

ABC Sdn. Bhd.

Annual Sales Staff Ranking

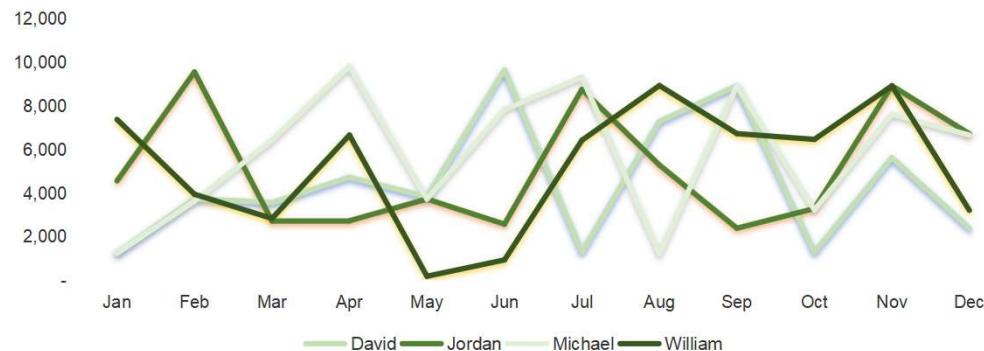
| No. | Name | Sales Target | Sales Result | Completion Rate | Sales Performance | Rate of Completion |
|--------------|--------|------------------|------------------|-----------------|---|---|
| 1 | Name01 | 93,830 | 91,035 | 97.0% | <div style="width: 97%; background-color: #5cb85c;"></div> | <div style="width: 97%; background-color: #d9ead3;"></div> |
| 2 | Name02 | 92,181 | 89,188 | 96.8% | <div style="width: 96.8%; background-color: #5cb85c;"></div> | <div style="width: 96.8%; background-color: #d9ead3;"></div> |
| 3 | Name03 | 91,417 | 53,066 | 58.0% | <div style="width: 58%; background-color: #5cb85c;"></div> | <div style="width: 58%; background-color: #d9ead3;"></div> |
| 4 | Name04 | 85,061 | 57,906 | 68.1% | <div style="width: 68.1%; background-color: #5cb85c;"></div> | <div style="width: 68.1%; background-color: #d9ead3;"></div> |
| 5 | Name05 | 81,847 | 82,445 | 100.7% | <div style="width: 100.7%; background-color: #5cb85c;"></div> | <div style="width: 100.7%; background-color: #d9ead3;"></div> |
| 6 | Name06 | 80,979 | 73,292 | 90.5% | <div style="width: 90.5%; background-color: #5cb85c;"></div> | <div style="width: 90.5%; background-color: #d9ead3;"></div> |
| 7 | Name07 | 65,716 | 96,796 | 147.3% | <div style="width: 147.3%; background-color: #5cb85c;"></div> | <div style="width: 147.3%; background-color: #d9ead3;"></div> |
| 8 | Name08 | 83,113 | 50,580 | 60.9% | <div style="width: 60.9%; background-color: #5cb85c;"></div> | <div style="width: 60.9%; background-color: #d9ead3;"></div> |
| 9 | Name09 | 95,330 | 65,080 | 68.3% | <div style="width: 68.3%; background-color: #5cb85c;"></div> | <div style="width: 68.3%; background-color: #d9ead3;"></div> |
| 10 | Name10 | 98,893 | 64,355 | 65.1% | <div style="width: 65.1%; background-color: #5cb85c;"></div> | <div style="width: 65.1%; background-color: #d9ead3;"></div> |
| 11 | Name11 | 58,593 | 89,346 | 152.5% | <div style="width: 152.5%; background-color: #5cb85c;"></div> | <div style="width: 152.5%; background-color: #d9ead3;"></div> |
| 12 | Name12 | 88,500 | 98,163 | 110.9% | <div style="width: 110.9%; background-color: #5cb85c;"></div> | <div style="width: 110.9%; background-color: #d9ead3;"></div> |
| 13 | Name13 | 67,447 | 80,457 | 119.3% | <div style="width: 119.3%; background-color: #5cb85c;"></div> | <div style="width: 119.3%; background-color: #d9ead3;"></div> |
| 14 | Name14 | 71,612 | 57,457 | 80.2% | <div style="width: 80.2%; background-color: #5cb85c;"></div> | <div style="width: 80.2%; background-color: #d9ead3;"></div> |
| 15 | Name15 | 98,534 | 98,502 | 100.0% | <div style="width: 100%; background-color: #5cb85c;"></div> | <div style="width: 100%; background-color: #d9ead3;"></div> |
| 16 | Name16 | 96,351 | 58,634 | 60.9% | <div style="width: 60.9%; background-color: #5cb85c;"></div> | <div style="width: 60.9%; background-color: #d9ead3;"></div> |
| 17 | Name17 | 60,896 | 71,735 | 117.8% | <div style="width: 117.8%; background-color: #5cb85c;"></div> | <div style="width: 117.8%; background-color: #d9ead3;"></div> |
| 18 | Name18 | 91,263 | 91,324 | 100.1% | <div style="width: 100.1%; background-color: #5cb85c;"></div> | <div style="width: 100.1%; background-color: #d9ead3;"></div> |
| 19 | Name19 | 96,325 | 87,248 | 90.6% | <div style="width: 90.6%; background-color: #5cb85c;"></div> | <div style="width: 90.6%; background-color: #d9ead3;"></div> |
| 20 | Name20 | 81,902 | 65,848 | 80.4% | <div style="width: 80.4%; background-color: #5cb85c;"></div> | <div style="width: 80.4%; background-color: #d9ead3;"></div> |
| 21 | Name21 | 67,438 | 50,048 | 74.2% | <div style="width: 74.2%; background-color: #5cb85c;"></div> | <div style="width: 74.2%; background-color: #d9ead3;"></div> |
| 22 | Name22 | 72,924 | 79,262 | 108.7% | <div style="width: 108.7%; background-color: #5cb85c;"></div> | <div style="width: 108.7%; background-color: #d9ead3;"></div> |
| 23 | Name23 | 73,536 | 79,663 | 108.3% | <div style="width: 108.3%; background-color: #5cb85c;"></div> | <div style="width: 108.3%; background-color: #d9ead3;"></div> |
| 24 | Name24 | 59,674 | 67,097 | 112.4% | <div style="width: 112.4%; background-color: #5cb85c;"></div> | <div style="width: 112.4%; background-color: #d9ead3;"></div> |
| 25 | Name25 | 88,258 | 88,463 | 100.2% | <div style="width: 100.2%; background-color: #5cb85c;"></div> | <div style="width: 100.2%; background-color: #d9ead3;"></div> |
| 26 | Name26 | 96,007 | 89,237 | 92.9% | <div style="width: 92.9%; background-color: #5cb85c;"></div> | <div style="width: 92.9%; background-color: #d9ead3;"></div> |
| 27 | Name27 | 66,280 | 59,667 | 90.0% | <div style="width: 90.0%; background-color: #5cb85c;"></div> | <div style="width: 90.0%; background-color: #d9ead3;"></div> |
| 28 | Name28 | 83,572 | 85,511 | 102.3% | <div style="width: 102.3%; background-color: #5cb85c;"></div> | <div style="width: 102.3%; background-color: #d9ead3;"></div> |
| 29 | Name29 | 63,111 | 73,062 | 115.8% | <div style="width: 115.8%; background-color: #5cb85c;"></div> | <div style="width: 115.8%; background-color: #d9ead3;"></div> |
| 30 | Name30 | 51,742 | 81,499 | 157.5% | <div style="width: 157.5%; background-color: #5cb85c;"></div> | <div style="width: 157.5%; background-color: #d9ead3;"></div> |
| Total | | 2,402,332 | 2,275,966 | 94.7% | | |

Sample Sdn. Bhd.

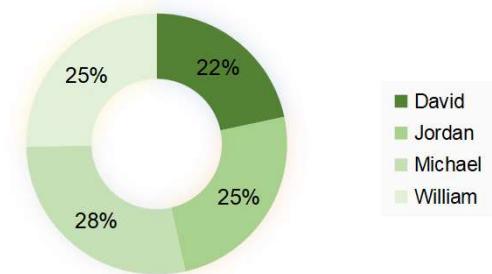
Sales Staff's Monthly Performance Chart

| Sales Staff | David | Jordan | Michael | William |
|------------------------|---------------|----------------|----------------|----------------|
| Jan | 1,234 | 4,563 | 1,235 | 7,382 |
| Feb | 3,748 | 9,562 | 3,628 | 3,947 |
| Mar | 3,562 | 2,719 | 6,428 | 2,837 |
| Apr | 4,728 | 2,732 | 9,821 | 6,666 |
| May | 3,829 | 3,728 | 3,728 | 183 |
| Jun | 9,654 | 2,575 | 7,832 | 932 |
| Jul | 1,289 | 8,762 | 9,326 | 6,427 |
| Aug | 7,284 | 5,289 | 1,212 | 8,938 |
| Sep | 8,932 | 2,389 | 8,923 | 6,732 |
| Oct | 1,278 | 3,289 | 3,232 | 6,467 |
| Nov | 5,621 | 8,932 | 7,623 | 8,923 |
| Dec | 2,389 | 6,723 | 6,666 | 3,212 |
| Total | 53,548 | 61,263 | 69,654 | 62,646 |
| Target | 60,000 | 60,000 | 60,000 | 60,000 |
| Completion Rate | 89.25% | 102.11% | 116.09% | 104.41% |

