Amazon Sales Analysis

Total Sales
79M

Average Order Value
609

Total Quantity Sold
117K

Quarter
All

B2B
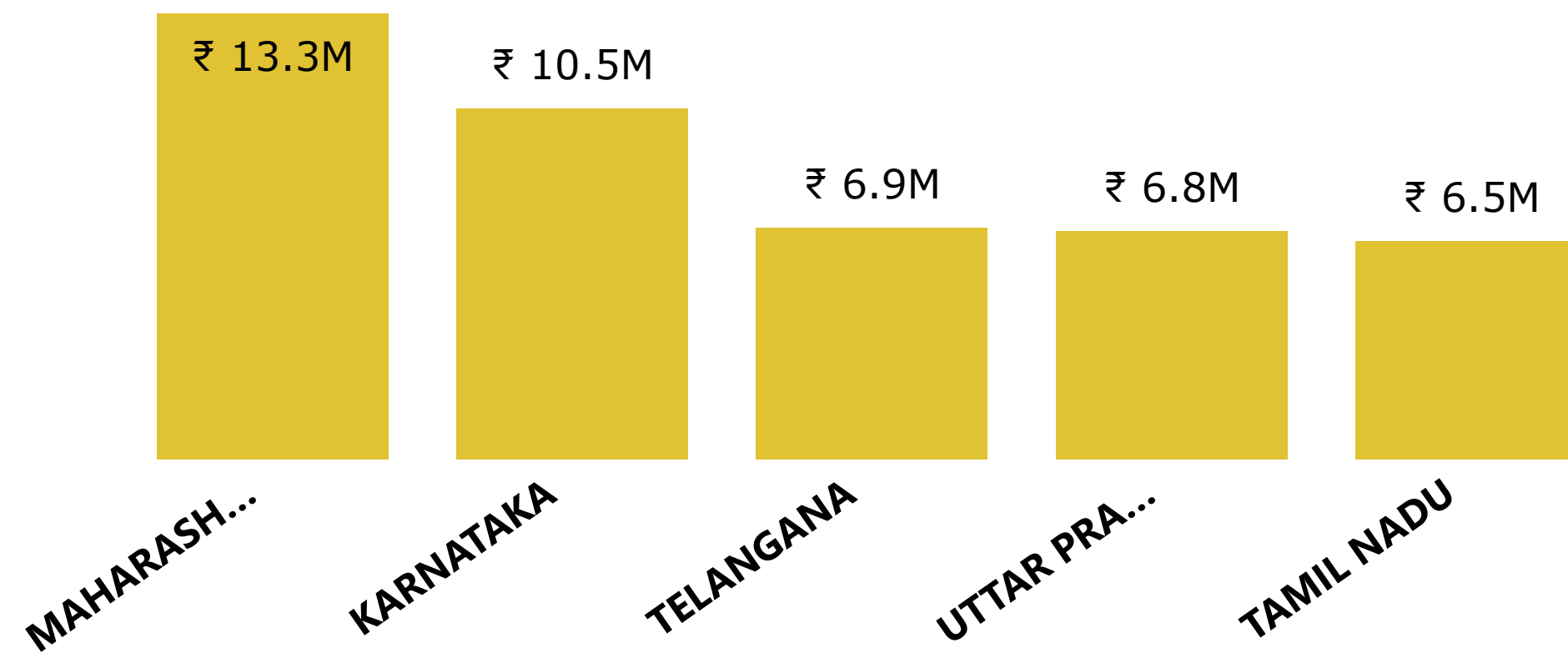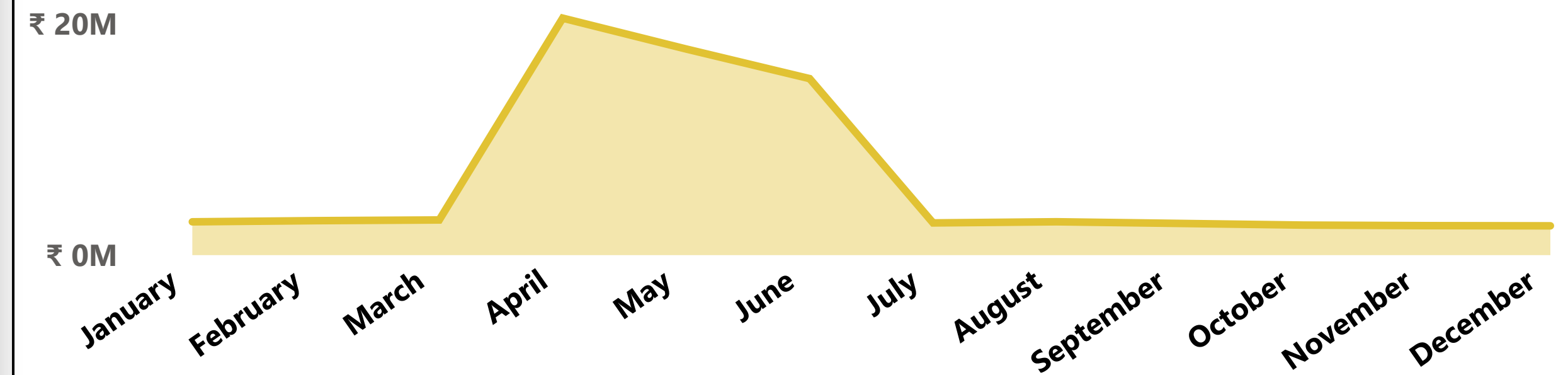All

