



SALES INSIGHTS



Revenue
1.41bnট

Sales Quantity
2.43M

Avg Sales per Day
1.75Mট

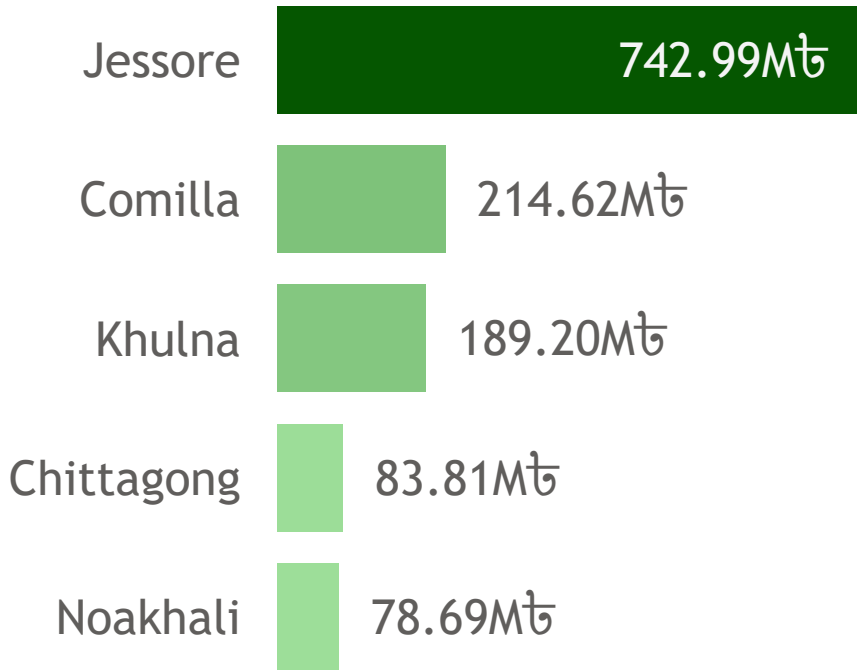
Year

- 2017
- 2018
- 2019
- 2020

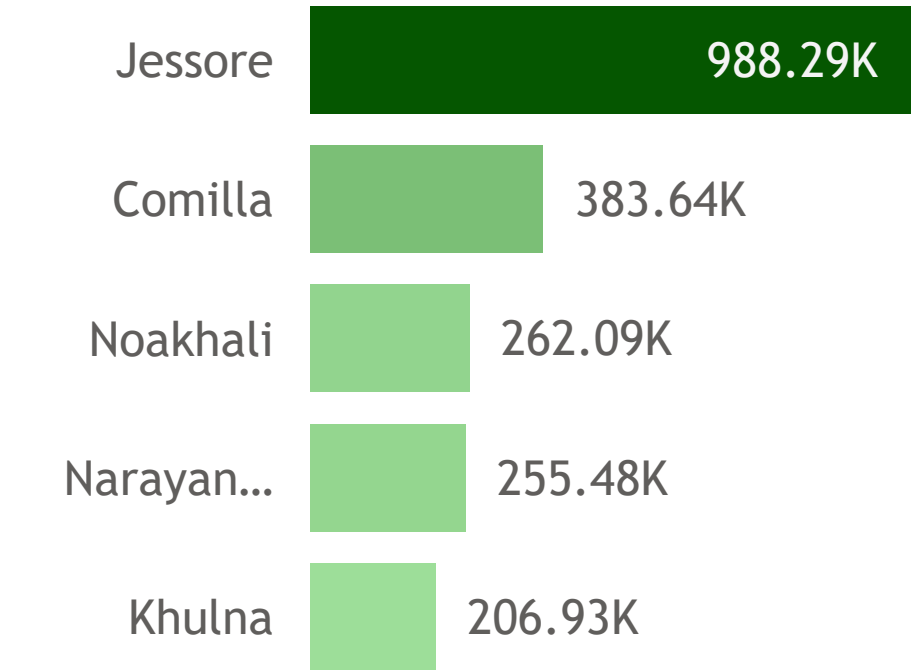
Day Type

- Weekday
- Weekend

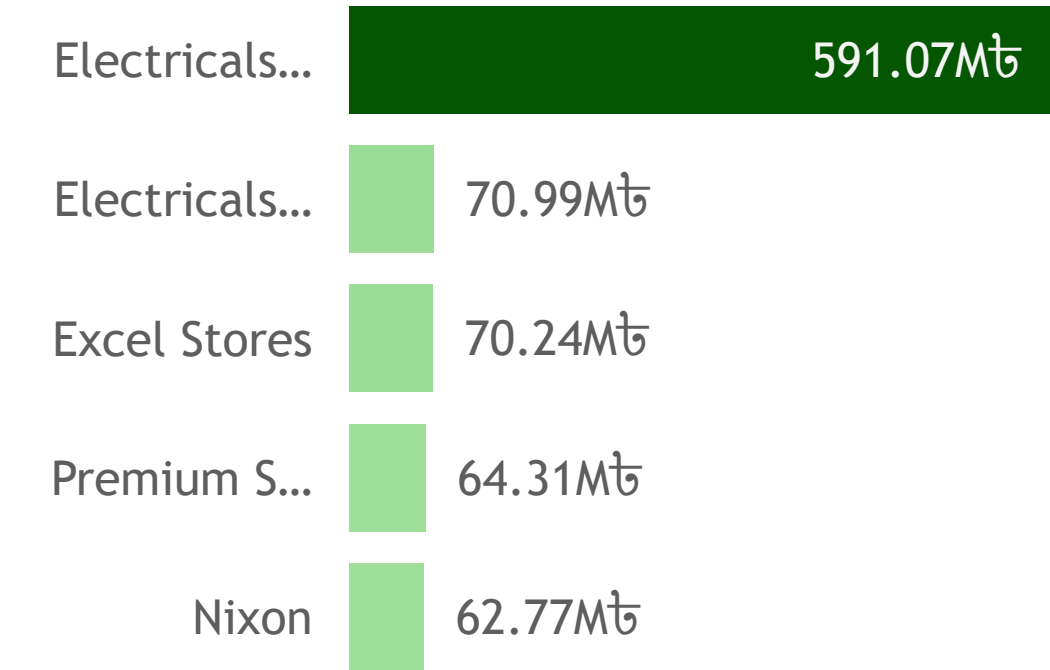
Revenue by Top 5 Markets