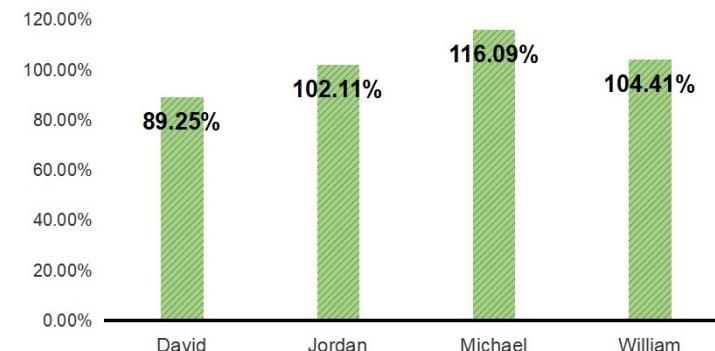
Sales Staff's Monthly Performance Chart



Sales Staff's Performance Chart



Sales Staff's Completion Rate

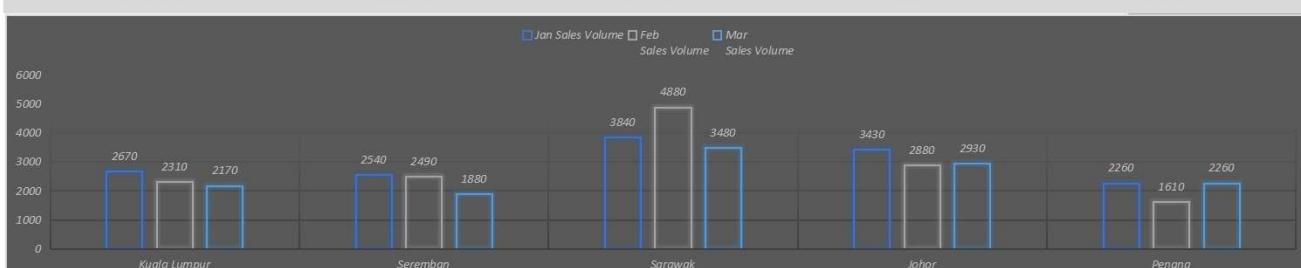
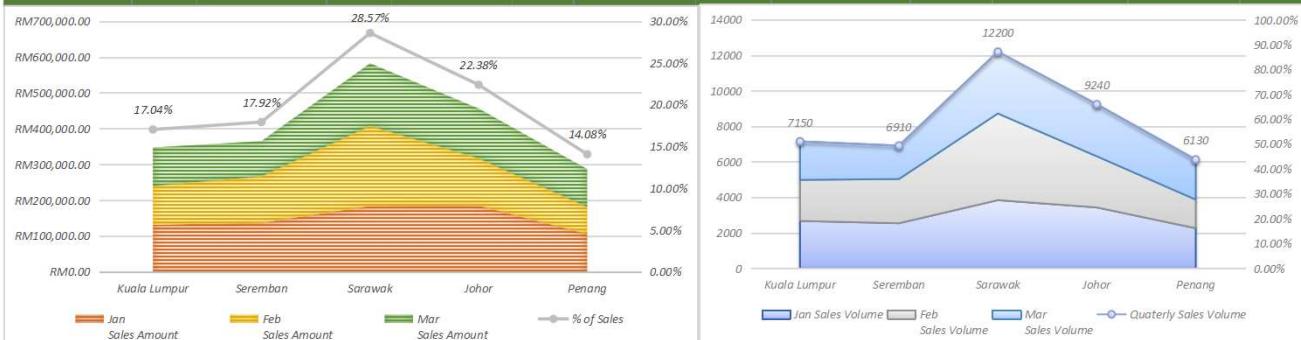




Sales Management Tools

Quaterly Sales Analysis by Area

| Area | Jan Sales Volume | Jan Sales Amount | Feb Sales Volume | Feb Sales Amount | Mar Sales Volume | Mar Sales Amount | Quaterly Sales Volume | Quaterly Sale Amount | % of Sales | Quaterly Sales Target | Achievement rate | Ranking |
|--------------|------------------|---------------------|------------------|---------------------|------------------|---------------------|-----------------------|-----------------------|----------------|-----------------------|------------------|---------|
| Kuala Lumpur | 2670 | RM131,450.00 | 2310 | RM108,850.00 | 2170 | RM106,750.00 | 7150 | RM347,050.00 | 17.04% | RM400,000.00 | 86.76% | 4 |
| Seremban | 2540 | RM136,800.00 | 2490 | RM129,700.00 | 1880 | RM98,580.00 | 6910 | RM365,080.00 | 17.92% | RM400,000.00 | 91.27% | 3 |
| Sarawak | 3840 | RM184,050.00 | 4880 | RM223,550.00 | 3480 | RM174,450.00 | 12200 | RM582,050.00 | 28.57% | RM400,000.00 | 145.51% | 1 |
| Johor | 3430 | RM185,250.00 | 2880 | RM131,650.00 | 2930 | RM139,050.00 | 9240 | RM455,950.00 | 22.38% | RM400,000.00 | 113.99% | 2 |
| Penang | 2260 | RM105,750.00 | 1610 | RM75,350.00 | 2260 | RM105,750.00 | 6130 | RM286,850.00 | 14.08% | RM400,000.00 | 71.71% | 5 |
| Total | 14740 | RM743,300.00 | 14170 | RM669,100.00 | 12720 | RM624,580.00 | 41630 | RM2,036,980.00 | 100.00% | RM2,000,000.00 | 101.85% | |



Sample Sdn. Bhd.

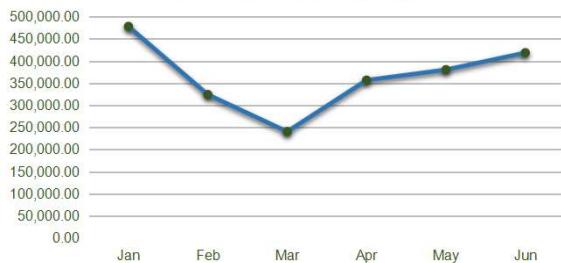
Mid Year Sales Data Analysis

| Analysis by Month | | | |
|-------------------|-------------------|--------------|-------------------------|
| Month | Sales Amount (RM) | No. of Sales | Sales per Customer (RM) |
| Jan | 478,069.00 | 583 | 820.02 |
| Feb | 324,102.00 | 420 | 771.67 |
| Mar | 240,460.00 | 300 | 801.53 |
| Apr | 356,688.00 | 480 | 743.10 |
| May | 380,342.00 | 510 | 745.77 |
| Jun | 418,650.00 | 476 | 879.52 |

| Analysis by Sales Team | | | |
|------------------------|-------------------|--------------|---------------|
| Sales Team | Sales Amount (RM) | No. of Sales | Sales Ranking |
| Team 1 | 568,976.00 | 856 | 2 |
| Team 2 | 865,513.00 | 1560 | 1 |
| Team 3 | 200,033.00 | 400 | 4 |
| Team 4 | 458,632.00 | 762 | 3 |
| Team 5 | 185,643.00 | 1000 | 5 |

| Analysis by Sales Staff | | | |
|-------------------------|-------------------|--------------|---------------|
| Best Sales Staff | Sales Amount (RM) | No. of Sales | Sales Ranking |
| David | 120,300.00 | 130 | 1 |
| Michael | 85,642.00 | 98 | 2 |
| Jordan | 77,456.00 | 80 | 3 |
| William | 56,896.00 | 65 | 4 |
| Derrick | 45,893.00 | 42 | 5 |

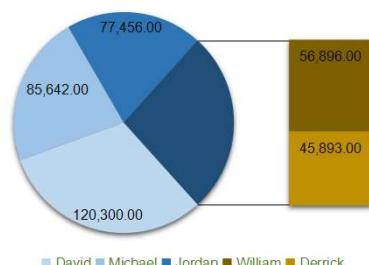
Sales Amount (RM)



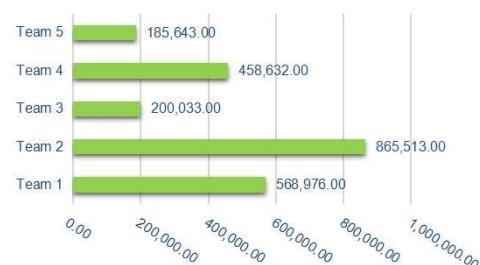
No. of Sales



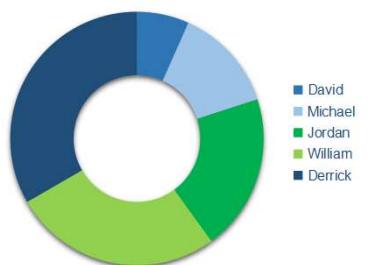
Sales Amount (RM)



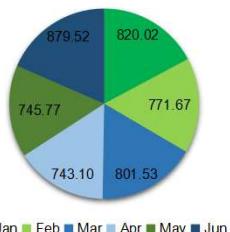
Sales Amount (RM)



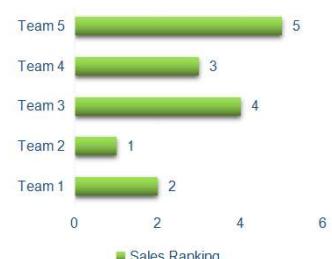
Sales Ranking



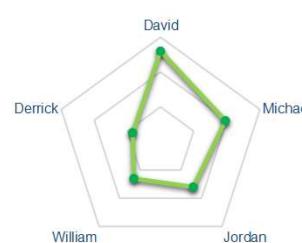
Sales per Customer (RM)



Sales Ranking



No. of Sales



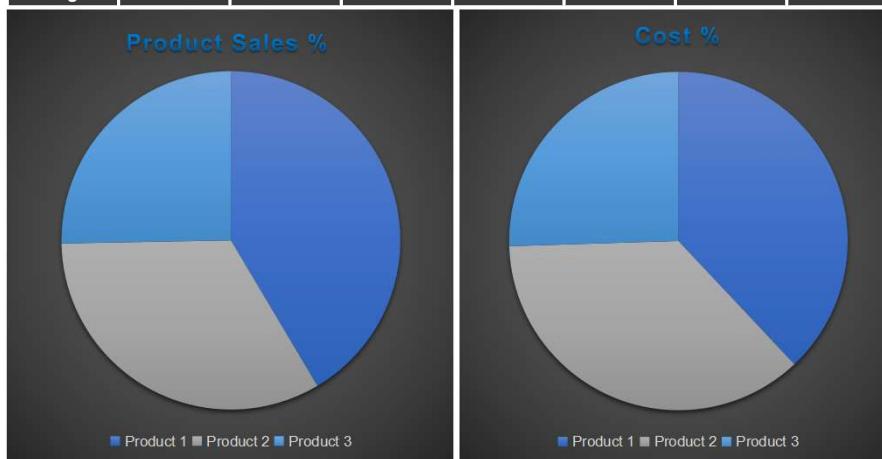
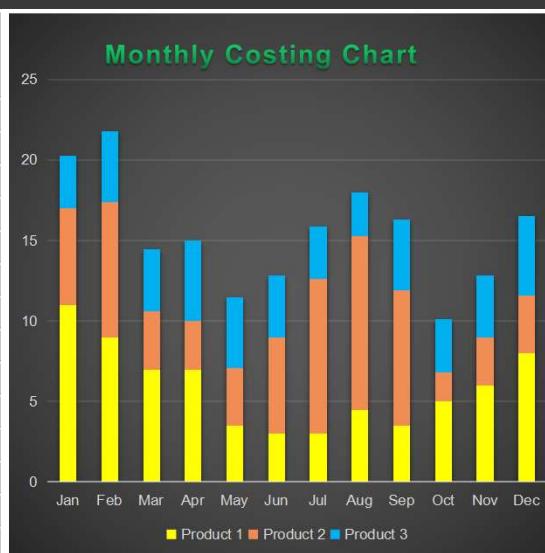
No. of Sales



Sample Sdn. Bhd.

