



76,029,807

**ORDER QTY** 

83,773

2,486,.

9,356,8...

3,1..

**Buyer** 

WALMART

UNIQLO

AMAZON

ACADEMY

TESCO

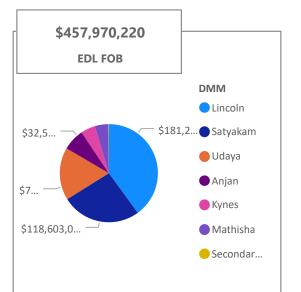
TCP

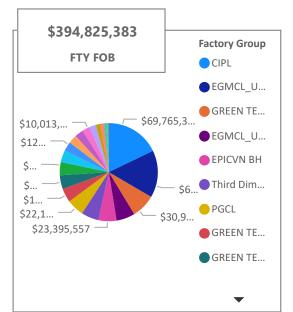
VF

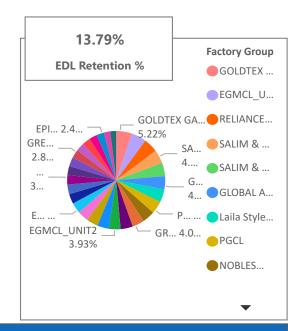
JCP

- 32,32... ● LEVIS

9,807,209







7/1/2019

6/30/2020

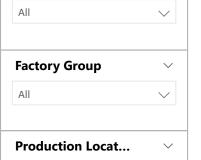




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Buyer	~	AMAZON
<b>,</b>		BONMARCHE
All	~	BROOKS BROT
		C and A SOUR
		DILLARDS
Brand	~	DUNNES
		ETDSI(BYR)
All	~	FLIPKART

Sales Entry		
All	~	
Product Group	~	



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All

Order Qty					
Buyer	Order QTY				
ACADEMY	2,490,867				
AMAZON	3,600,422				
BONMARCHE	449,132				
BROOKS BROTHERS	204,499				
C and A SOURCING LIMITED	404,133				
DILLARDS	743,006				
DUNNES	1,084,651				
ETDSI(BYR)	18,000				
FLIPKART	784				
H&M	240,273				
IN7	353,629				
JCP	2,619,303				
Total	76,029,807				

DMM	EDL FOB WISE VALUE
Anjan	\$32,560,214
Kynes	\$21,908,099
Lincoln	\$181,240,441
Mathisha	\$19,949,697
Satyakam	\$118,993,293
Secondary Sales	\$753,447
Udaya	\$82,565,030
Total	\$457,970,220

FTY FOB				
Factory Group	FTY FOB WISE VALUE			
BIRDS GARMENTS LTD	\$5,834,240			
CIPL	\$72,125,695			
DAYA APPAREL EXPORT PVT LTD	\$62,833			
EGMCL_UNIT1	\$24,007,181			
EGMCL_UNIT2	\$17,050,547			
EGMCL_UNIT3	\$60,842,763			
EGMCL_UNIT4	\$15,350,794			
EGMCL_UNIT5	\$8,575,302			
Epic Apparel PLC (Ethiopia)	\$10,013,942			
EPICVN XL	\$425,787			
EPICVN BH	\$23,425,046			
GLOBAL ATTIRE LIMITED	\$12,182,974			
Total	\$394,825,383			

<b>EDL Retention</b> %				
Factory Group	Retention %			
BIRDS GARMENTS LTD	14.61%			
CIPL	14.58%			
DAYA APPAREL EXPORT PVT LTD	16.19%			
EGMCL_UNIT1	15.58%			
EGMCL_UNIT2	15.28%			
EGMCL_UNIT3	12.56%			
EGMCL_UNIT4	13.36%			
EGMCL_UNIT5	19.21%			
Epic Apparel PLC (Ethiopia)	14.40%			
EPICVN XL	9.54%			
EPICVN BH	8.29%			
GLOBAL ATTIRE LIMITED	16.85%			
Total	13.79%			

Top 5 Buyer					
Buyer	Order QTY (plot)	Order Value (EDL FOB WISE)			
WALMART	32,327,289	\$179,514,969			
UNIQLO	9,807,209	\$68,882,948			
TCP	9,356,890	\$32,560,214			
LEVIS	4,845,632	\$42,881,304			
AMAZON	3,600,422	\$27,820,666			
Total	59,937,442	\$351,660,100			

Bottom 5 Buyer						
Buyer	Order QTY (plot)	Order Value (EDL FOB WISE)				
FLIPKART	784	\$4,137				
TJ MAX	11,355	\$71,194				
WALMART-CAM	14,142	\$67,196				
ETDSI(BYR)	18,000	\$127,485				
H&M	240,273	\$713,236				
Total	284,554	\$983,248				