Sales Channel
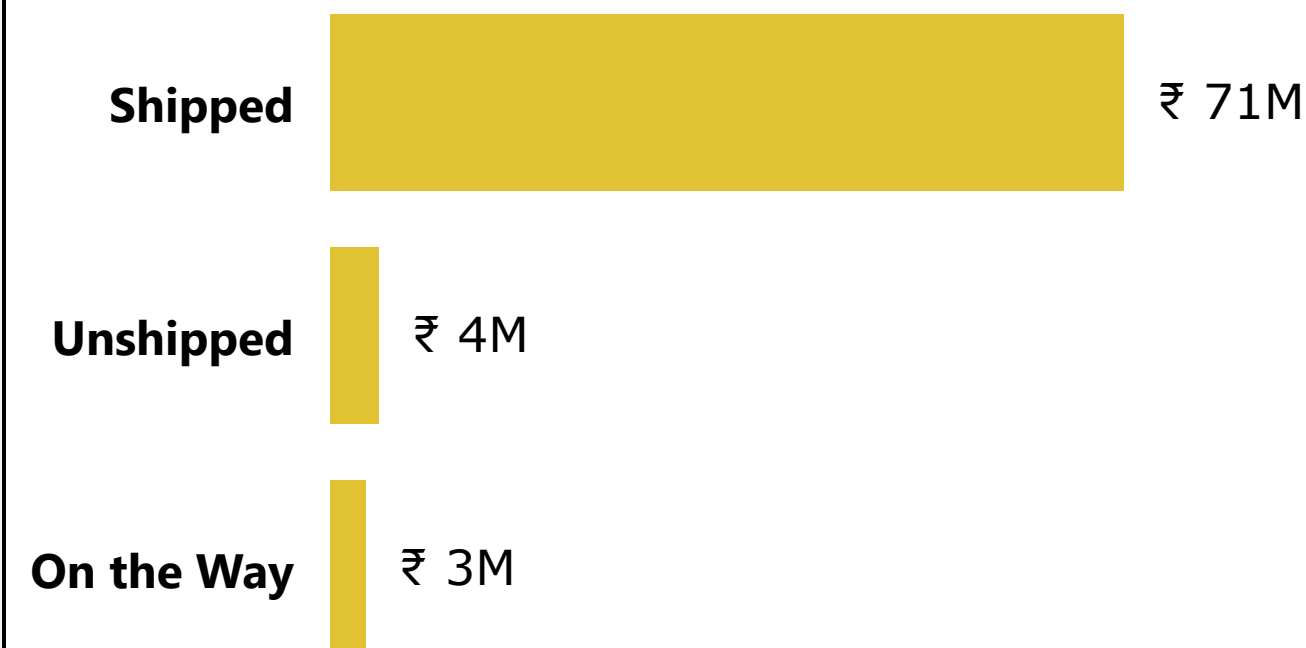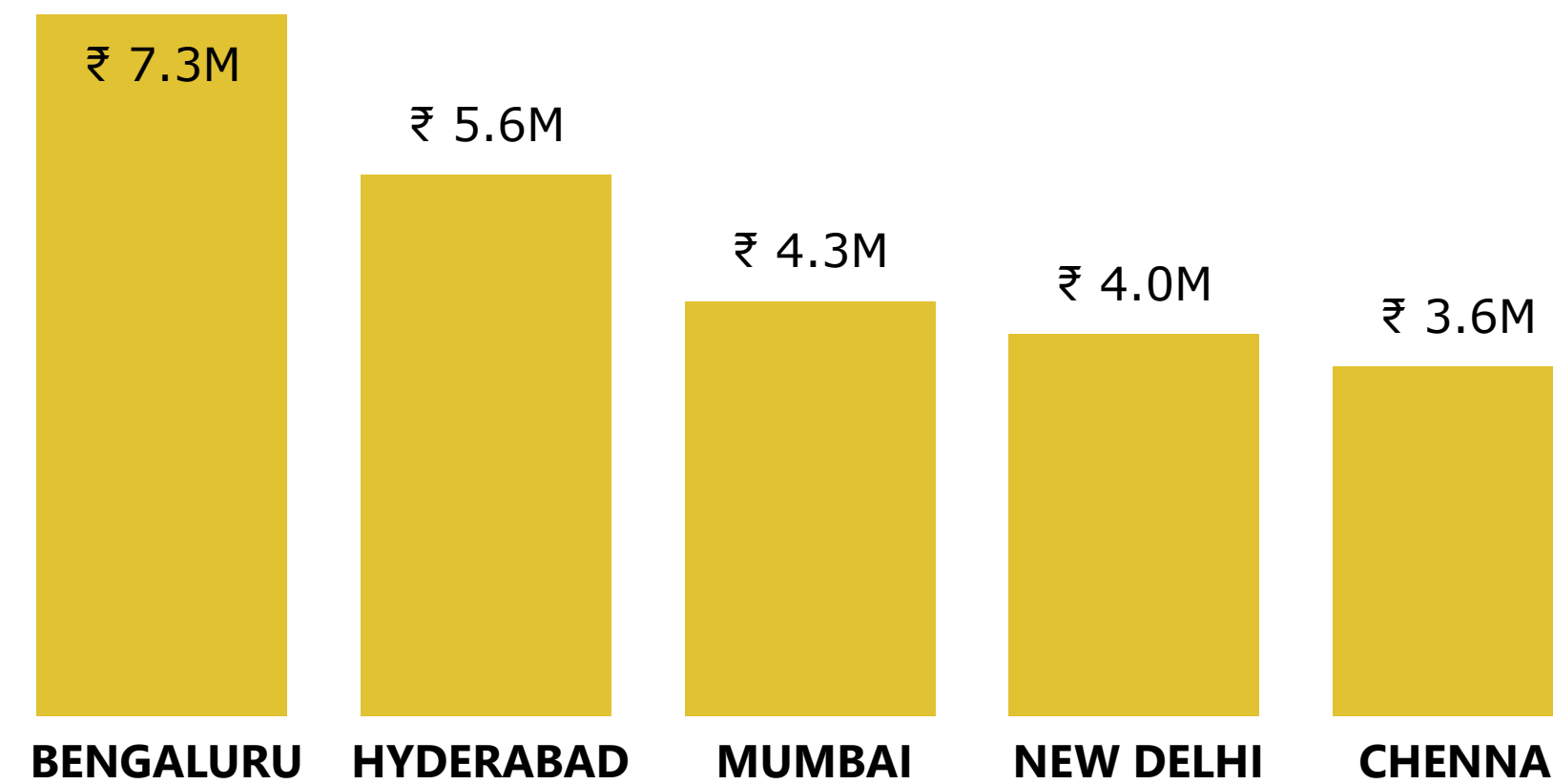