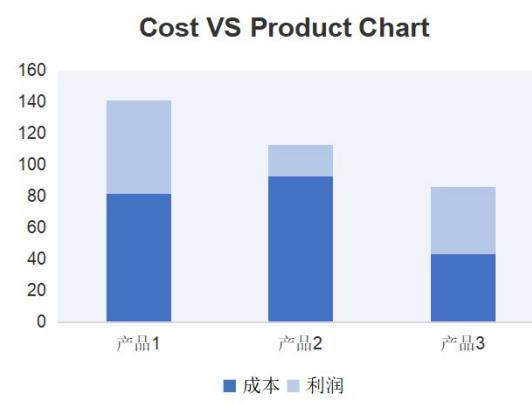
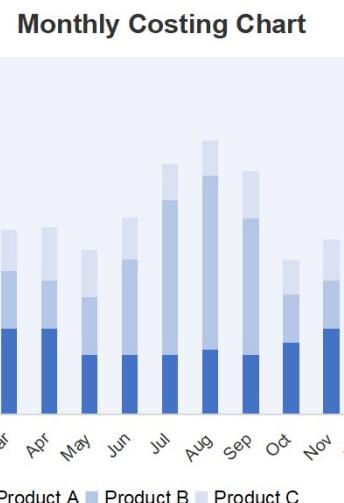
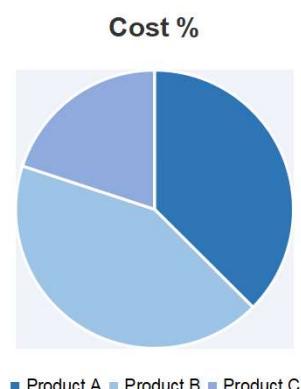
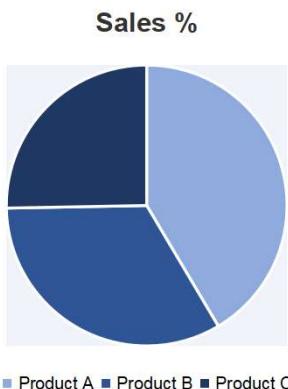
Sales Product Cost Vs Profit Analysis

| Month | Sales | | | Cost | | | Profit |
|--------|-----------|-----------|-----------|-----------|-----------|-----------|--------|
| | Product 1 | Product 2 | Product 3 | Product 1 | Product 2 | Product 3 | |
| Jan | 22 | 10 | 6 | 11 | 6 | 3.3 | 17.7 |
| Feb | 18 | 14 | 8 | 9 | 8.4 | 4.4 | 18.2 |
| Mar | 14 | 6 | 7 | 7 | 3.6 | 3.85 | 12.55 |
| Apr | 14 | 5 | 9 | 7 | 3 | 5 | 13 |
| May | 7 | 6 | 8 | 3.5 | 3.6 | 4.4 | 9.5 |
| Jun | 6 | 10 | 7 | 3 | 6 | 3.85 | 10.15 |
| Jul | 6 | 16 | 6 | 3 | 9.6 | 3.3 | 12.1 |
| Aug | 9 | 18 | 5 | 4.5 | 10.8 | 2.7 | 14 |
| Sep | 7 | 14 | 8 | 3.5 | 8.4 | 4.4 | 12.7 |
| Oct | 10 | 3 | 6 | 5 | 1.8 | 3.3 | 8.9 |
| Nov | 12 | 5 | 7 | 6 | 3 | 3.85 | 11.15 |
| Dec | 16 | 6 | 9 | 8 | 3.6 | 4.95 | 14.45 |
| Total | 141 | 113 | 86 | 70.5 | 67.8 | 47.3 | 154.4 |
| Margin | - | - | - | 50% | 60% | 55% | - |



Sample Sdn. Bhd.

| Month | Sales Analysis ('000) | | | Cost | | | Profit | |
|-------|-----------------------|-----------|-----------|-----------|-----------|-----------|--------|--|
| | Sales | | | Cost | | | | |
| | Product A | Product B | Product C | Product A | Product B | Product C | | |
| Jan | 22 | 10 | 6 | 11.2 | 8 | 3 | 15.3 | |
| Feb | 18 | 14 | 8 | 9.2 | 11.4 | 4 | 18.1 | |
| Mar | 14 | 6 | 7 | 7.2 | 4.8 | 3.5 | 10.3 | |
| Apr | 14 | 5 | 9 | 7.2 | 4 | 4.5 | 11.3 | |
| May | 7 | 6 | 8 | 5 | 4.8 | 4 | 5.5 | |
| Jun | 6 | 10 | 7 | 5 | 8 | 3.5 | 6.5 | |
| Jul | 6 | 16 | 6 | 5 | 13 | 3 | 4.7 | |
| Aug | 9 | 18 | 5 | 5.4 | 14.6 | 3 | 7.9 | |
| Sep | 7 | 14 | 8 | 5 | 11.4 | 4 | 7.3 | |
| Oct | 10 | 3 | 6 | 6 | 4 | 3 | 3.5 | |
| Nov | 12 | 5 | 7 | 7.2 | 4 | 3.5 | 7.3 | |
| Dec | 16 | 6 | 9 | 8.2 | 4.8 | 4.5 | 13.3 | |
| Total | 141 | 113 | 86 | 81.6 | 92.8 | 43.5 | 111 | |

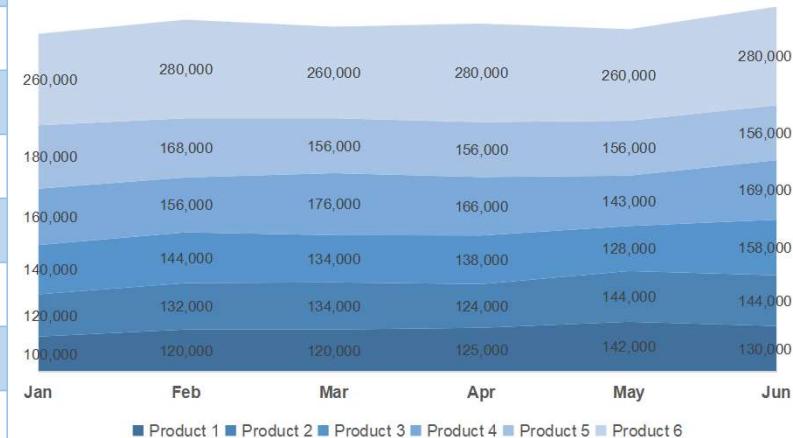


Sample Sdn. Bhd.

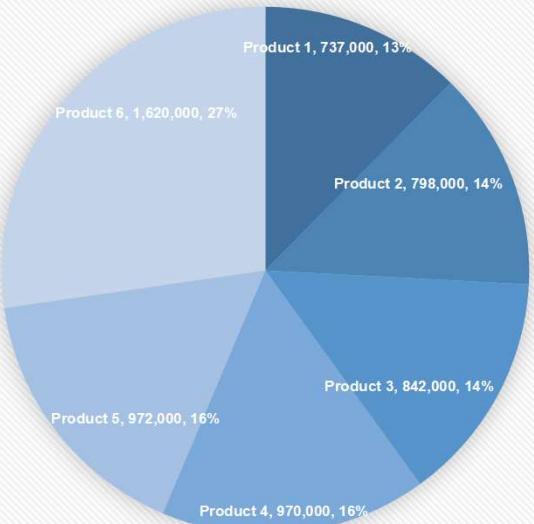
Mid Year Product Sales Report

| Product | Jan | Feb | Mar | Apr | May | Jun | Total |
|-----------|---------|-----------|---------|---------|---------|-----------|-----------|
| Product 1 | 100,000 | 120,000 | 120,000 | 125,000 | 142,000 | 130,000 | 737,000 |
| Product 2 | 120,000 | 132,000 | 134,000 | 124,000 | 144,000 | 144,000 | 798,000 |
| Product 3 | 140,000 | 144,000 | 134,000 | 138,000 | 128,000 | 158,000 | 842,000 |
| Product 4 | 160,000 | 156,000 | 176,000 | 166,000 | 143,000 | 169,000 | 970,000 |
| Product 5 | 180,000 | 168,000 | 156,000 | 156,000 | 156,000 | 156,000 | 972,000 |
| Product 6 | 260,000 | 280,000 | 260,000 | 280,000 | 260,000 | 280,000 | 1,620,000 |
| Total | 960,000 | 1,000,000 | 980,000 | 989,000 | 973,000 | 1,037,000 | 5,939,000 |
| % | 16.16% | 16.84% | 16.50% | 16.65% | 16.38% | 17.46% | 100.00% |

Monthly Cumulative Sales Chart

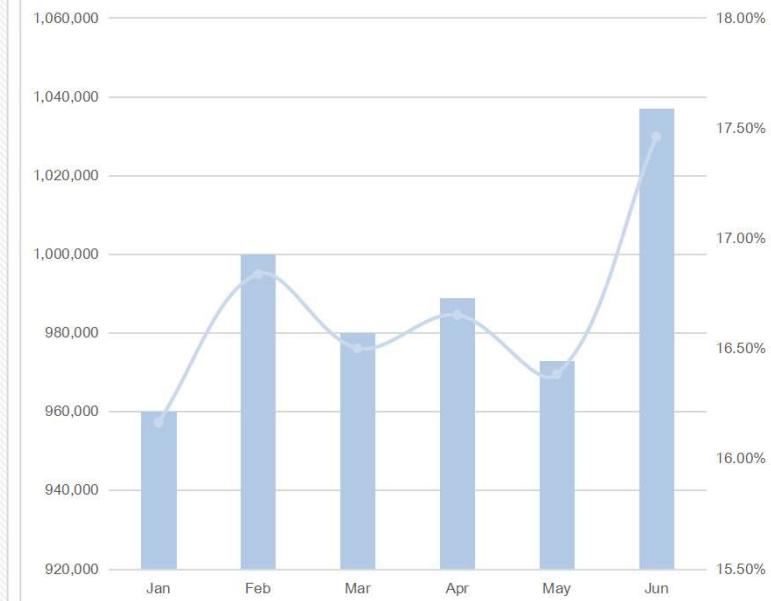


Monthly Culmulative Sales Chart



■ Product 1 ■ Product 2 ■ Product 3 ■ Product 4 ■ Product 5 ■ Product 6

Monthly Culmulative Sales %



Sample Sdn. Bhd.

Sales Statistic

Sales Amount

RM9,146.00

Sales Quantity

5019

No. of Product

241

No. Area

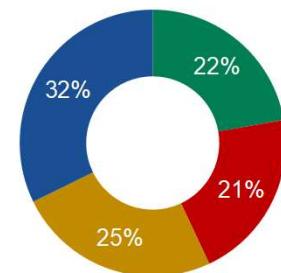
45

Monthly Sales



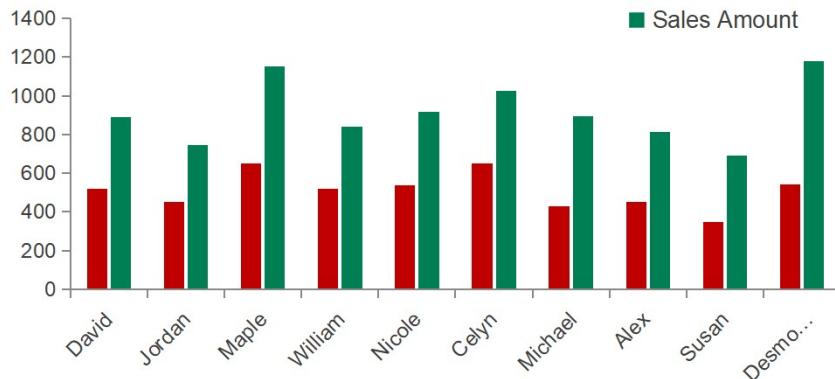
Sales Quantity

Jan-Mar
Apr-Jun
Jul-Sep
Oct-Dec



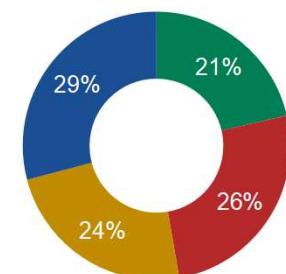
Sales Staff Performance

Sales Quantity
Sales Amount



Sales Amount

Jan-Mar
Apr-Jun
Jul-Sep
Oct-Dec



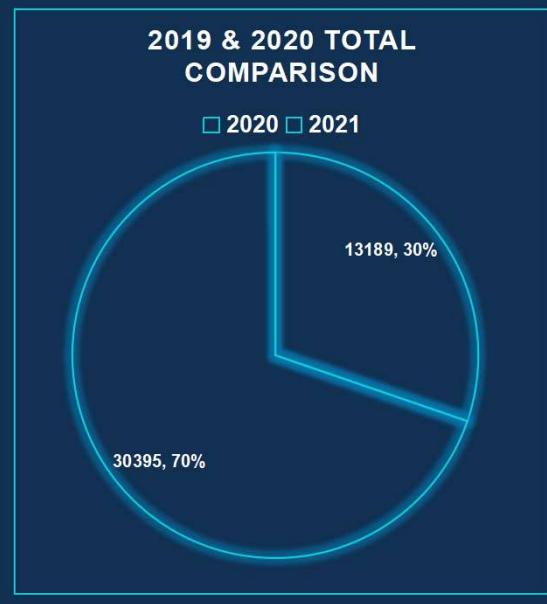
Sample Sdn. Bhd.