		Compa	rison		
Buyer	Current EDL- FOB Value	Last FY EDL- FOB Value	% VS	Previous Of Last FY EDL-FOB Value	% VS
ACADEMY	\$17,779,115	\$15,455,194	15.%	\$14,644,034	21.4%
AMAZON	\$27,820,666	\$29,531,165	(5.8%)	\$5,578,074	398.8%
ANF					
ARCADIA					
BEAR BOTTOM				\$74,906	(100.%)
BELK					
BENETTON					
BONMARCHE	\$2,752,116	\$5,712,541	(51.8%)	\$4,228,921	(34.9%)
BROOKS BROTHERS	\$3,675,715	\$1,534,782	139.5%		0.%
C and A SOURCING	\$4,041,014	\$2,379,539	69.8%	\$3,510,604	15.1%
Total	\$457,970,220	\$446,652,887	2.5%	\$411,093,845	11.4%





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Buyer	~
All	~
Brand	~
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Sales Entry	~
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Product Group	~
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Factory Group	~

**Production Locat...** 

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All

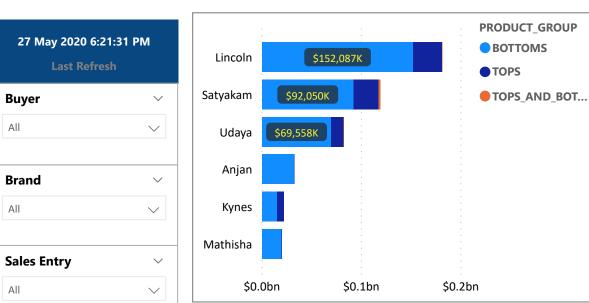
					C	BD ISSUE				
	CONFIRMED					ORD_PUSHBK		CONFIRMED + ORD_PUSHBK		
Buyer	Shipped QTY (pcs)	To Be Shipped QTY (pcs)	Total Order QTY (Shipped + To Be Shipped) (pcs)	EDL FOB Wise Value (\$)	FTY FOB Wise Value ( \$ )	Retention (%)	Order QTY (pcs)	EDL FOB Wise Value (\$)	Total QTY (pcs)	Or
ACADEMY	2,355,733.00	130,369.00	2,486,102.00	17,747,856.13	14,129,953.01	20.39	4,765.00	31,258.40	2,490,867.00	
AMAZON	3,044,295.00	556,127.00	3,600,422.00	27,820,665.68	24,620,750.09	11.50			3,600,422.00	
BONMARCHE	449,130.00	2.00	449,132.00	2,752,115.89	2,349,669.68	14.62			449,132.00	
BROOKS BROTHERS	202,421.00	2,078.00	204,499.00	3,675,715.22	3,238,503.93	11.89			204,499.00	3
C and A SOURCING LIMITED	403,633.00	500.00	404,133.00	4,041,013.81	3,271,689.13	19.04			404,133.00	
DILLARDS	697,201.00	45,805.00	743,006.00	8,184,055.10	7,412,120.37	9.43			743,006.00	
DUNNES	898,596.00	146,348.00	1,044,944.00	7,286,944.99	6,090,453.05	16.42	39,707.00	254,545.62	1,084,651.00	
ETDSI(BYR)	0.00	18,000.00	18,000.00	127,485.00	127,485.00	0.00			18,000.00	
FLIPKART	784.00	0.00	784.00	4,136.92	3,590.74	13.20			784.00	
H&M	240,273.00	0.00	240,273.00	713,236.37	670,941.12	5.93			240,273.00	
IN7	308,575.00	45,054.00	353,629.00	744,016.94	744,016.94	0.00			353,629.00	
JCP	2,619,303.00	0.00	2,619,303.00	16,897,972.89	14,005,375.39	17.12			2,619,303.00	2
KOHLs	538,166.00	31,662.00	569,828.00	4,128,984.49	3,436,463.10	16.77			569,828.00	
LEVIS	4,328,472.00	106,782.00	4,435,254.00	38,800,202.77	33,615,999.69	13.36	410,378.00	4,081,100.74	4,845,632.00	
NAUTICA	462,000.00	15,148.00	477,148.00	2,980,529.96	2,283,470.61	23.39			477,148.00	
SAINSBURYS	904,618.00	137,046.00	1,041,664.00	6,880,553.10	5,886,593.57	14.45	1,792.00	12,914.08	1,043,456.00	
TCP	8,652,116.00	704,774.00	9,356,890.00	32,560,213.92	28,899,573.15	11.24			9,356,890.00	33
TESCO	1,175,924.00	218,101.00	1,394,025.00	8,556,875.52	7,509,401.22	12.24			1,394,025.00	
TJ MAX	11,355.00	0.00	11,355.00	71,193.66	50,660.13	28.84			11,355.00	
UNIQLO	8,206,904.00	1,600,305.00	9,807,209.00	68,882,948.25	59,383,963.34	13.79			9,807,209.00	
VF	2,415,608.00	758,587.00	3,174,195.00	17,049,942.26	14,535,429.48	14.75			3,174,195.00	
VF-DICKIES	69,985.00	13,788.00	83,773.00	615,365.08	514,278.70	16.43	14,347.00	122,786.09	98,120.00	
WALMART	25,286,537.00	7,040,752.00	32,327,289.00	179,514,968.58	155,137,211.48	13.58			32,327,289.00	
WALMART-CAM	12,672.00	1,470.00	14,142.00	67,196.02	52,150.22	22.39			14,142.00	
WALMART-CANADA	253,430.00	173,161.00	426,591.00	1,654,139.40	1,494,085.47	9.68			426,591.00	
WALMART-CHINA	142,460.00	0.00	142,460.00	817,247.00	698,631.32	14.51			142,460.00	
WALMART-JAPAN	132,768.00	0.00	132,768.00	892,039.86	801,047.02	10.20			132,768.00	
Total	63,812,959.00	11,745,859.00	75,558,818.00	453,467,614.81	390,963,506.94	13.78	470,989.00	4,502,604.93	76,029,807.00	38