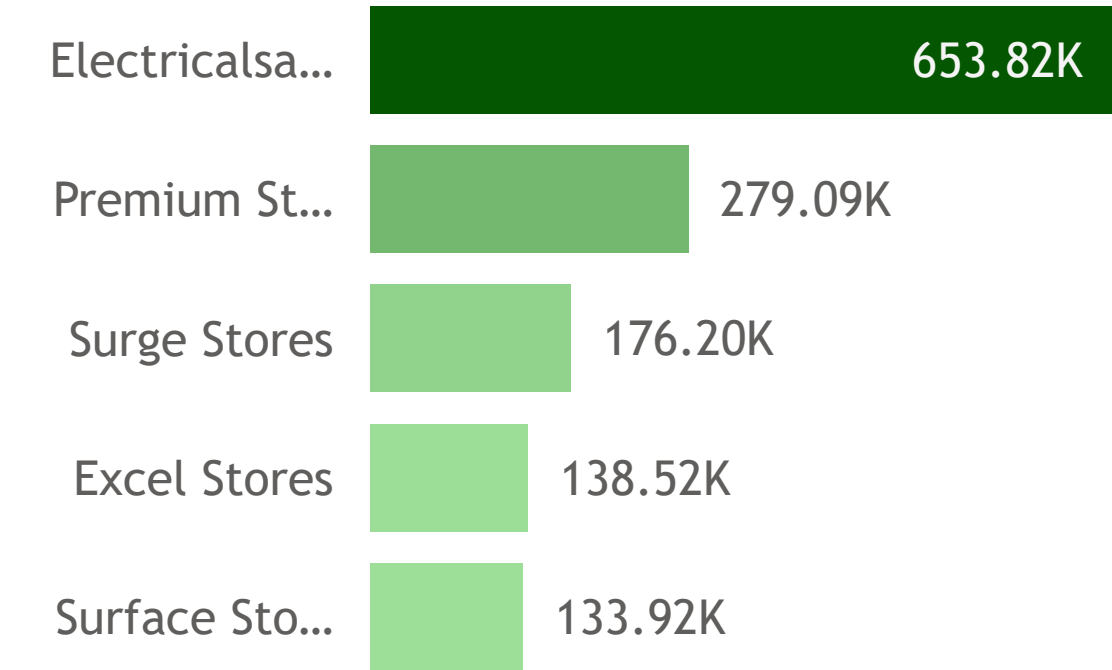
Sales Quantity by Top 5 Markets



Revenue by Top 5 Customers



Sales Quantity by Top 5 Customers



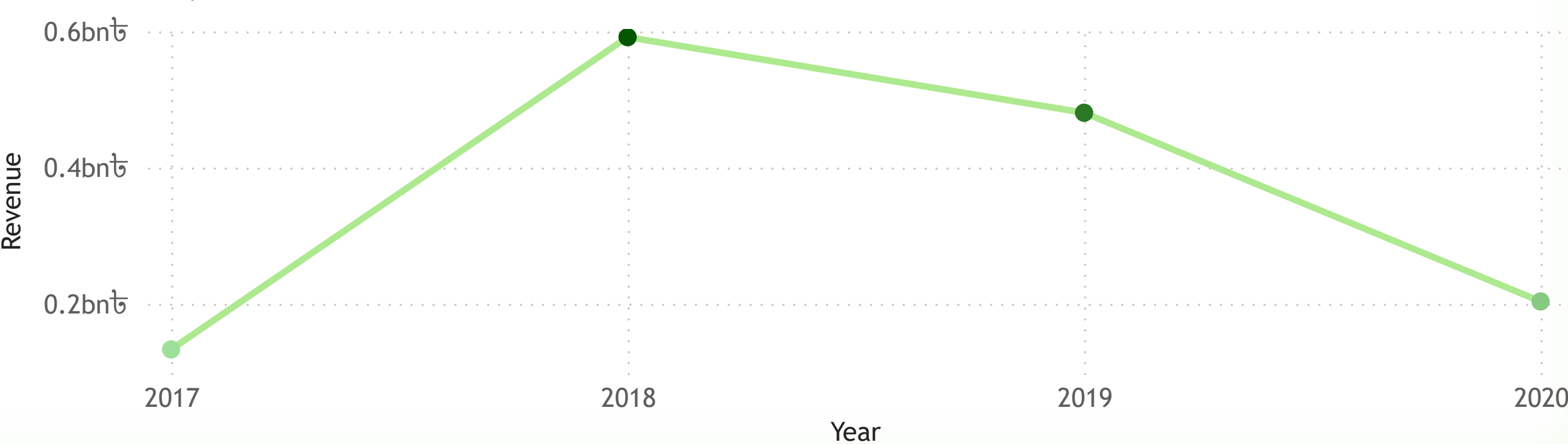
Year

Start of Month

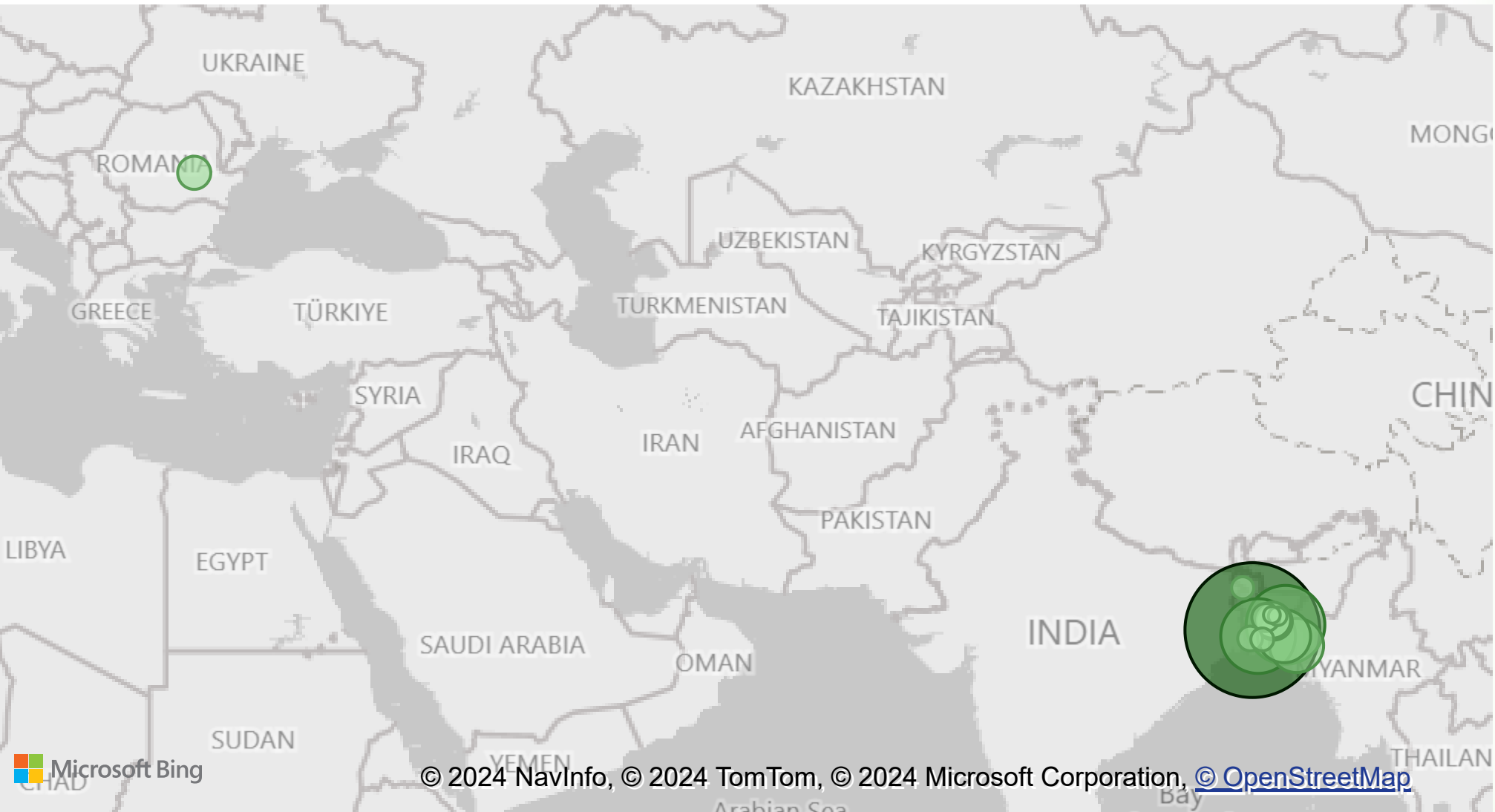
Start of Quarter

Start of Week