Market Data Analysis

| Year | Market A | Market B | Market C | Market D | Market E | Total | Market D | | Market E | | |
|------|----------|----------|----------|----------|----------|-------|----------|------|----------|------|------|
| | | | | | | | Month | 2020 | 2021 | 2020 | 2021 |
| 2020 | 3371 | 2705 | 534 | 5756 | 823 | 13189 | Jan | 23 | 245 | 5 | 10 |
| 2021 | 7095 | 8597 | 936 | 12465 | 1302 | 30395 | Feb | 173 | 1096 | 58 | 124 |

Annual Market Analysis

| Market | 2020 | 2021 |
|----------|------|-------|
| Market A | 3371 | 7095 |
| Market B | 2705 | 8597 |
| Market C | 534 | 936 |
| Market D | 5756 | 12465 |
| Market E | 823 | 1302 |

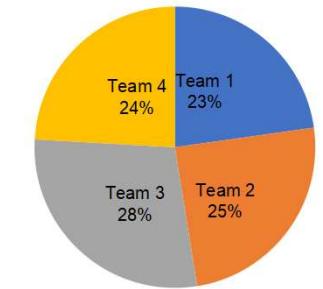


Sample Sdn. Bhd.

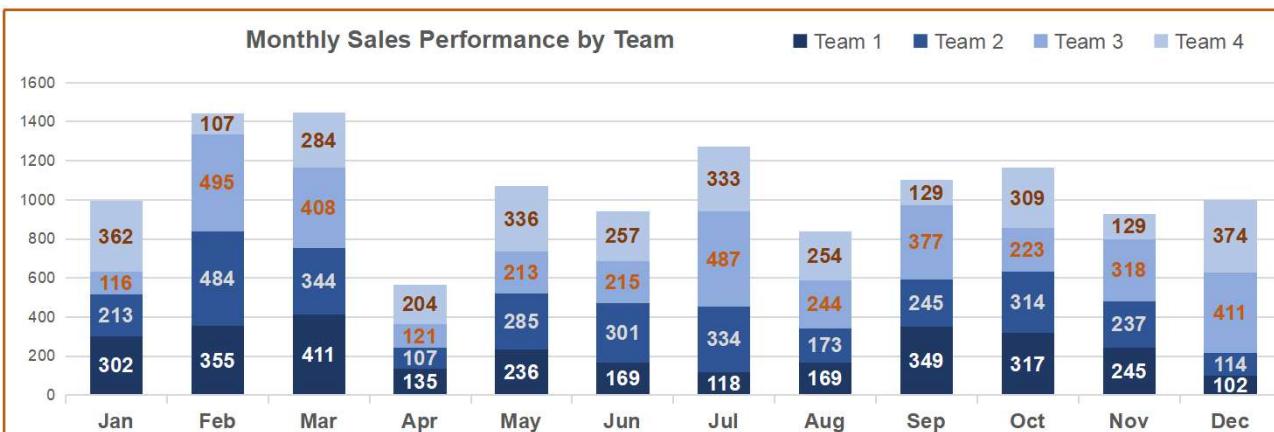
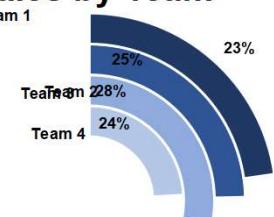
Sales Report

| Team | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---------------|------------|-------------|-------------|------------|-------------|------------|-------------|------------|-------------|-------------|------------|-------------|--------------|
| Team 1 | 302 | 355 | 411 | 135 | 236 | 169 | 118 | 169 | 349 | 317 | 245 | 102 | 2908 |
| Team 2 | 213 | 484 | 344 | 107 | 285 | 301 | 334 | 173 | 245 | 314 | 237 | 114 | 3151 |
| Team 3 | 116 | 495 | 408 | 121 | 213 | 215 | 487 | 244 | 377 | 223 | 318 | 411 | 3628 |
| Team 4 | 362 | 107 | 284 | 204 | 336 | 257 | 333 | 254 | 129 | 309 | 129 | 374 | 3078 |
| Total | 993 | 1441 | 1447 | 567 | 1070 | 942 | 1272 | 840 | 1100 | 1163 | 929 | 1001 | 12765 |

Sales by Team



Sales by Team



Sample Sdn. Bhd.

Weekly Sales Report

| Date | Sold Unit | Price/Unit | Sales Amount |
|------------|-----------|------------|--------------|
| 15-02-2021 | 89 | 120 | 10,680 |
| 16-02-2021 | 23 | 120 | 2,760 |
| 17-02-2021 | 45 | 120 | 5,400 |
| 18-02-2021 | 77 | 130 | 10,010 |
| 19-02-2021 | 80 | 130 | 10,400 |
| 20-02-2021 | 46 | 120 | 5,520 |
| 21-02-2021 | 65 | 120 | 7,800 |

Weekly Sold: **425**



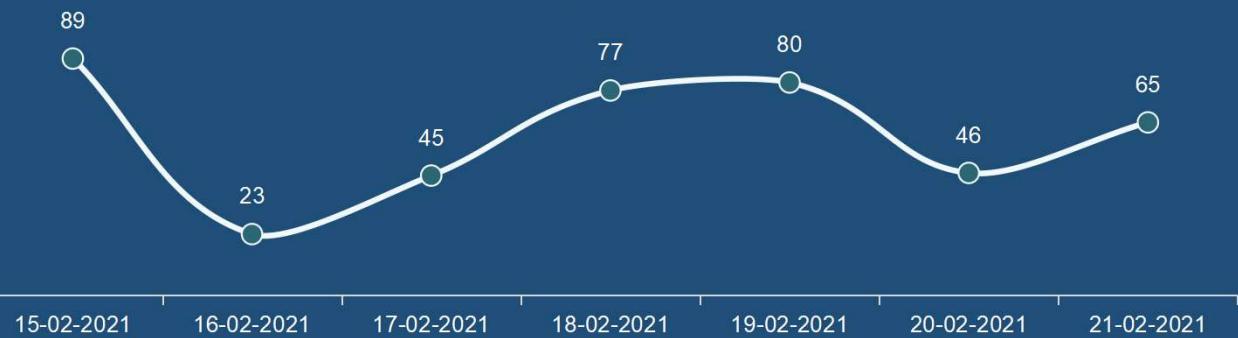
Weekly Sales: **52,570.00**

RM52,570

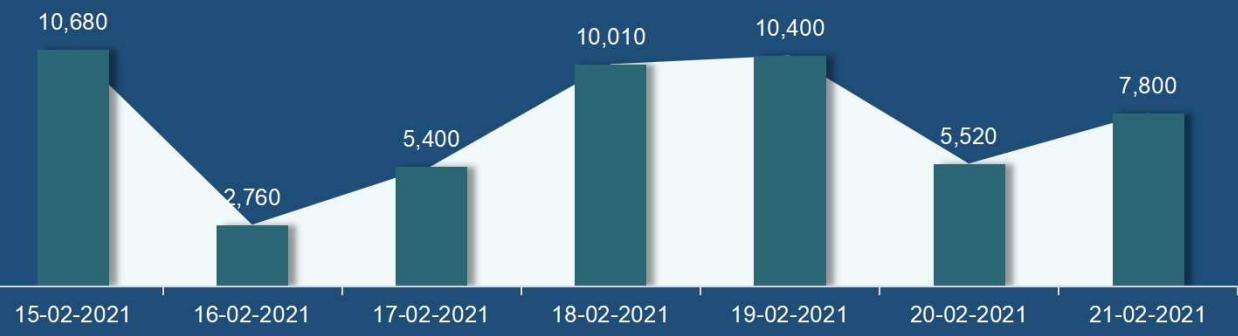
Increase of RM4,909
compared with last week

You can insert your comment here

Weekly Sold Unit



Weekly Sales Amount (RM)



Sample Sdn. Bhd.

Sales Product Analysis

| Product | 2019 | 2020 | 2021 | Average | Total |
|---------|------|------|------|---------|-------|
| A | 157 | 133 | 168 | 153 | 458 |
| B | 167 | 165 | 152 | 161 | 484 |
| C | 171 | 121 | 149 | 147 | 441 |
| D | 120 | 121 | 195 | 145 | 436 |
| E | 117 | 101 | 188 | 135 | 406 |
| F | 185 | 114 | 189 | 163 | 488 |
| G | 113 | 189 | 113 | 138 | 415 |
| H | 133 | 101 | 103 | 112 | 337 |

F

Best Selling Product

H

Worst Selling Product

1257

163

Highest in Average

488

Highest in Total

2021 Total Sales

Product Sales Analysis 2019-2021



Product Average Sales Analysis 2019-2021



Sample Sdn. Bhd.

Sales Report by States

| Area | Sales Target | Sales Result |
|-----------------|---------------|----------------|
| Selangor | 41,070 | 21,850 |
| Negeri Sembilan | 54,708 | 25,774 |
| Pulau Penang | 73,597 | 46,894 |
| Johor | 73,598 | 28,072 |
| Melaka | 49,221 | 38,819 |
| Pahang | 85,215 | 75,368 |
| Perak | 45,574 | 56,215 |
| Sarawak | 44,555 | 41,427 |
| Sabah | 48,521 | 49,651 |
| Perlis | 89,251 | 47,459 |
| Terengganu | 78,211 | 69,851 |
| Kedah | 78,522 | 58,858 |
| Kelantan | 98,552 | 58,954 |
| Kuala Lumpur | 25,556 | 24,103 |
| Putrajaya | 58,896 | 40,125 |
| Total | 98,552 | 683,420 |



Sample Sdn Bhd

Product Sales Report

| Date | Product | Quantity Sold | Price per Unit | Amount |
|------------|-----------|---------------|----------------|--------|
| 01/09/2019 | Product01 | 60 | 25 | 1500 |
| 02/09/2019 | Product02 | 20 | 35 | 700 |
| 03/09/2019 | Product03 | 80 | 19 | 1520 |
| 04/09/2019 | Product04 | 30 | 30 | 900 |
| 05/09/2019 | Product05 | 90 | 28 | 2520 |
| 06/09/2019 | Product06 | 40 | 23 | 920 |
| 07/09/2019 | Product07 | 70 | 27 | 1890 |
| 08/09/2019 | Product08 | 20 | 19 | 380 |
| 09/09/2019 | Product09 | 40 | 26 | 1040 |



Sample Sdn. Bhd.