Financial Year	
FY19-20	,



## **/// DMM WISE ANALYSIS**

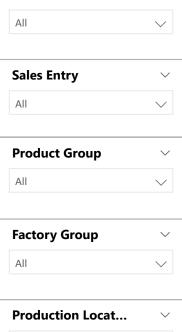


DMM	Order Qty (plot)	EDL FOB WISE VALUE	FTY FOB WISE VALUE	Retention%	
☐ Anjan	9,356,890	\$32,560,214	\$28,899,573	11.24%	
⊕ TCP	9,356,890	9,356,890 \$32,560,214		11.24%	
	3,060,695	\$21,908,099	\$17,595,906	19.68%	
+ ACADEMY	2,490,867	\$17,779,115	\$14,159,443	20.36%	
+ KOHLs	569,828	\$4,128,984	\$3,436,463	16.77%	
☐ Lincoln	32,768,806	\$181,240,441	\$156,687,038	13.55%	
	784	\$4,137	\$3,591	13.20%	
+ WALMART	32,327,289	\$179,514,969	\$155,137,211	13.58%	
+ WALMART-CAM	14,142	\$67,196	\$52,150	22.39%	
WALMART-CANADA	426,591	\$1,654,139	\$1,494,085	9.68%	
─ Mathisha	3,107,806	\$19,949,697	\$16,339,506	18.10%	
+ JCP	2,619,303	\$16,897,973	\$14,005,375	17.12%	
Total	76,029,807	\$457,970,220	\$394,825,383	13.79%	

## /// FACTORY WISE ANALYSIS

Buyer	Shiped Qty	Shipped Value (EDL FOB WISE)	To Be Shipped Qty	To Be Shipped Value (EDL FOB WISE)
☐ ACADEMY	2,360,498	\$16,824,519	130,369	\$954,595
EGMCL_UNIT2	523,245	\$3,756,607	48,816	\$343,884
EGMCL_UNIT5	618,471	\$3,822,518	40,968	\$291,786
EPICVN XL	24,761	\$194,176	0	\$0
EPICVN BH	154,181	\$1,216,881	0	\$0
GOLDTEX GARMENTS LTD	410,045	\$3,156,906	40,585	\$318,925
GREEN TEXTILE LTD	81,967	\$793,219	0	\$0
PGCL	547,828	\$3,884,211	0	\$0
─ AMAZON	3,044,295	\$23,482,523	556,127	\$4,338,143
CIPL	6,668	\$51,302	0	\$0
EGMCL_UNIT5	337,939	\$2,113,068	8,816	\$61,047
EPICVN XL	30,320	\$248,624	0	\$0
EPICVN BH	1,227,045	\$9,776,725	347,205	\$2,689,332
GLOBAL ATTIRE LIMITED	1,156,137	\$9,037,539	180,305	\$1,460,751
Total	63,908,731	\$384,879,528	12,121,076	\$73,090,692





