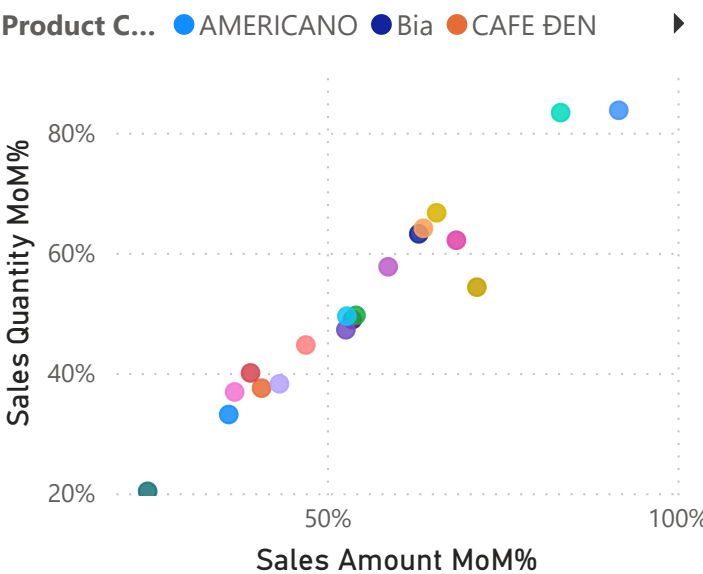


Month Name March April May

Sales Amount Distribution by Product Category



Sales Amount MoM% and Sales Quantity MoM% by Product Category



Month Name

All

Week

All

Day Name

All

Province

All

District

All

Location Ty...

All

Product Cat...

All

Machine N...

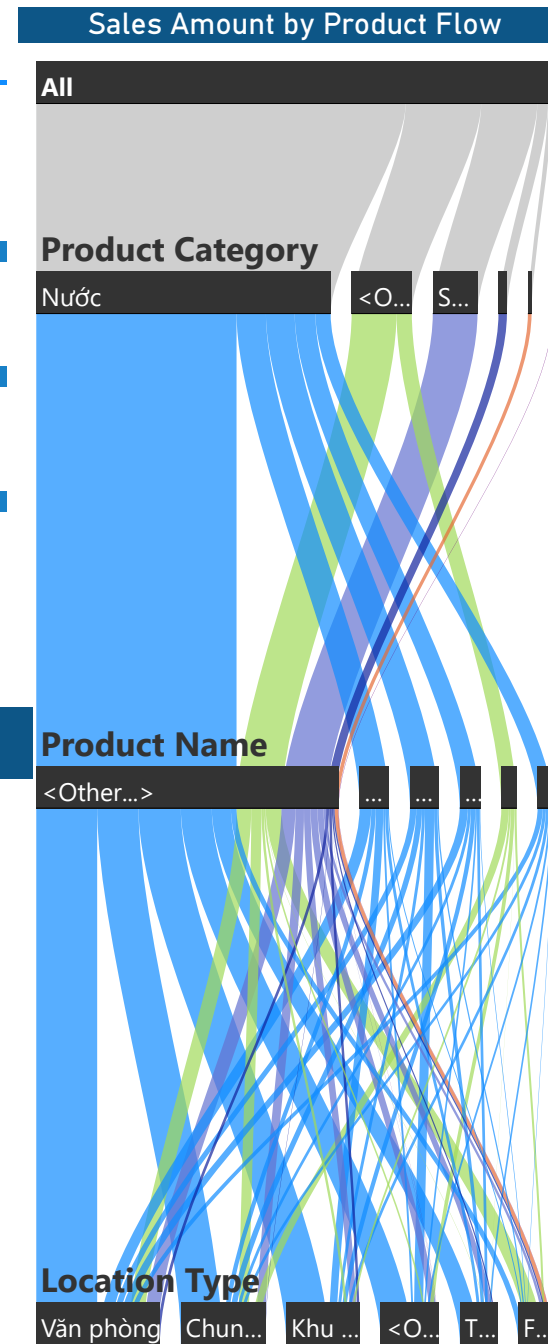
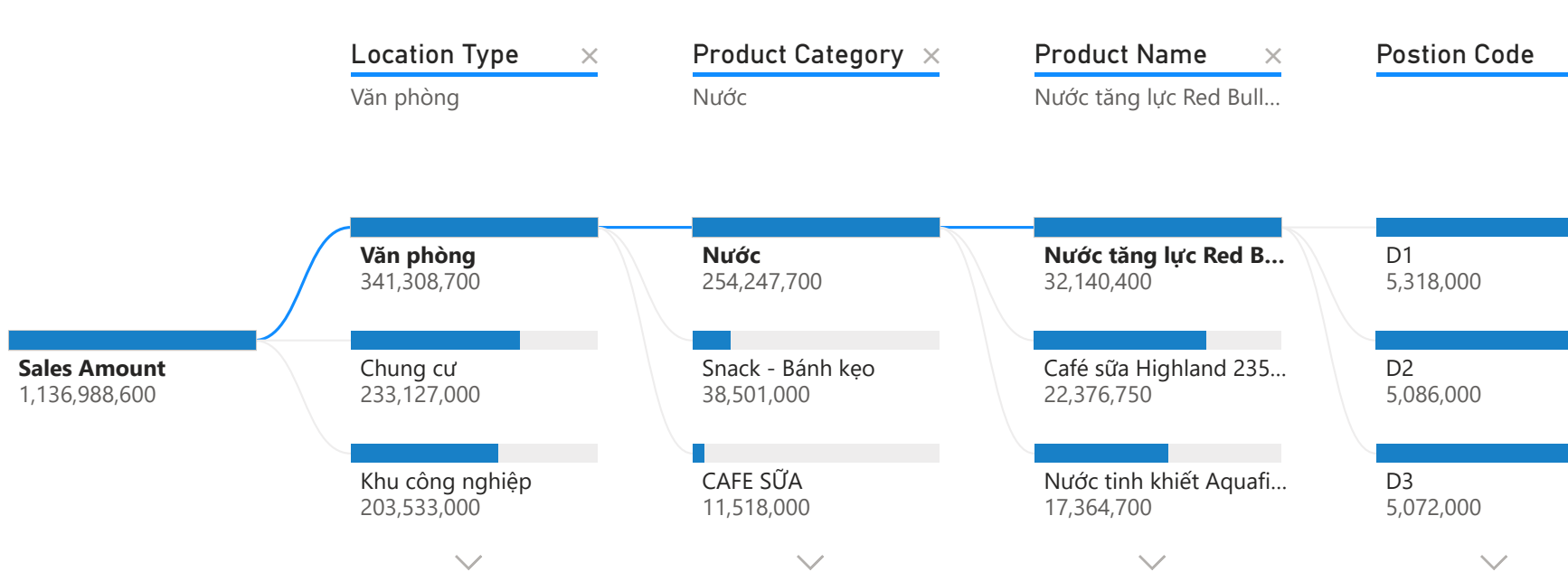
All