Revenue by Year



Revenue and Sales Quantity by Location





PROFIT ANALYSIS



Revenue
1.41bn৳

Total Products
279

Profit Margin
469.46M৳

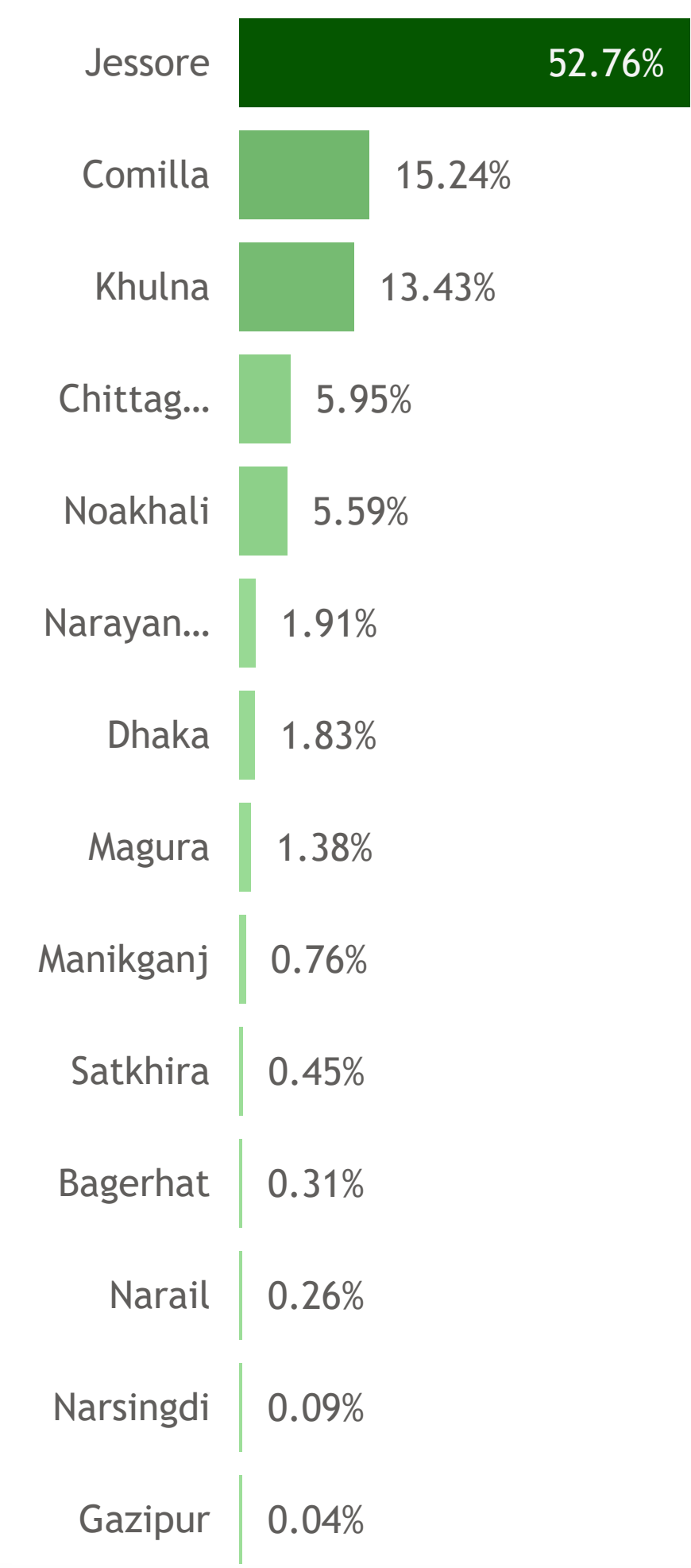
Year

- 2017
- 2018
- 2019
- 2020

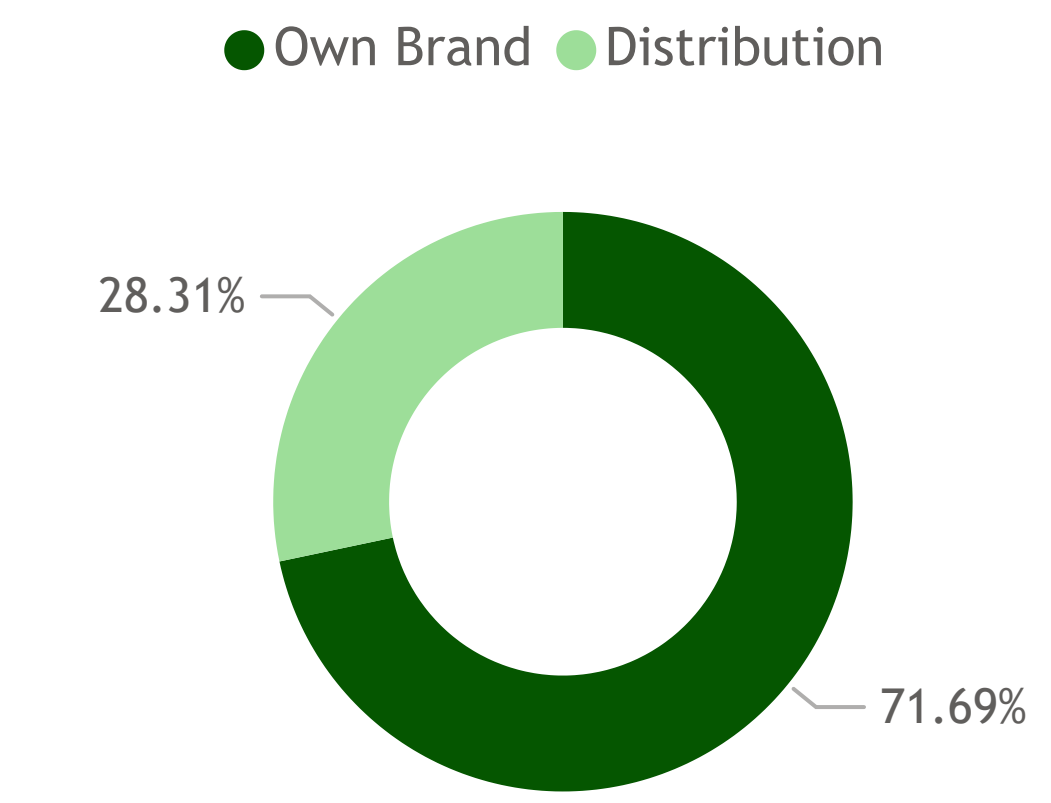
Month

- Jan
- Feb
- Mar
- Apr