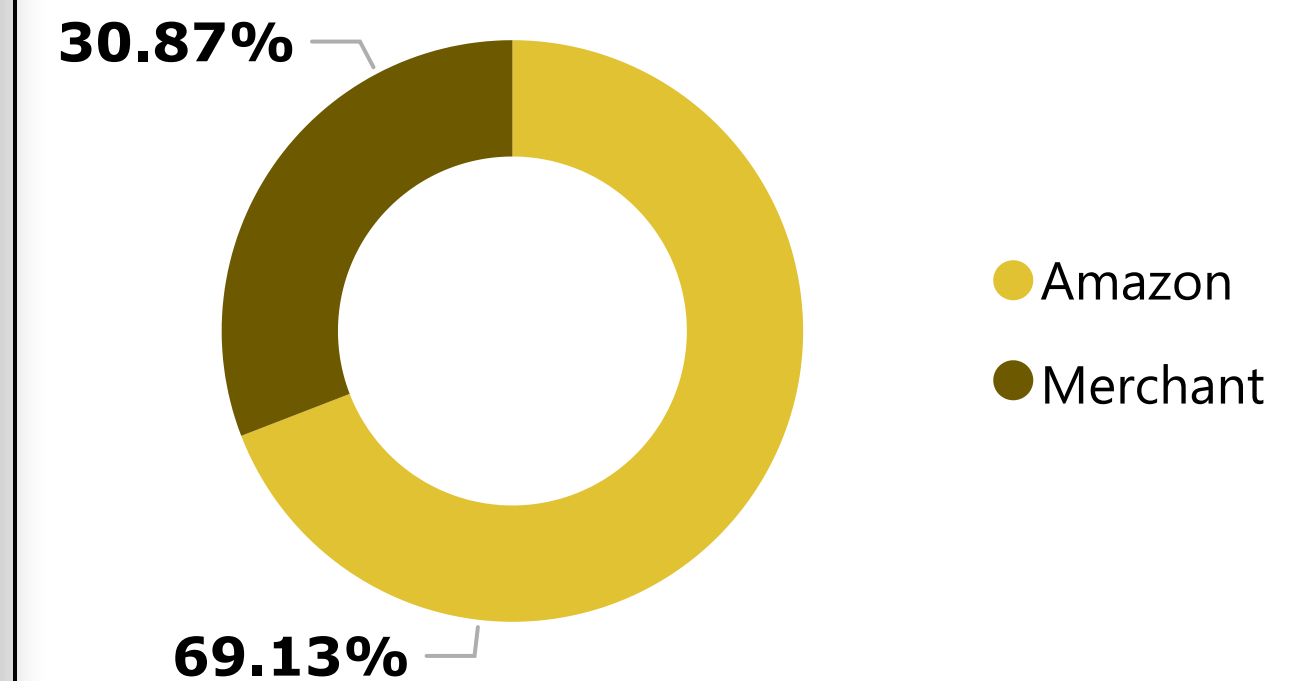☐ Amazon.in
☐ Non-Amazon