Sales Staff Quaterly Performance Analysis

| No. | Name | Jan | Feb | Mar | Total | Sales % |
|-------|-----------|------|------|------|-------|---------|
| 2 | David | 123 | 123 | 293 | 539 | 7% |
| 3 | William | 321 | 321 | 263 | 905 | 12% |
| 4 | Jordan | 123 | 412 | 666 | 1201 | 17% |
| 5 | Desmond | 32 | 987 | 333 | 1352 | 19% |
| 6 | Chloe | 456 | 372 | 123 | 951 | 13% |
| 7 | Wendy | 321 | 284 | 726 | 1331 | 18% |
| 8 | Christine | 593 | 271 | 127 | 991 | 14% |
| Total | | 1969 | 2770 | 2531 | 7270 | |

Sales Amount by Month



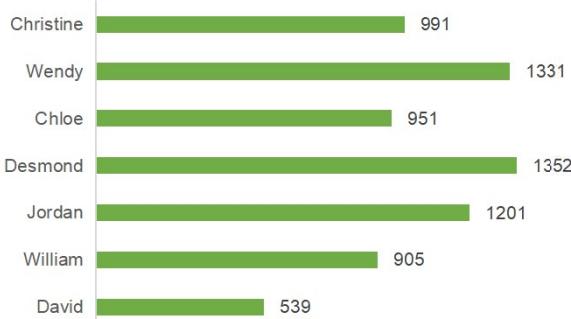
RM7,270.00

Total Sales

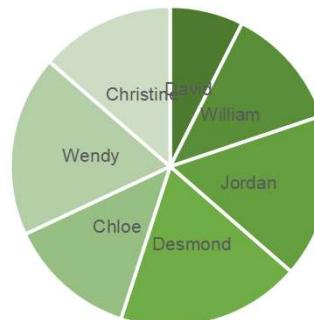
RM1,352.00

Highest Sales

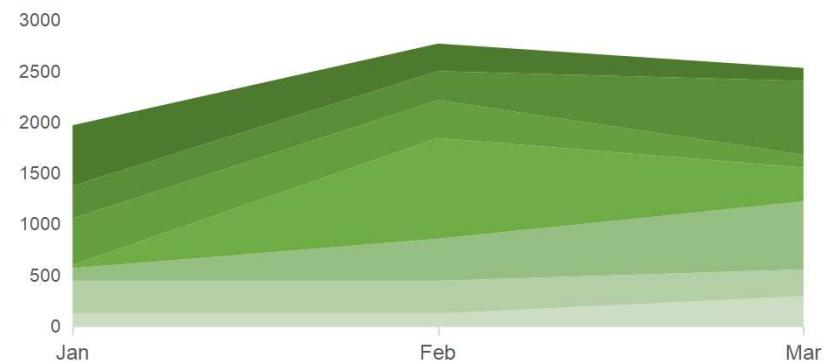
Staff Ranking



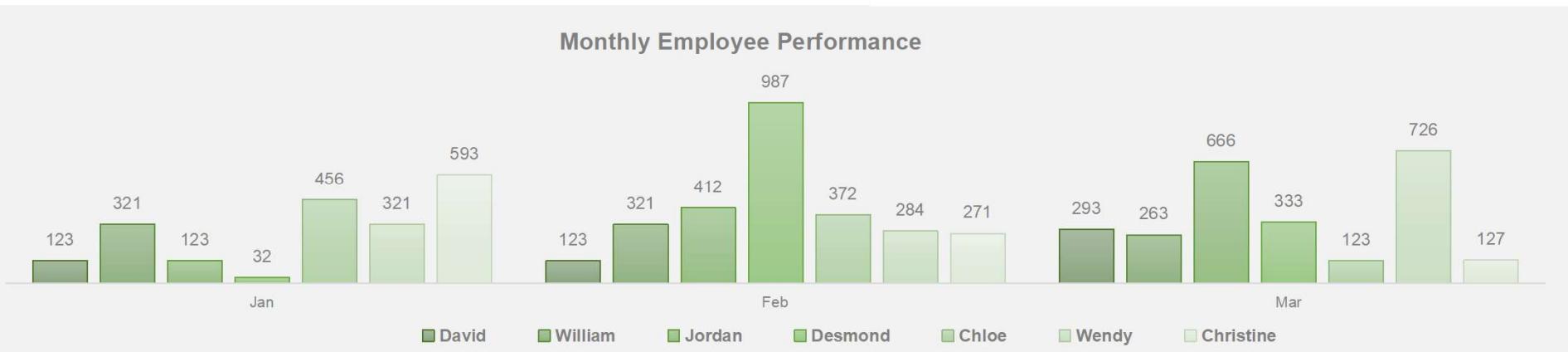
Sales %



Quarter Sales Report



Monthly Employee Performance



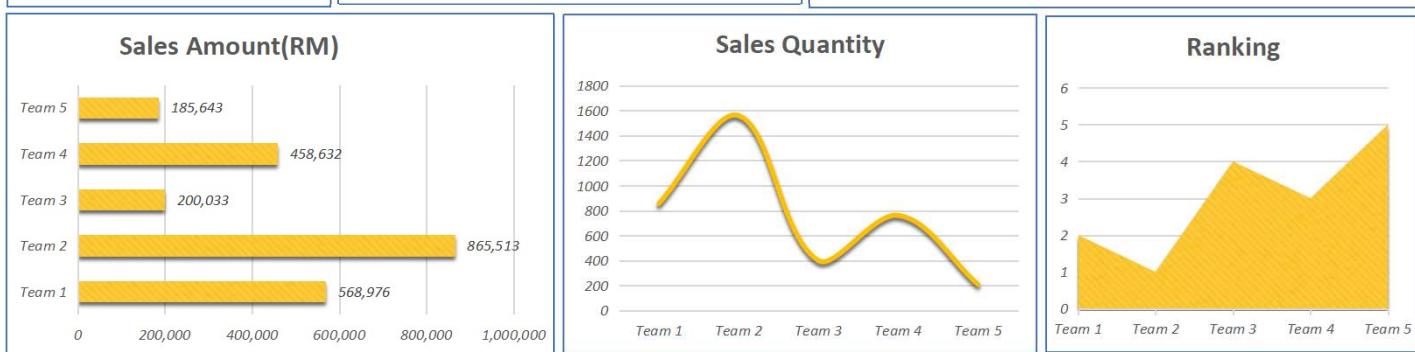
Sample Sdn. Bhd.

Mid Year Sales Analysis Report

| Analysis By Month | | | |
|-------------------|-----------|----------------|-------------------------|
| Month | Sales(RM) | Sales Quantity | Average Price per Sales |
| Jan | 478,069 | 583 | 820.02 |
| Feb | 324,102 | 420 | 771.67 |
| Mar | 240,460 | 300 | 801.53 |
| Apr | 356,688 | 480 | 743.10 |
| May | 380,342 | 510 | 745.77 |
| Jun | 418,650 | 476 | 879.52 |

| Analysis By Team | | | |
|------------------|------------------|----------------|---------|
| Team | Sales Amount(RM) | Sales Quantity | Ranking |
| Team 1 | 568,976 | 856 | 2 |
| Team 2 | 865,513 | 1560 | 1 |
| Team 3 | 200,033 | 400 | 4 |
| Team 4 | 458,632 | 762 | 3 |
| Team 5 | 185,643 | 210 | 5 |

| Analysis By Sales Person | | | |
|--------------------------|------------------|----------------|---------|
| Sales Person | Sales Amount(RM) | Sales Quantity | Ranking |
| David | 120,300 | 130 | 1 |
| William | 85,642 | 98 | 2 |
| Jordan | 77,456 | 80 | 3 |
| Michael | 56,896 | 65 | 4 |
| Desmond | 45,893 | 42 | 5 |

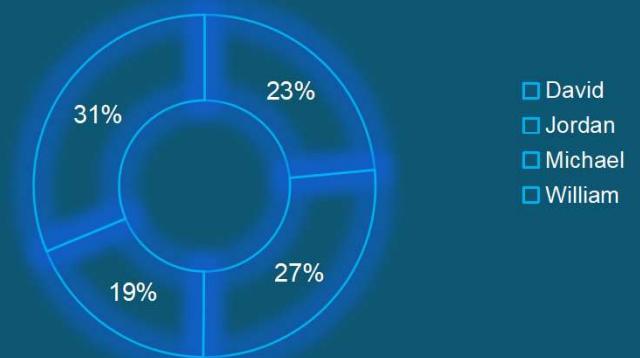


Sample Sdn. Bhd.

Sales Result Analysis

| Sales Person | David | Jordan | Michael | William |
|--------------|---------|---------|---------|---------|
| Jan | 3,625 | 2,563 | 3,925 | 3,689 |
| Feb | 4,958 | 7,299 | 4,558 | 6,320 |
| Mar | 2,610 | 2,280 | 5,152 | 3,824 |
| Apr | 5,165 | 3,785 | 5,133 | 7,408 |
| May | 4,956 | 9,454 | 2,088 | 5,880 |
| Jun | 6,169 | 3,627 | 2,779 | 5,113 |
| Jul | 9,443 | 3,870 | 4,468 | 7,132 |
| Aug | 5,800 | 4,971 | 2,785 | 8,185 |
| Sep | 6,559 | 7,851 | 2,703 | 9,206 |
| Oct | 5,447 | 9,204 | 2,792 | 9,932 |
| Nov | 3,539 | 5,783 | 4,968 | 6,166 |
| Dec | 3,616 | 9,385 | 7,718 | 9,417 |
| Total | 61,887 | 70,072 | 49,069 | 82,272 |
| Target | 60,000 | 60,000 | 60,000 | 60,000 |
| Completion % | 103.15% | 116.79% | 81.78% | 137.12% |

Sales Person Sales %



Monthly Sales Result



Sales Person Completion %





Area Vs Product Sales Statistic

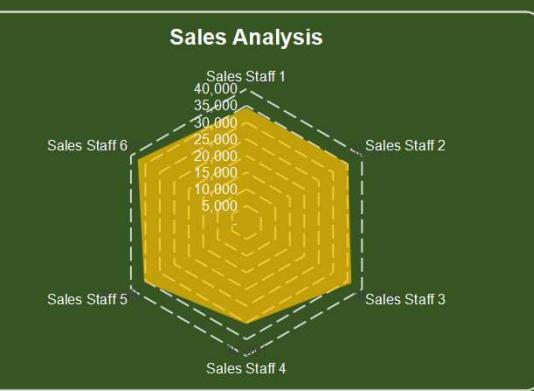
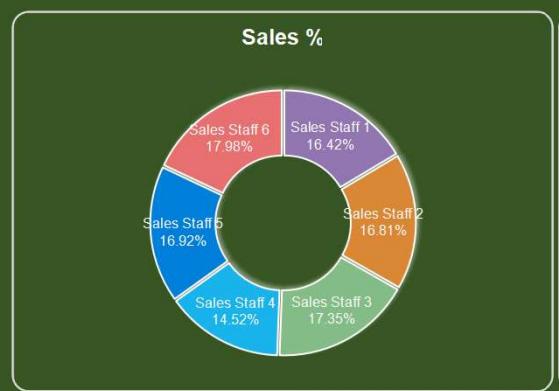
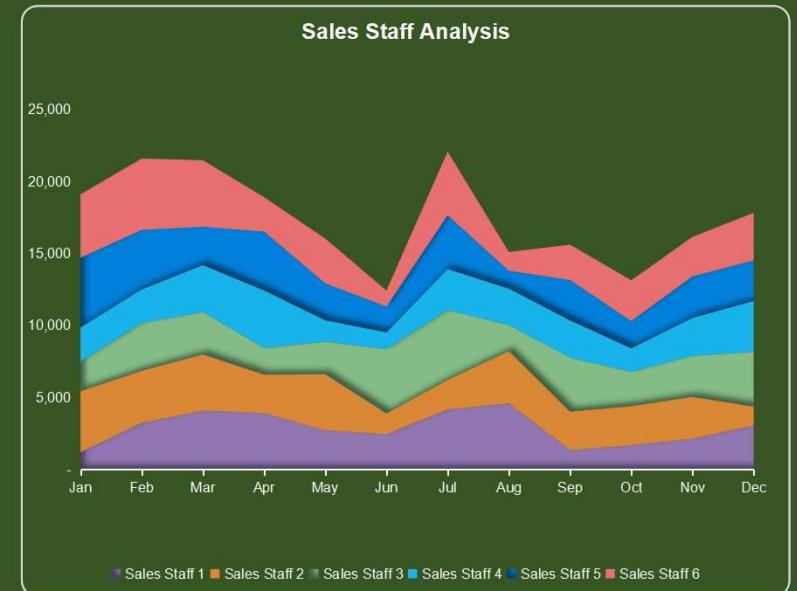
Note: This form is suitable for market research management. This tool mainly used to calculate the sales by area and sales of different products in a specific time period. The data in the table are automatically generated.