Payment Ty...


All


Product Analysis


Sales Quantity	Refund Quantity	Net Quantity	Sales Amount	Refund Amount	Discount Amount	Net Amount
115.68K	966	114.71K	1.14bn	10.22M	9.07M	1.13bn





Month Name 


All 


Week 


All 


Day Name 


All 


Province 


All 


District 


All 


Location Ty... 


All 


Product Cat... 

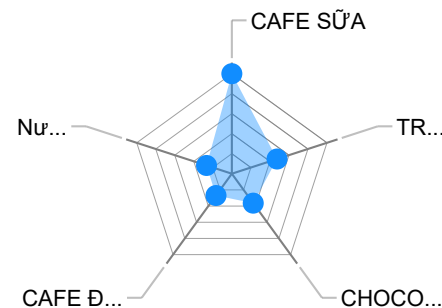
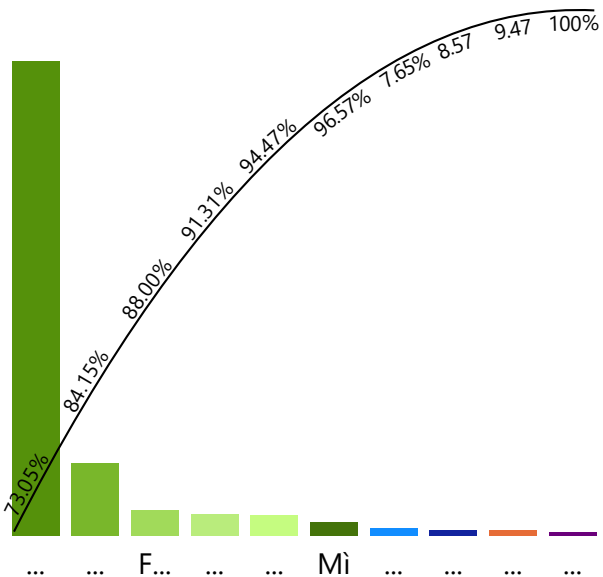
All 

Machine N... 

All 

Payment Ty... 

All 



Sales Reporting

Month...

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Week

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Day ...

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Province

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District

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Location...

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Product ...

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Machine N...

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Payment T...