- May
- Jun
- >

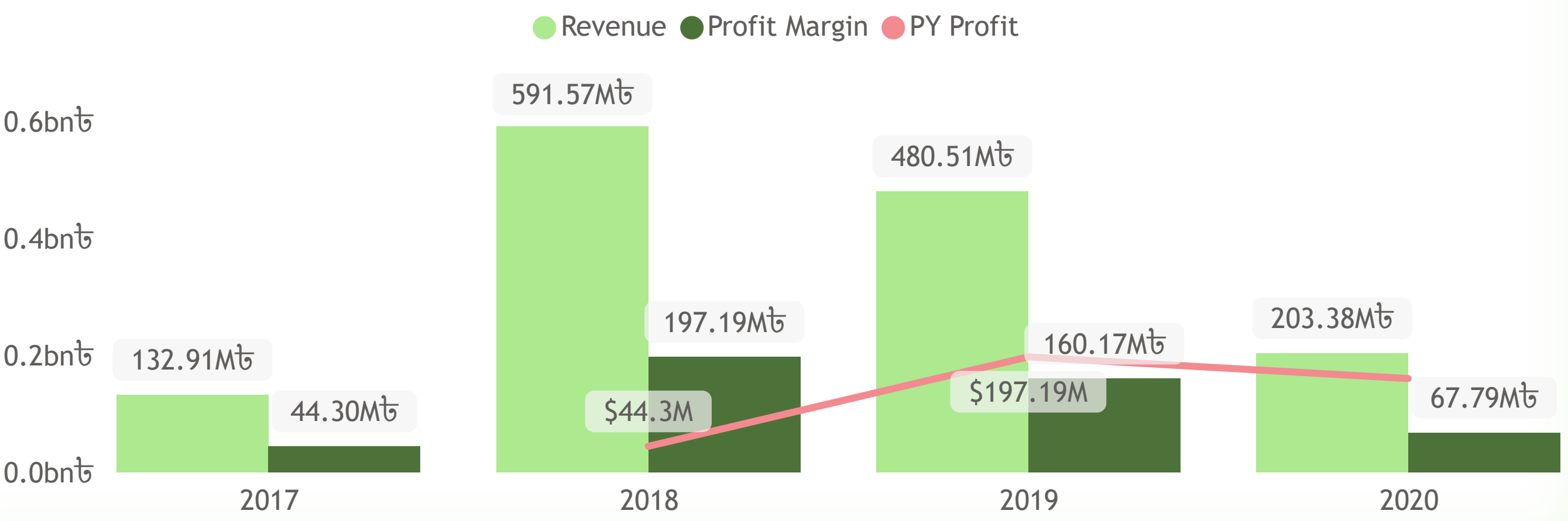
Profit Margin by Markets



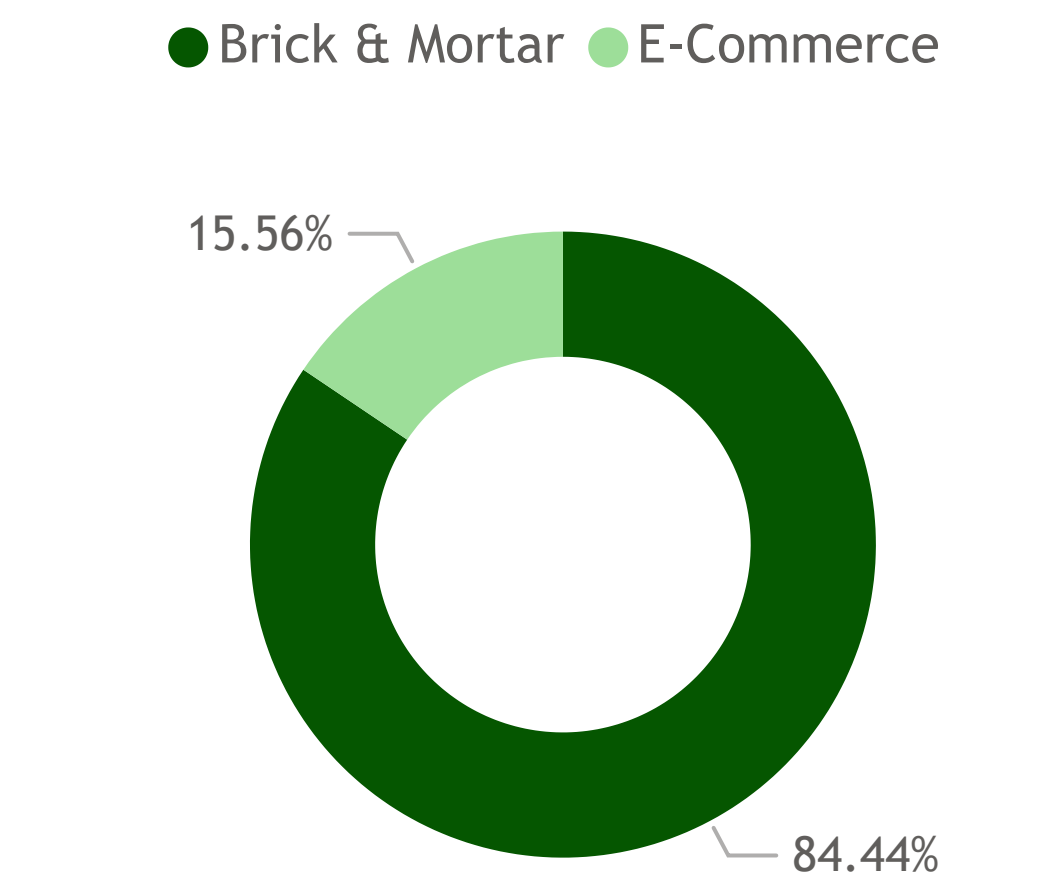
Profit Margin by Product Type



Revenue, Profit Margin and Previous Year Profit by Year



Profit Margin by Customer Type



You can drill through to the Customer Analysis for an in-depth analysis by right-clicking on the customer name in the table below.

Revenue and Profit by Customer Name

Custmer Name	Revenue	Profit Margin	Profit Margin %
Electricalsara Stores	591,067,030.84৳	197,022,343.63৳	41.97%
Electricalslytical	70,991,190.27৳	23,663,730.09৳	5.04%
Excel Stores	70,235,336.60৳	23,411,778.85৳	4.99%
Premium Stores	64,305,309.88৳	21,435,103.32৳	4.57%
Nixon	62,767,108.69৳	20,922,369.56৳	4.46%
Info Stores	50,193,047.19৳	16,731,015.73৳	3.56%
Control	45,433,955.71৳	15,144,651.90৳	3.23%
Control	45,433,955.71৳	15,144,651.90৳	3.23%