| Person In Charge : | | Department : | | Position : | | Date: | | | | | | |
|--------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|--------------|
| Sales Area | Area 1 | | Area 2 | | Area 3 | | Area 4 | | Area 5 | | Total | |
| Product Name | Sold Quantity | Sales Amount |
| Product 1 | 289 | RM1,565.00 | 290 | RM2,600.00 | 380 | RM3,600.00 | 290 | RM2,600.00 | 290 | RM2,600.00 | 1539 | RM12,965.00 |
| Product 2 | 126 | RM1,800.00 | 291 | RM1,900.00 | 291 | RM1,900.00 | 276 | RM1,600.00 | 291 | RM1,900.00 | 1275 | RM9,100.00 |
| Product 3 | 510 | RM3,890.00 | 292 | RM2,010.00 | 492 | RM5,010.00 | 292 | RM2,010.00 | 392 | RM3,810.00 | 1978 | RM16,730.00 |
| Product 4 | | | | | | | | | | | 0 | RM0.00 |
| Product 5 | | | | | | | | | | | 0 | RM0.00 |
| Product 6 | | | | | | | | | | | 0 | RM0.00 |
| Product 7 | | | | | | | | | | | 0 | RM0.00 |
| Product 8 | | | | | | | | | | | 0 | RM0.00 |
| Product 9 | | | | | | | | | | | 0 | RM0.00 |
| Product 10 | 1 | RM1.00 | 5 | RM5.00 |
| Product 11 | | | | | | | | | | | 0 | RM0.00 |
| Product 12 | | | | | | | | | | | 0 | RM0.00 |
| Total | 926 | RM7,256.00 | 874 | RM6,511.00 | 1164 | RM10,511.00 | 859 | RM6,211.00 | 974 | RM8,311.00 | 4797 | RM38,800.00 |

Sample Sdn. Bhd.

Sales Analysis

| Month | Sales Staff 1 | Sales Staff 2 | Sales Staff 3 | Sales Staff 4 | Sales Staff 5 | Sales Staff 6 | Total | Ranking |
|-------|---------------|---------------|---------------|---------------|---------------|---------------|---------|---------|
| Jan | 1,181 | 4,250 | 2,054 | 2,371 | 4,837 | 4,400 | 19,093 | 4 |
| Feb | 3,213 | 3,635 | 3,303 | 2,350 | 4,125 | 4,956 | 21,582 | 2 |
| Mar | 4,073 | 3,912 | 2,938 | 3,262 | 2,657 | 4,622 | 21,464 | 3 |
| Apr | 3,900 | 2,678 | 1,845 | 4,004 | 4,087 | 2,385 | 18,899 | 5 |
| May | 2,704 | 3,899 | 2,270 | 1,478 | 2,564 | 3,106 | 16,021 | 8 |
| Jun | 2,433 | 1,453 | 4,466 | 1,159 | 1,793 | 1,110 | 12,414 | 12 |
| Jul | 4,150 | 2,070 | 4,837 | 2,858 | 3,732 | 4,418 | 22,065 | 1 |
| Aug | 4,578 | 3,637 | 1,813 | 2,524 | 1,234 | 1,306 | 15,092 | 10 |
| Sep | 1,331 | 2,676 | 3,751 | 2,589 | 2,800 | 2,455 | 15,602 | 9 |
| Oct | 1,662 | 2,727 | 2,375 | 1,640 | 1,898 | 2,824 | 13,126 | 11 |
| Nov | 2,118 | 2,914 | 2,852 | 2,631 | 2,883 | 2,741 | 16,139 | 7 |
| Dec | 3,033 | 1,324 | 3,815 | 3,525 | 2,810 | 3,307 | 17,814 | 6 |
| Total | 34,376 | 35,175 | 36,319 | 30,391 | 35,420 | 37,630 | 209,311 | |



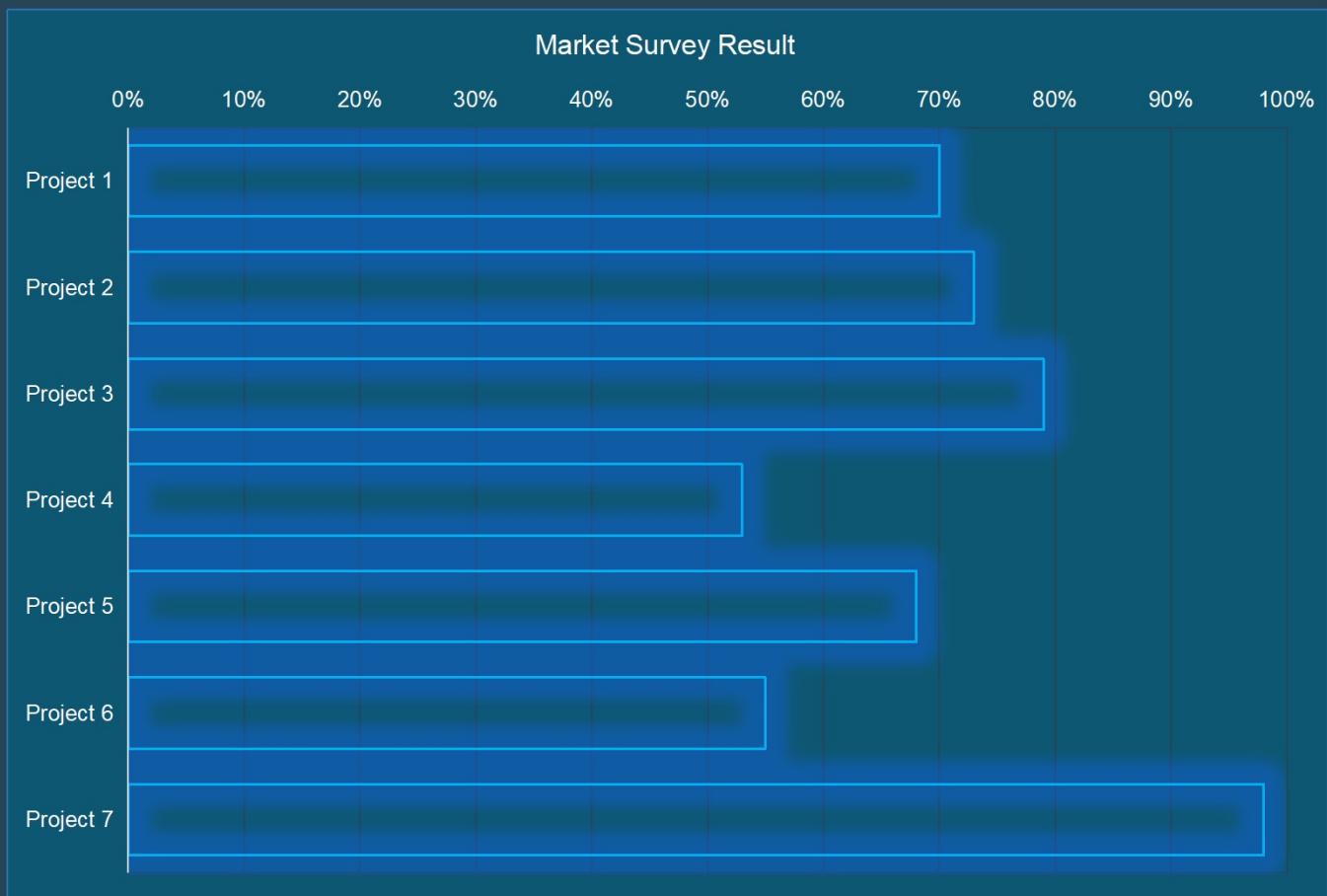
Sample Sdn. Bhd.

Consumer Market Survey Analysis

Date :

Department :

| No | Project | Sample No. | Sample Description | Effective Quantity | Ratio of effective results |
|----|-----------|------------|--------------------|--------------------|----------------------------|
| 1 | Project 1 | 100 | | 70 | 70% |
| 2 | Project 2 | 100 | | 73 | 73% |
| 3 | Project 3 | 100 | | 79 | 79% |
| 4 | Project 4 | 100 | | 53 | 53% |
| 5 | Project 5 | 100 | | 68 | 68% |
| 6 | Project 6 | 100 | | 55 | 55% |
| 7 | Project 7 | 100 | | 98 | 98% |



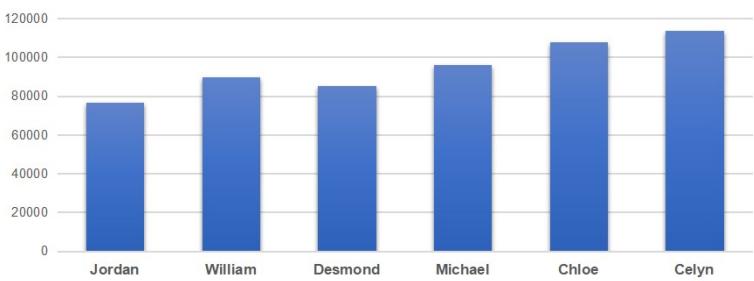
| |
|------------------------------|
| Market Survey Result: |
| 1. |
| 2. |
| 3. |
| |

Sample Sdn. Bhd.