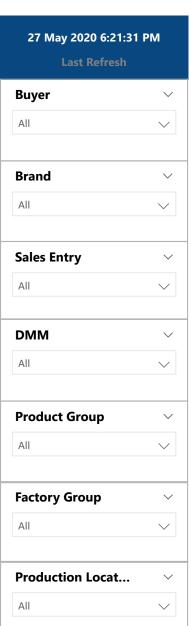
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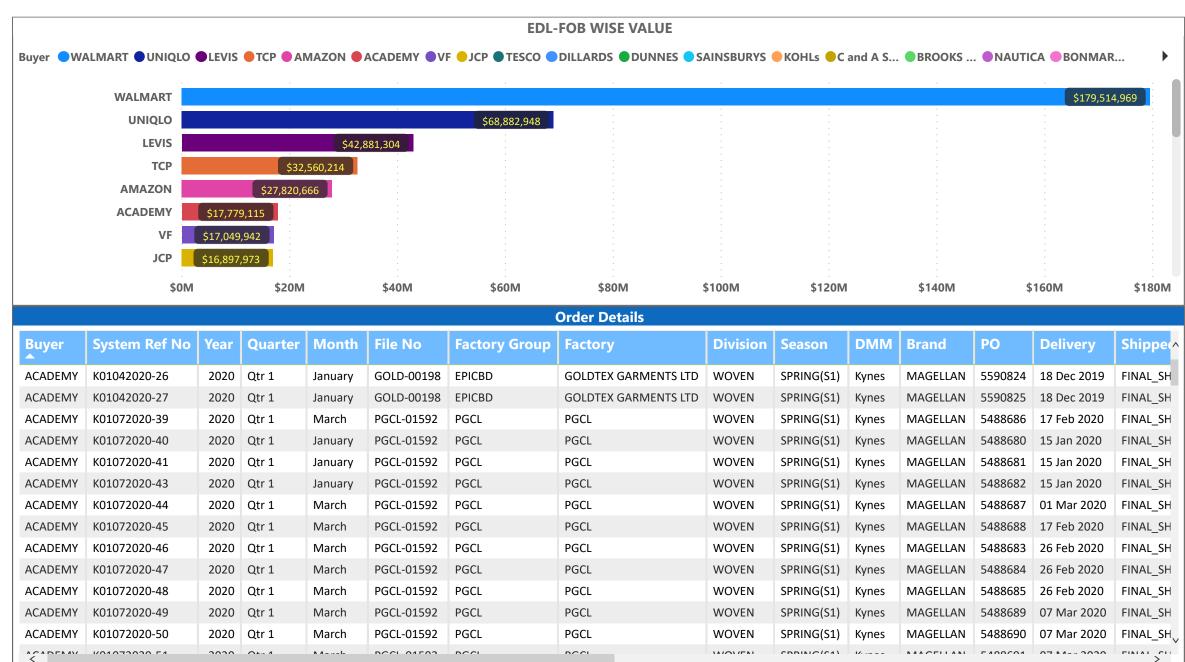
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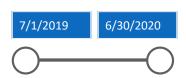












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REPORT												
Fiscal Year  ▼	Month	Fiscal Quarter	Fiscal Half	Month Year	Order Qty (plot)	EDL-FOB WISE VALUE	Shipped Qty	Shipped Value (EDL FOB WISE)	Confirmed + PUSHBK Status QTY	Other Status QTY	To Be Shipped QTY (Confirmed + PUSHBK) - (Shipped Qty)	To Be Shipped ( (EDL FOB WISE)
FY19-20	July	FQ1	HF1	Jul 2019	5,912,837	\$38,447,759	5,912,837	\$38,447,759	5,912,837		0	
	August	FQ1	HF1	Aug 2019	6,405,008	\$38,914,963	6,405,007	\$38,914,955	6,405,008		1	
	September	FQ1	HF1	Sep 2019	6,028,852	\$37,242,794	6,028,852	\$37,242,794	6,028,852		0	
	October	FQ2	HF1	Oct 2019	5,681,360	\$34,847,366	5,681,360	\$34,847,366	5,681,360		0	
	November	FQ2	HF1	Nov 2019	4,847,859	\$30,273,748	4,847,857	\$30,273,733	4,847,859		2	
	December	FQ2	HF1	Dec 2019	8,302,416	\$48,819,644	8,291,765	\$48,671,039	8,302,416		10,651	\$1
	January	FQ3	HF2	Jan 2020	7,439,225	\$45,177,179	7,437,621	\$45,161,477	7,439,225		1,604	ţ
	February	FQ3	HF2	Feb 2020	7,101,713	\$41,158,729	7,053,991	\$41,011,902	7,101,713		47,722	\$1
	March	FQ3	HF2	Mar 2020	7,309,433	\$41,263,968	7,199,455	\$40,462,097	7,309,433		109,978	\$8
	April	FQ4	HF2	Apr 2020	2,947,394	\$17,892,184	2,054,255	\$12,796,821	2,947,345	49	893,090	\$5,0
	May	FQ4	HF2	May 2020	7,503,993	\$43,339,721	2,994,316	\$17,037,353	7,439,144	64,849	4,444,828	\$26,3
	June	FQ4	HF2	Jun 2020	6,973,452	\$40,592,163	1,415	\$12,232	6,614,615	358,837	6,613,200	\$40,5
Total					76,453,542	\$457,970,220	63,908,731	\$384,879,528	76,029,807	423,735	12,121,076	\$73,0