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Sales/Refund/Discount/Net Amount/Quantity by Calendar

Week	Sales Amount	Quantity	Refunded Amount	Refunded Quantity	Discount Amount	Discount Quantity
10/2020	96,754,950.00	10193	925,400.00	103.00	4,789,650.00	103.00
11/2020	101,272,350.00	10161	1,041,600.00	82.00	159,050.00	82.00
12/2020	98,284,850.00	9978	846,000.00	71.00	1,249,150.00	71.00
13/2020	84,775,000.00	8490	796,000.00	65.00	1,221,000.00	65.00
14/2020	65,553,600.00	6615	870,000.00	53.00	1,000,400.00	53.00
15/2020	60,588,000.00	6107	267,000.00	33.00	485,000.00	33.00
16/2020	66,058,850.00	6619	380,000.00	43.00	3,150.00	43.00
Total	1,136,988,600.00	115679	10,217,100.00	966.00	9,069,300.00	966.00













Average Price/ Amount MoM% by Calendar

Month Name	Average Price	Average First Price	Average Order Amount	Sales Amount MoM%	Sales Quantity MoM%
March	9,918.00	10,105.16	9,825.58		
April	9,930.62	9,968.94	9,845.65		
May	9,907.02	9,908.27	9,820.33		
Total	9,917.15	9,995.55	9,828.82	60.34%	

Sales Amount/Quantity by Location Type by Calendar

Location Type	Bến tàu thủy		Chung cư		Familymart		Khu công nghiệp
Week	Sales Amount	Quantity	Sales Amount	Quantity	Sales Amount	Quantity	Sales Amount
10/2020	9,507,000.00	<div><div></div></div> 1084	21,385,000.00	<div><div></div></div> 2163	5,976,900.00	<div><div></div></div> 883	11,111,000.00
11/2020	7,819,000.00	<div><div></div></div> 909	19,646,000.00	<div><div></div></div> 1950	10,341,000.00	<div><div></div></div> 875	11,111,000.00
12/2020	7,274,000.00	<div><div></div></div> 842	16,682,000.00	<div><div></div></div> 1693	9,711,000.00	<div><div></div></div> 827	17,111,000.00
13/2020	5,303,000.00	<div><div></div></div> 614	13,796,000.00	<div><div></div></div> 1351	9,518,000.00	<div><div></div></div> 800	16,111,000.00
14/2020	3,690,000.00	<div><div></div></div> 425	15,194,000.00	<div><div></div></div> 1500	7,398,000.00	<div><div></div></div> 634	15,111,000.00
15/2020	1,837,000.00	<div><div></div></div> 223	14,296,000.00	<div><div></div></div> 1404	5,145,000.00	<div><div></div></div> 491	16,111,000.00
Total	66,374,000.00	7801	233,127,000.00	23729	95,567,900.00	8642	203,111,000.00

Sales Amount/Quantity by Geo by Calendar

Province	Hà Nội		Hồ Chí Minh		Total	
Week	Sales Amount	Quantity	Sales Amount	Quantity	Sales Amount	Quantity
10/2020	2,256,000.00	 205	94,498,950.00	 9988	96,754,950.00	10193
11/2020	2,654,000.00	 232	98,618,350.00	 9929	101,272,350.00	10161
12/2020	1,855,000.00	 171	96,429,850.00	 9807	98,284,850.00	9978
13/2020	1,262,000.00	 111	83,513,000.00	 8379	84,775,000.00	8490
14/2020	2,006,000.00	 180	63,547,600.00	 6435	65,553,600.00	6615
15/2020	1,845,000.00	 176	58,743,000.00	 5931	60,588,000.00	6107
Total	24,940,000.00	2331	1,112,048,600.00	113348	1,136,988,600.00	115679

Sales Amount/ Quantity by Product Category/Product Name by Calendar

Week	AMERICANO	Bia	CAFE ĐEN	CAFE SỮA	CAPPUCCINO	CHOCOLATE
10/2020	548,000.00	56,000.00	885,000.00	2,570,500.00	392,000.00	665,000.00
11/2020	497,000.00	452,000.00	693,000.00	3,483,000.00	317,000.00	853,000.00
12/2020	332,000.00		571,000.00	3,345,000.00	311,000.00	1,025,000.00
13/2020	341,000.00	760,000.00	742,000.00	2,964,000.00	221,000.00	985,000.00
14/2020	247,000.00	252,000.00	766,000.00	2,275,000.00	322,000.00	870,000.00
15/2020	373,000.00	474,000.00	885,000.00	2,753,000.00	428,000.00	1,105,000.00
Total	5,081,000.00	4,208,000.00	10,004,000.00	36,883,500.00	4,690,000.00	12,082,000.00

Sales Amount/Quantity by Payment Type by Calendar

Payment Type Name	Payment by cash		Payment by Grab		Payment by Momo		
Week	Sales Amount	Quantity	Sales Amount	Quantity	Sales Amount	Quant	
10/2020	64,174,150.00	6662	7,294,300.00	706	12,243,700.00	12	
11/2020	65,082,400.00	6712	7,205,750.00	682	11,806,050.00	11	
12/2020	60,808,000.00	6359	6,406,200.00	603	14,201,100.00	14	
13/2020	50,452,450.00	5185	4,292,000.00	419	14,386,350.00	14	
14/2020	39,416,500.00	4101	3,310,000.00	296	10,551,000.00	10	
Total	704,416,650.00	73118	57,253,800.00	5485	185,805,650.00	184	
<							>