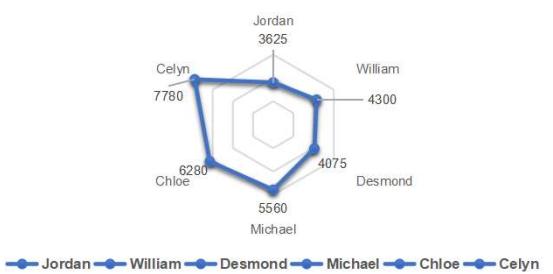
Sales Commission Calculation

| Team: | Team 1 | | | Unit | (RM) | | | | Month | | Feb-20 |
|--------------|------------|--------------|---------------|---------------|-------------|---------------|--------------|-------------------|-----------------|-----------------|---------|
| Name | Date | Payment Date | Customer Name | Sold Quantity | Price/Unit | Amount(RM) | Commission % | Commission Amount | Deducted Amount | Total Comission | Remarks |
| Jordan | 20/12/2020 | 20/02/2020 | ABC Sdn Bhd | 255 | 300 | 76500 | 5% | 3825 | 200 | 3625 | - |
| William | 21/12/2020 | 21/02/2020 | ABCD Sdn Bhd | 300 | 300 | 90000 | 5% | 4500 | 200 | 4300 | - |
| Desmond | 22/12/2020 | 22/02/2020 | ABC Sdn Bhd | 285 | 300 | 85500 | 5% | 4275 | 200 | 4075 | - |
| Michael | 23/12/2020 | 23/02/2020 | ABCD Sdn Bhd | 320 | 300 | 96000 | 6% | 5760 | 200 | 5560 | - |
| Chloe | 24/12/2020 | 24/02/2020 | ABC Sdn Bhd | 360 | 300 | 108000 | 6% | 6480 | 200 | 6280 | - |
| Celyn | 25/12/2020 | 25/02/2020 | ABCD Sdn Bhd | 380 | 300 | 114000 | 7% | 7980 | 200 | 7780 | - |
| Total | | | | Total | 1900 | 570000 | | 32820 | 1200 | 31620 | |

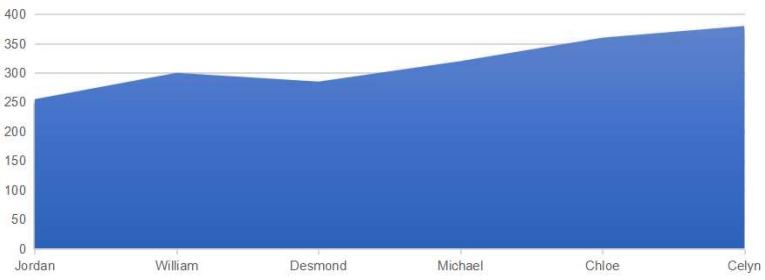
Sales Amount



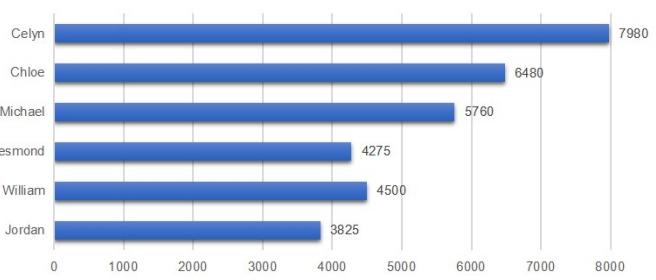
Commission Paid Out



Quantity Sold



Commission Amount

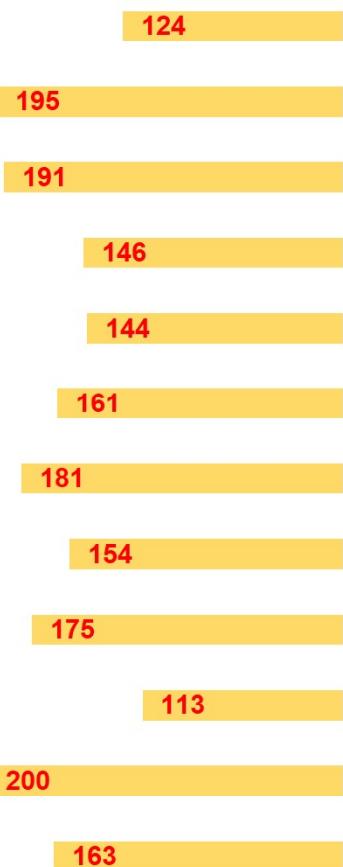


Sample Sdn. Bhd.

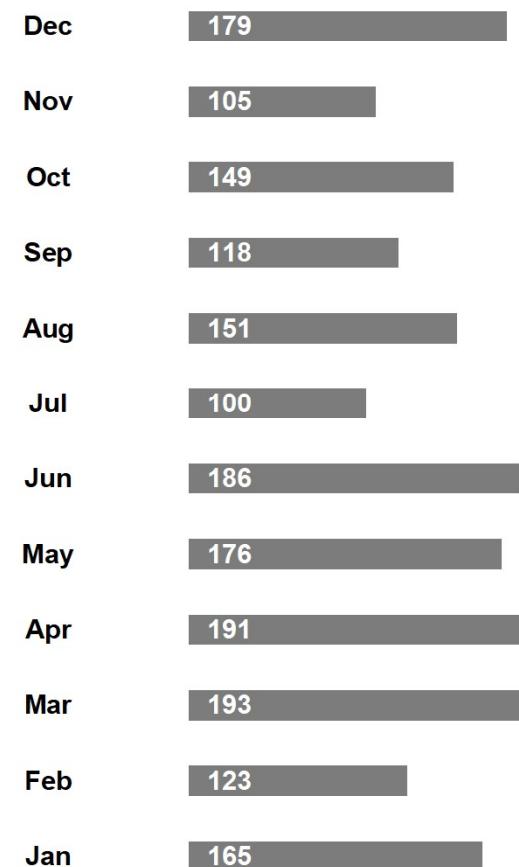
Sales Team Monthly Sales Comparison

| Sales Team | Team A | Team B |
|--------------|-------------|-------------|
| Jan | 163 | 165 |
| Feb | 200 | 123 |
| Mar | 113 | 193 |
| Apr | 175 | 191 |
| May | 154 | 176 |
| Jun | 181 | 186 |
| Jul | 161 | 100 |
| Aug | 144 | 151 |
| Sep | 146 | 118 |
| Oct | 191 | 149 |
| Nov | 195 | 105 |
| Dec | 124 | 179 |
| Total | 1947 | 1836 |

TEAM A



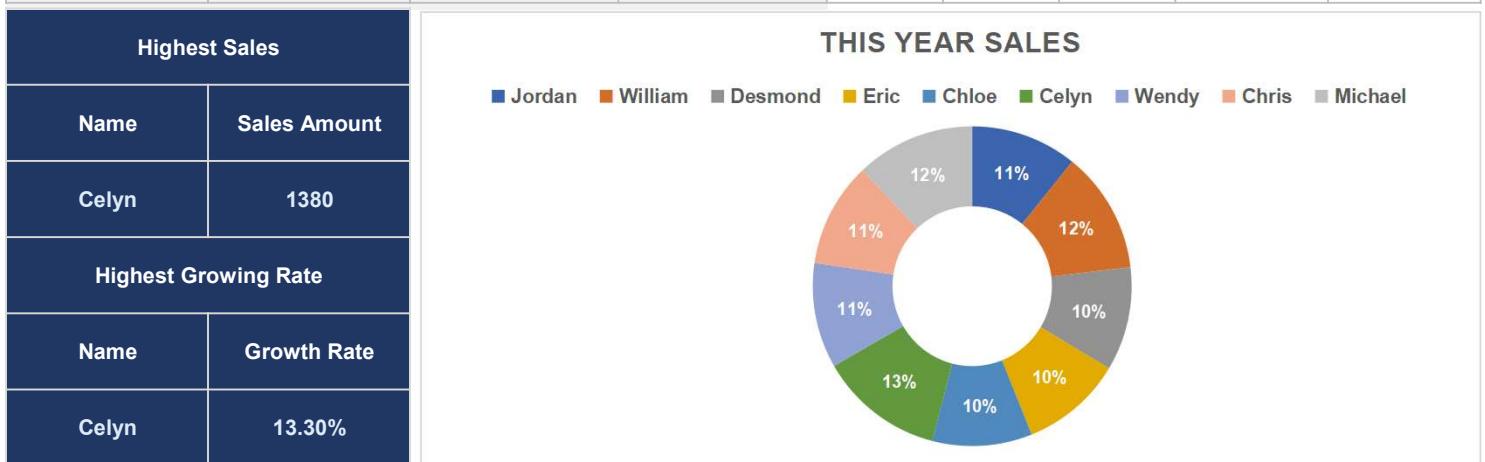
TEAM B



Sample Sdn. Bhd.

Sales Staff Yearly Performance Analysis

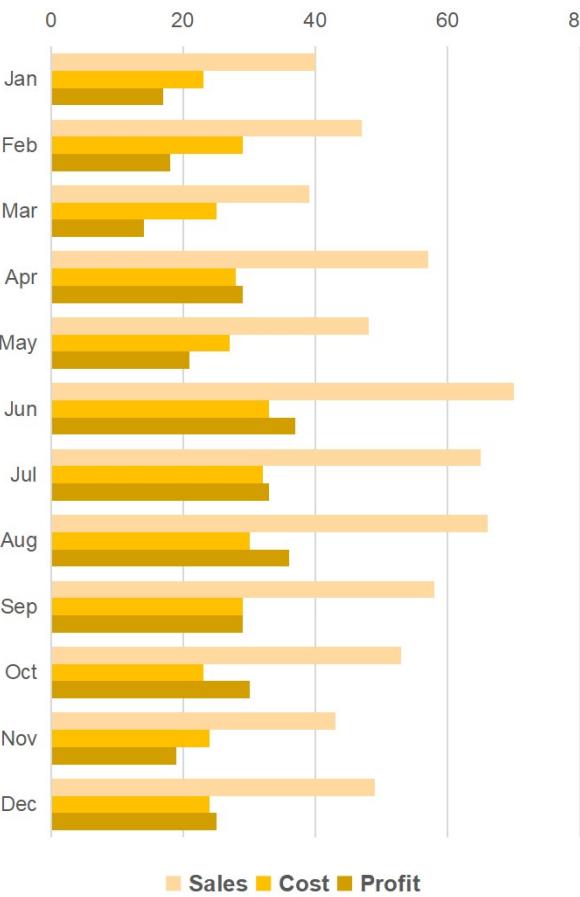
| Name | Last Year Sales | This Year Sales | Sales Target | Growth Rate | (+) | (-) | Exceed Sales Target | Not Exceed Sales Target |
|---------|-----------------|-----------------|--------------|-------------|--------|--------|---------------------|-------------------------|
| Jordan | 1116 | 1176 | 1200 | 5.38% | 5.38% | | | 1176 |
| William | 1272 | 1342 | 1200 | 5.50% | 5.50% | | 1342 | |
| Desmond | 1149 | 1143 | 1200 | -0.52% | | -0.52% | | 1143 |
| Eric | 1223 | 1126 | 1200 | -7.93% | | -7.93% | | 1126 |
| Chloe | 1152 | 1103 | 1200 | -4.25% | | -4.25% | | 1103 |
| Celyn | 1218 | 1380 | 1200 | 13.30% | 13.30% | | 1380 | |
| Wendy | 1179 | 1161 | 1200 | -1.53% | | -1.53% | | 1161 |
| Chris | 1038 | 1155 | 1200 | 11.27% | 11.27% | | | 1155 |
| Michael | 1264 | 1316 | 1200 | 4.11% | 4.11% | | 1316 | |



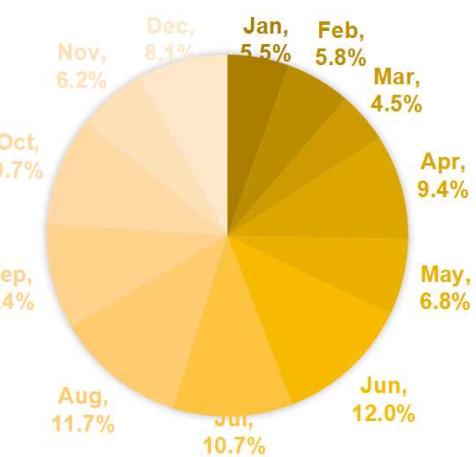
Sample Sdn. Bhd.