Top 5 States by Sales

- MAHARASH...: ₹ 13.3M
- KARNATAKA: ₹ 10.5M
- TELANGANA: ₹ 6.9M
- UTTAR PRA...: ₹ 6.8M
- TAMIL NADU: ₹ 6.5M

Sales over time

₹ 20M
₹ 0M

January, February, March, April, May, June, July, August, September, October, November, December

Total Sales by Courier Status

- Shipped: ₹ 71M
- Unshipped: ₹ 4M
- On the Way: ₹ 3M

Top 5 Cities by Sales

- BENGALURU: ₹ 7.3M
- HYDERABAD: ₹ 5.6M
- MUMBAI: ₹ 4.3M
- NEW DELHI: ₹ 4.0M
- CHENNAI: ₹ 3.6M

Sales by Fulfilment

- 30.87%
- 69.13%

● Amazon
● Merchant

Amazon Product Analysis

Total Quantity Sold

117K

Average Qty Sold

1

Highest selling Product

T-shirt

Product Size
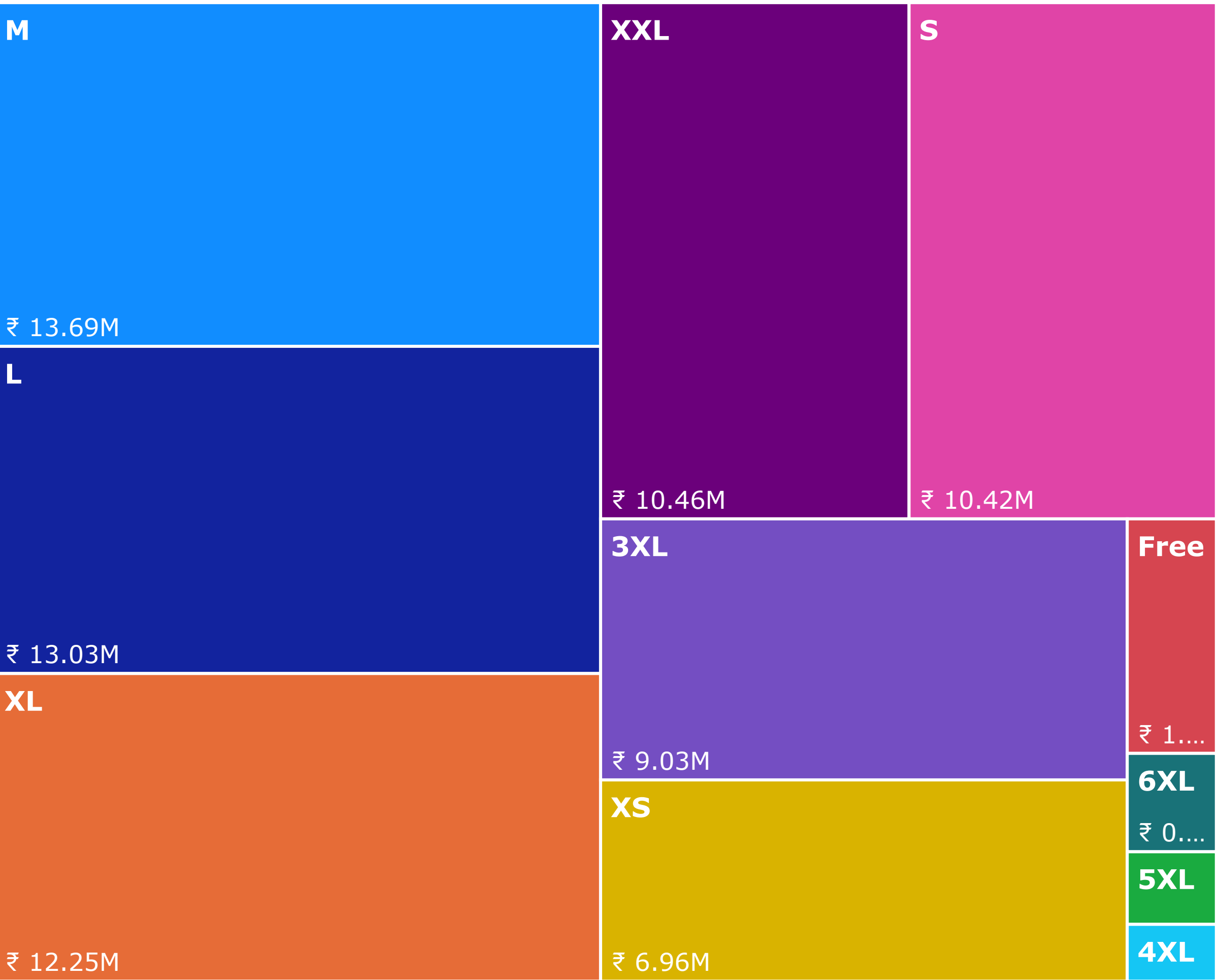
All

B2B

All

Sales Channel

☐ Amazon.in

☐ Non-Amazon

Top 5 Products by Quantity

- T-shirt: 45K
- Shirt: 45K
- Blazzer: 14K
- Trousers: 10K