CUSTOMER ANALYSIS



Customer Name

Electricalsara Stores

Customer Type

Brick & Mortar

Revenue

591.07M₹

Avg Revenue

2.12M₹

Product Type

Distribution

Own Brand

Sales Target Adjustment

0.00

Year

2017

2018

2019

2020

Month

Jan

Apr

Jul

Oct

Feb

May

Aug

Nov

Mar

Jun

Sep

Dec

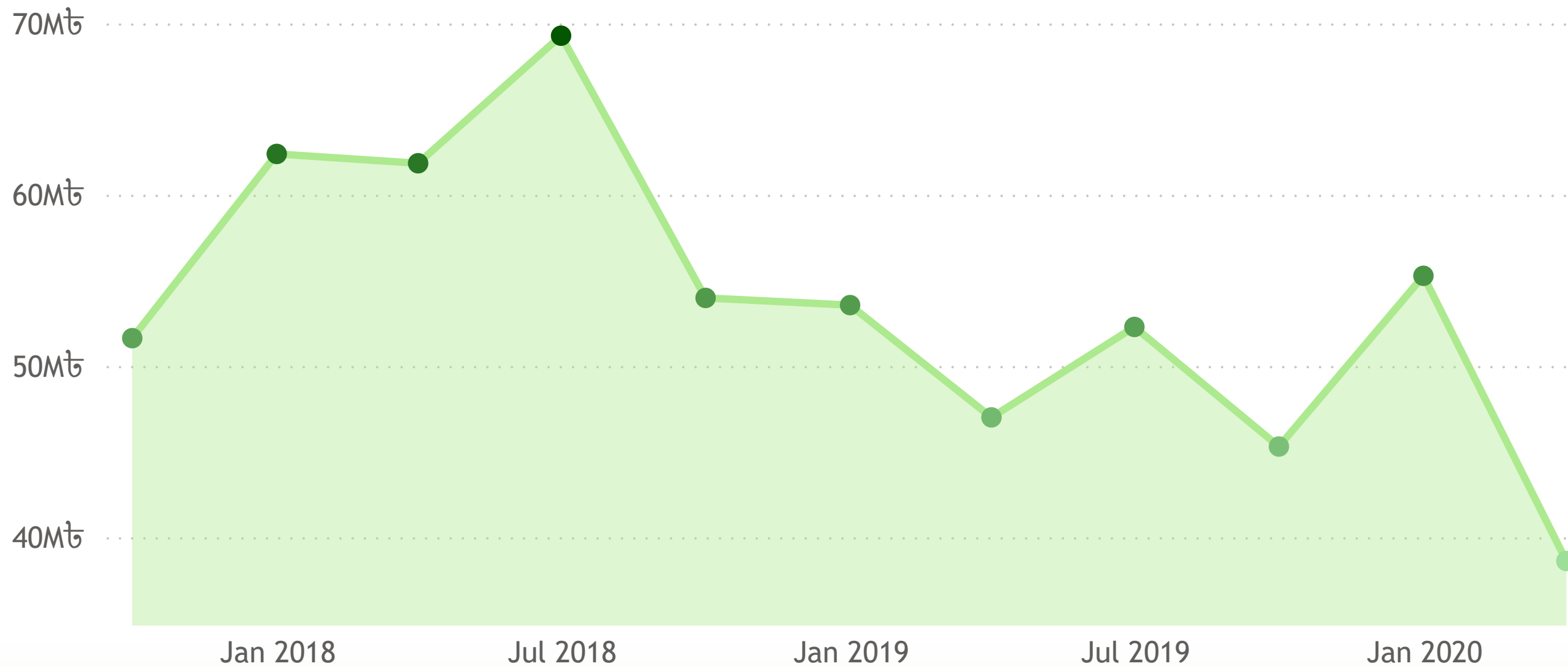
Revenue and Target Revenue

591.07M₹

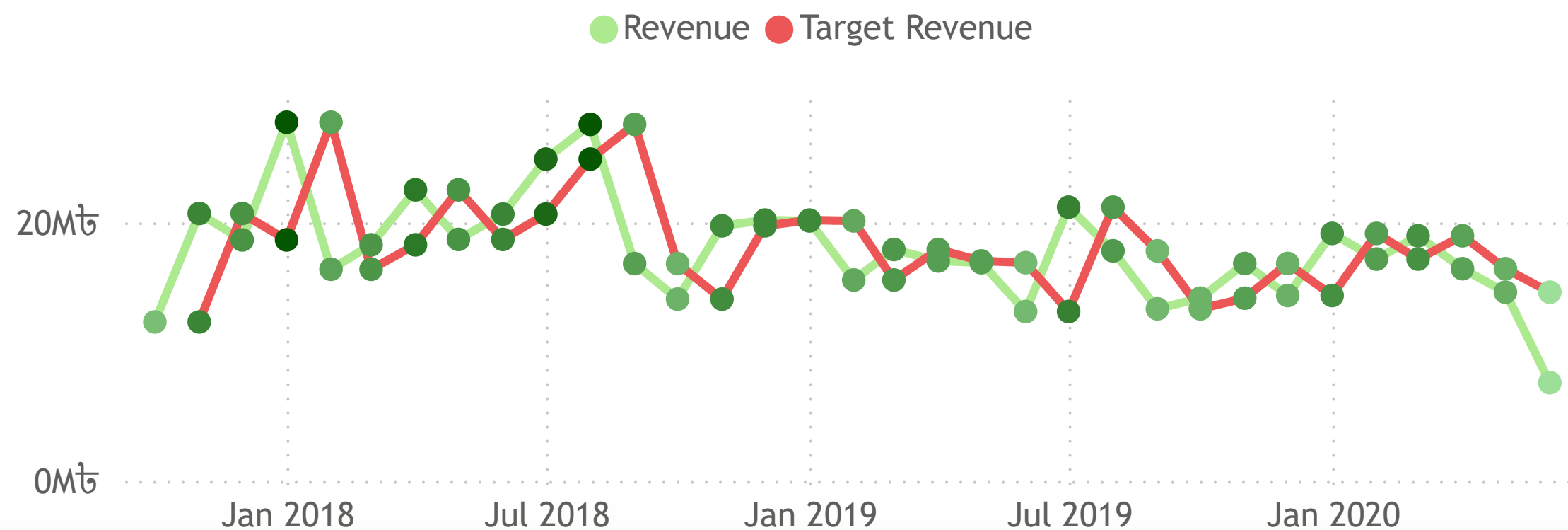
0.00M₹

583.47M₹

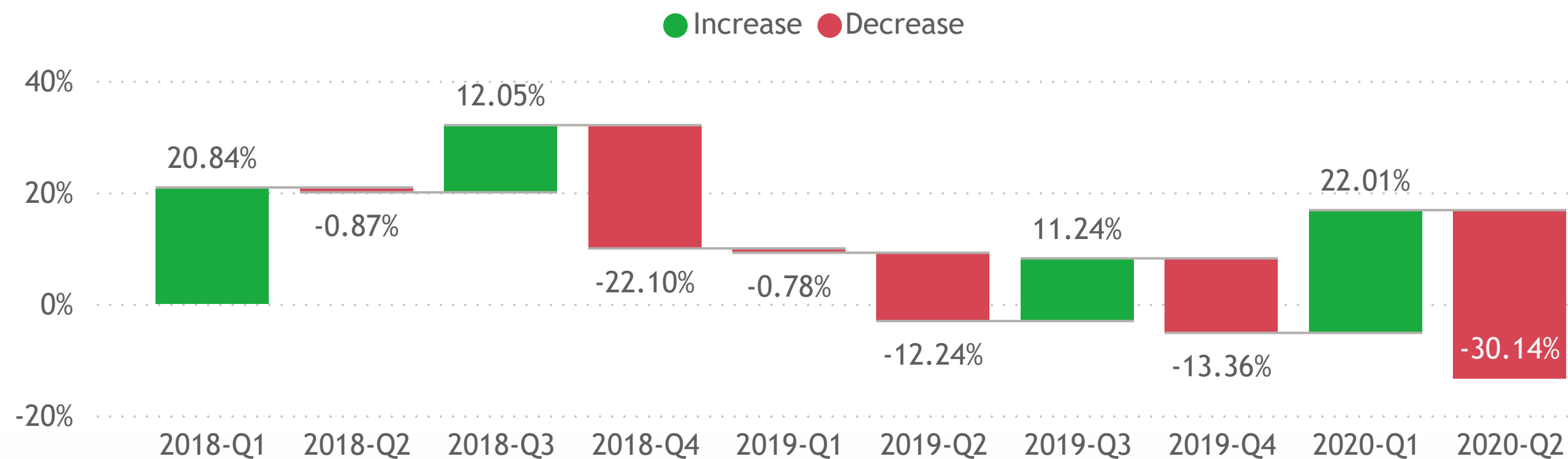
Revenue by Quarter



Revenue and Target Revenue by Start of Month



QoQ Revenue growth change% by Year-Quarter





BRANCE ANALYSIS



Top Branch

Jessore

Revenue

1.41bn৳

Avg Revenue

93.89M৳

Market Zone

Chittagong

Dhaka

Khulna

Product Type

Distribution

Own Brand

Sales Target Adjustment

0.00

Year

2017

2018

2019

2020

Month

Jan

Apr

Jul

Oct

Feb

May

Aug

Nov

Mar

Jun

Sep

Dec

Revenue by Branches

0.8bn৳

0.6bn৳

0.4bn৳

0.2bn৳

0.0bn৳

Jessore

Comilla

Khulna

Chittagong

Noakhali

Narayanganj

Dhaka

Magura

Manikganj

Satkhira

Bagerhat

Narail

Narsingdi

Gazipur

Revenue and Target Revenue

1.41bn৳

0.00M৳

1,387.34M৳

QoQ Revenue growth change% by Year-Quarter

● Increase ● Decrease

40%

20%

0%

-20%

-40%

24.72%

-11.30%

2.63%

-15.27%

-2.78%

-6.79%

13.77%

-17.69%

4.07%

-19.89%

2018-Q1

2018-Q2

2018-Q3

2018-Q4

2019-Q1

2019-Q2

2019-Q3

2019-Q4

2020-Q1

2020-Q2

Revenue and Target Revenue by Start of Month

● Revenue ● Target Revenue

80M৳

60M৳

40M৳

20M৳

Jan 2018

Jul 2018

Jan 2019

Jul 2019

Jan 2020