- Perfume: 1K
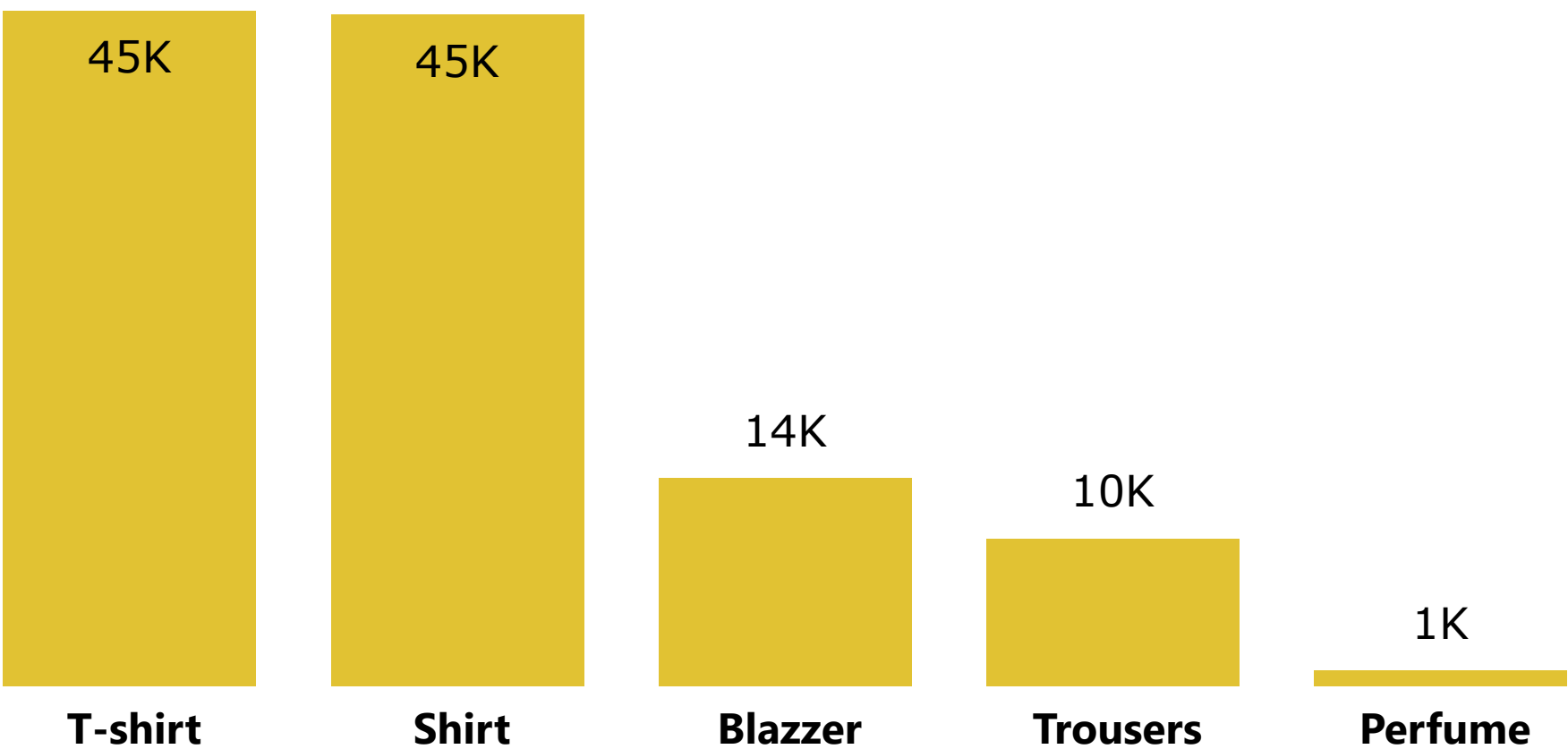
Total Sales by Product Category

- T-shirt: ₹ 39M
- Shirt: ₹ 21M
- Blazzer: ₹ 11M
- Trousers: ₹ 5M
- Perfume: ₹ 1M

Total Sales by Size

- M: ₹ 13.69M
- L: ₹ 13.03M
- XL: ₹ 12.25M
- XXL: ₹ 10.46M
- S: ₹ 10.42M
- 3XL: ₹ 9.03M
- XS: ₹ 6.96M
- Free: ₹ 1....
- 6XL: ₹ 0....
- 5XL
- 4XL
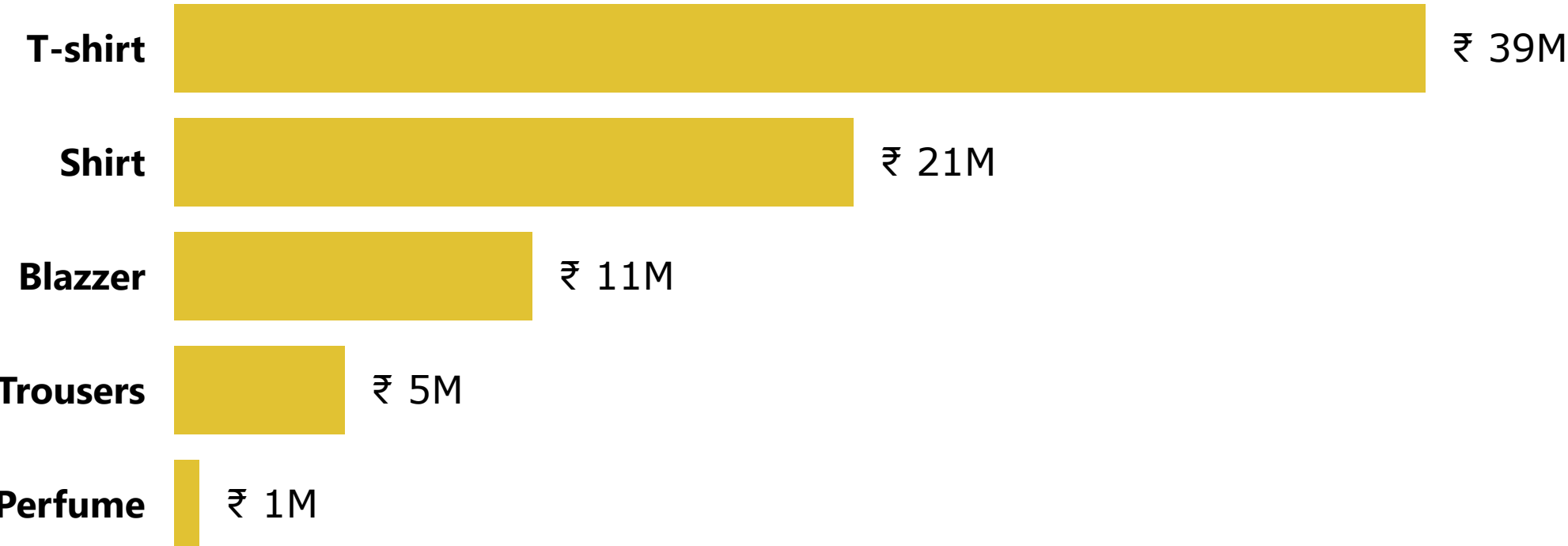
Amazon Customer Segment Analysis

Total Orders

129K

State with Most Orders

MAHARASHTRA

State

All

Product Category

All

Size

All

Top 5 States by Orders

- MAHARASH... 22K
- KARNATAKA 17K
- TAMIL NADU 11K
- TELANGANA 11K
- UTTAR PRAD... 11K

Orders by Fulfilment
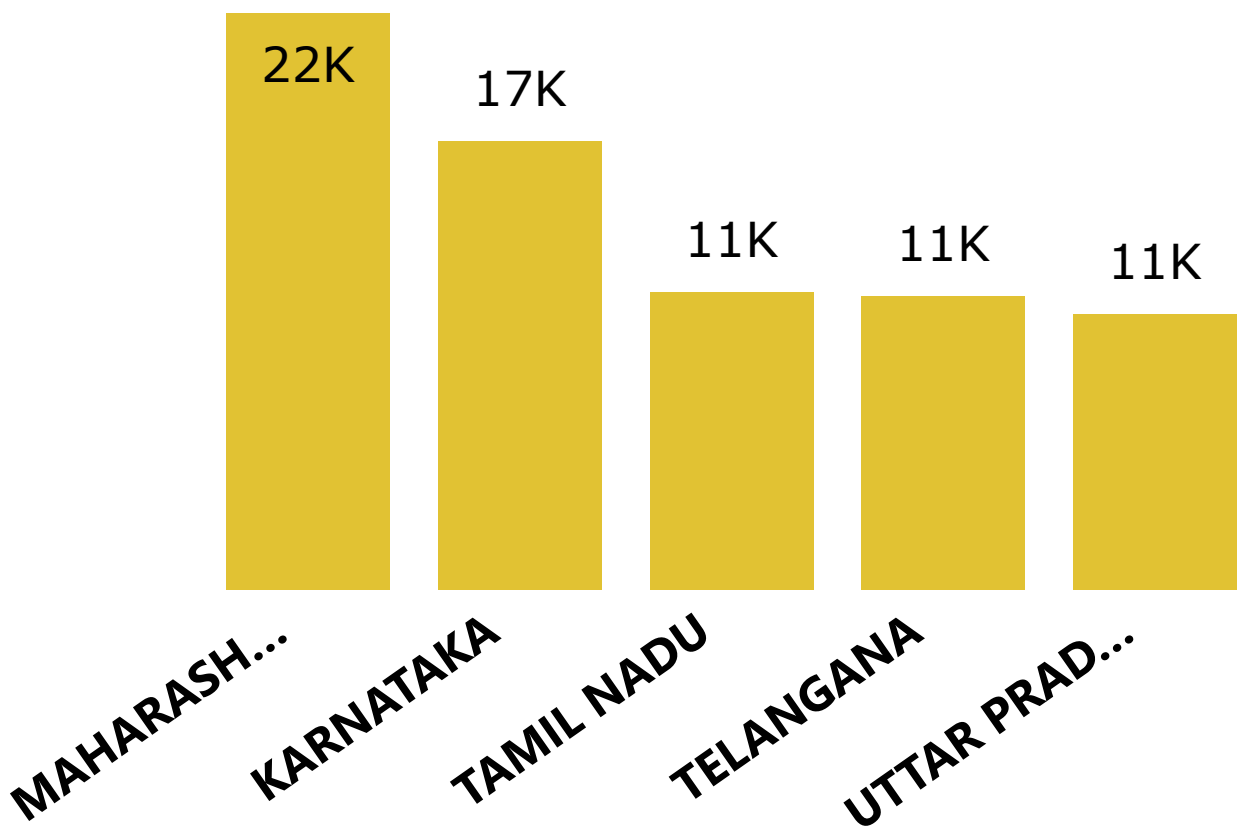
- 30.44%
- 69.56%
- Amazon
- Merchant
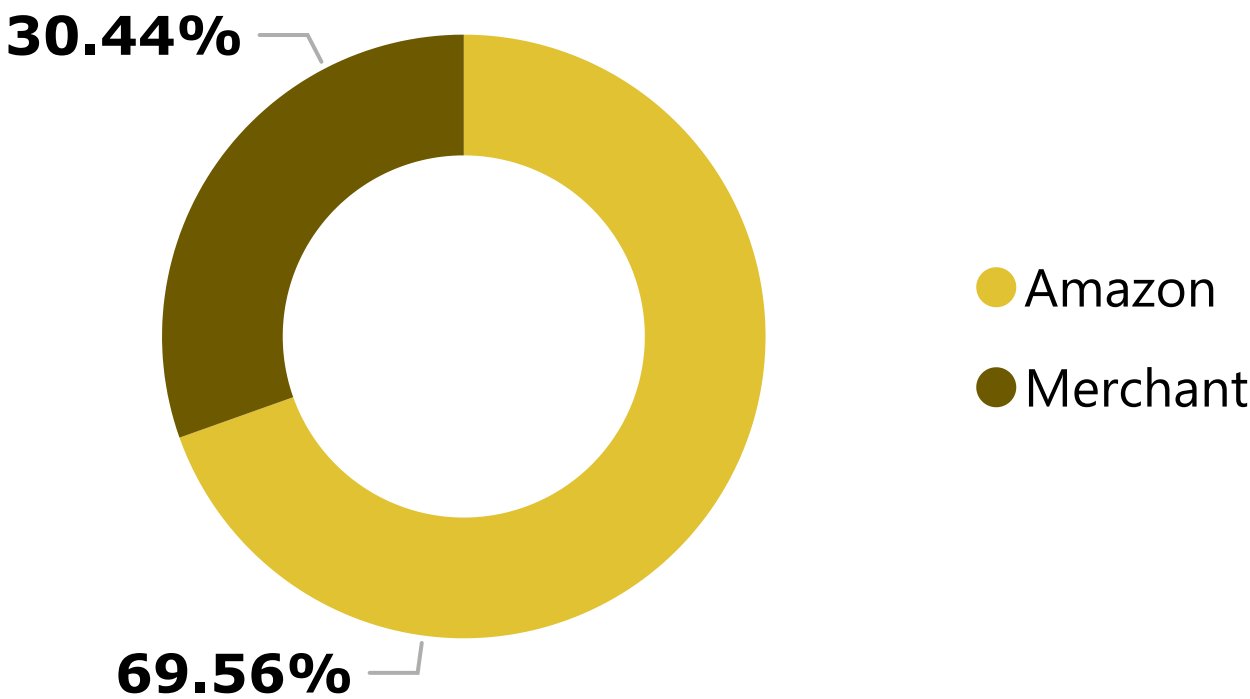
Customer Order Analysis

ship-state	Blazzer	Perfume	Shirt	Shoes	Socks	Trousers	T-shirt	Wallet	Watc
ANDAMAN & NICOBAR	24		83		1	10	107		
ANDHRA PRADESH	631	36	2295	2	14	169	1638	31	
ARUNACHAL PRADESH	18	1	17		1	40	57		
ASSAM	153	11	530		5	114	657	14	
BIHAR	162	11	555	6	11	91	1023	15	
CHANDIGARH	24	2	93		2	45	138	1	
CHHATTISGARH	68	8	303	1		52	385	5	
DADRA AND NAGAR	5		20			3	30		
DELHI	577	62	2005	10	15	770	2839	43	
GOA	119	7	471	3	5	113	329	8	
GUJARAT	626	39	1410	2	18	429	1574	44	
HARYANA	433	46	1091	5	13	590	1859	25	
HIMACHAL PRADESH	37	2	218		1	39	376	3	
JAMMU & KASHMIR	48	2	188	1	5	32	340	2	
JHARKHAND	109	9	427		7	79	642	12	
KARNATAKA	2045	155	6220	23	50	1323	5899	185	
Total	**13942**	**1051**	**45029**	**153**	**399**	**9894**	**45281**	**863**	