| Yearly Sales Analysis | | | | |
|-----------------------|-------|------|--------|---------------|
| Month | Sales | Cost | Profit | Profit Margin |
| Jan | 40 | 23 | 17 | 5.5% |
| Feb | 47 | 29 | 18 | 5.8% |
| Mar | 39 | 25 | 14 | 4.5% |
| Apr | 57 | 28 | 29 | 9.4% |
| May | 48 | 27 | 21 | 6.8% |
| Jun | 70 | 33 | 37 | 12.0% |
| Jul | 65 | 32 | 33 | 10.7% |
| Aug | 66 | 30 | 36 | 11.7% |
| Sep | 58 | 29 | 29 | 9.4% |
| Oct | 53 | 23 | 30 | 9.7% |
| Nov | 43 | 24 | 19 | 6.2% |
| Dec | 49 | 24 | 25 | 8.1% |
| Total | 635 | 327 | 308 | 100.0% |

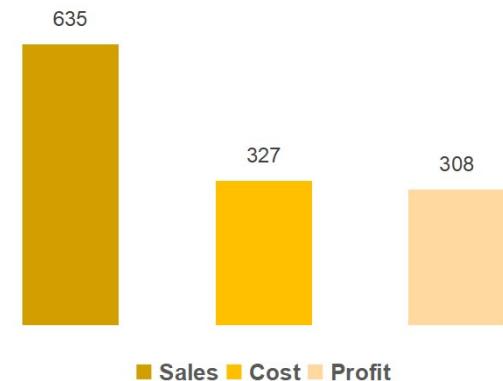
Monthly Sales, Cost & Profit



Monthly Profit Chart



Sales Vs Cost Vs Profit



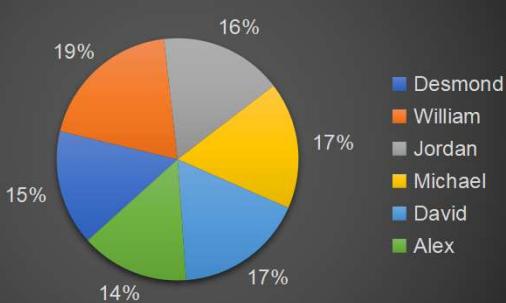
Sample Sdn. Bhd.

Quarterly Sales Analysis

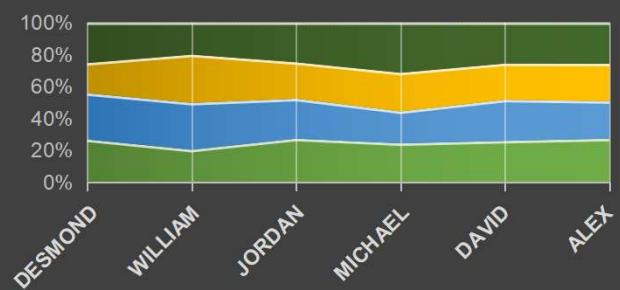
in '000

| Name | Quarter 1 | Quarter 2 | Quarter 3 | Quarter 4 | Total | % |
|---------|-----------|-----------|-----------|-----------|-------|-----|
| Desmond | 230 | 250 | 163 | 220 | 863 | 15% |
| William | 220 | 320 | 330 | 220 | 1090 | 19% |
| Jordan | 250 | 230 | 210 | 230 | 920 | 16% |
| Michael | 230 | 190 | 230 | 300 | 950 | 17% |
| David | 250 | 250 | 220 | 250 | 970 | 17% |
| Alex | 220 | 190 | 190 | 210 | 810 | 14% |

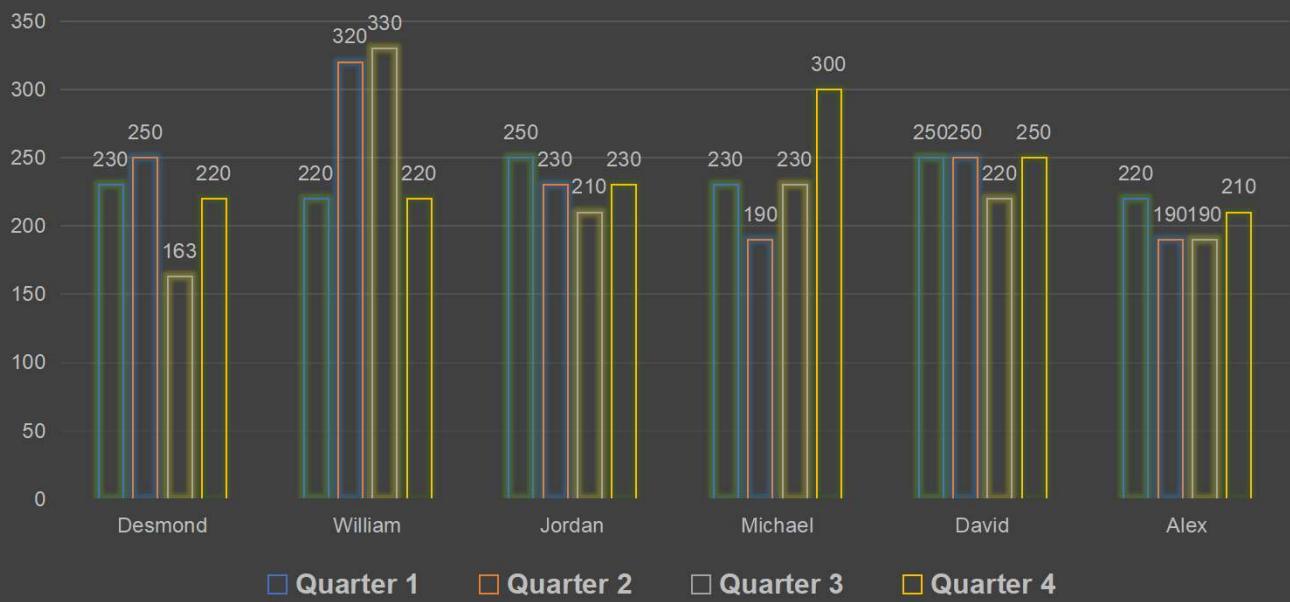
Personal Sales Chart



Quarter Sales Data



Sales Data by Quarter



Sample Sdn. Bhd.

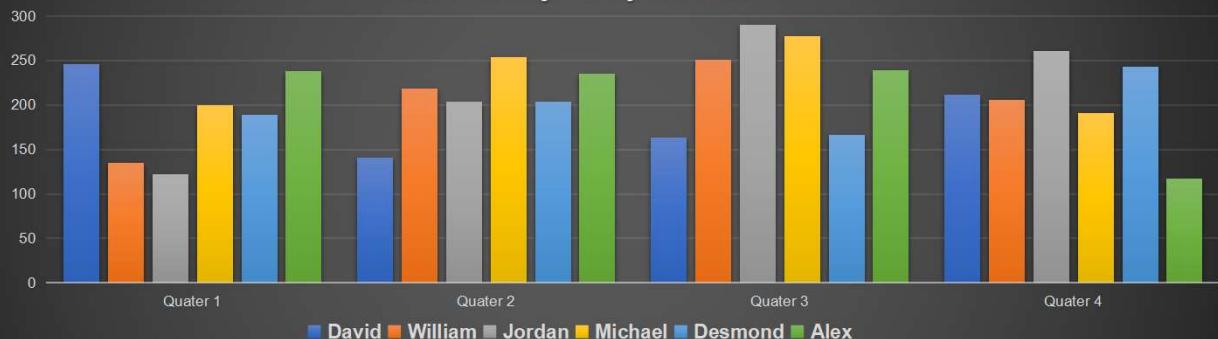
 **Sales Analysis by Quater** 

| Name | Quater 1 | Quater 2 | Quater 3 | Quater 4 | Total | % |
|---------|----------|----------|----------|----------|-------|-----|
| David | 246 | 141 | 163 | 212 | 762 | 15% |
| William | 135 | 219 | 251 | 206 | 811 | 16% |
| Jordan | 122 | 204 | 290 | 261 | 877 | 18% |
| Michael | 200 | 254 | 278 | 191 | 923 | 18% |
| Desmond | 189 | 204 | 166 | 243 | 802 | 16% |
| Alex | 238 | 235 | 239 | 117 | 829 | 17% |

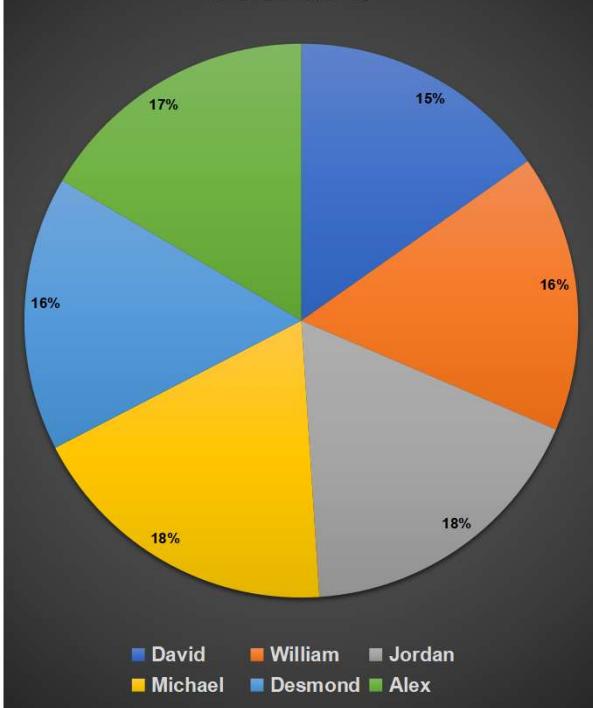
*in thousand

 Total Sales: RM5004

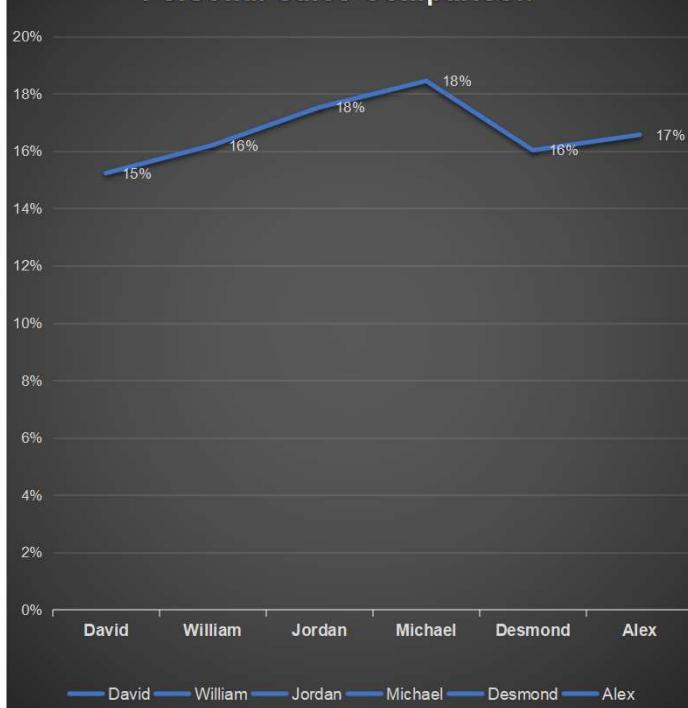
Sales Analysis by Quarter



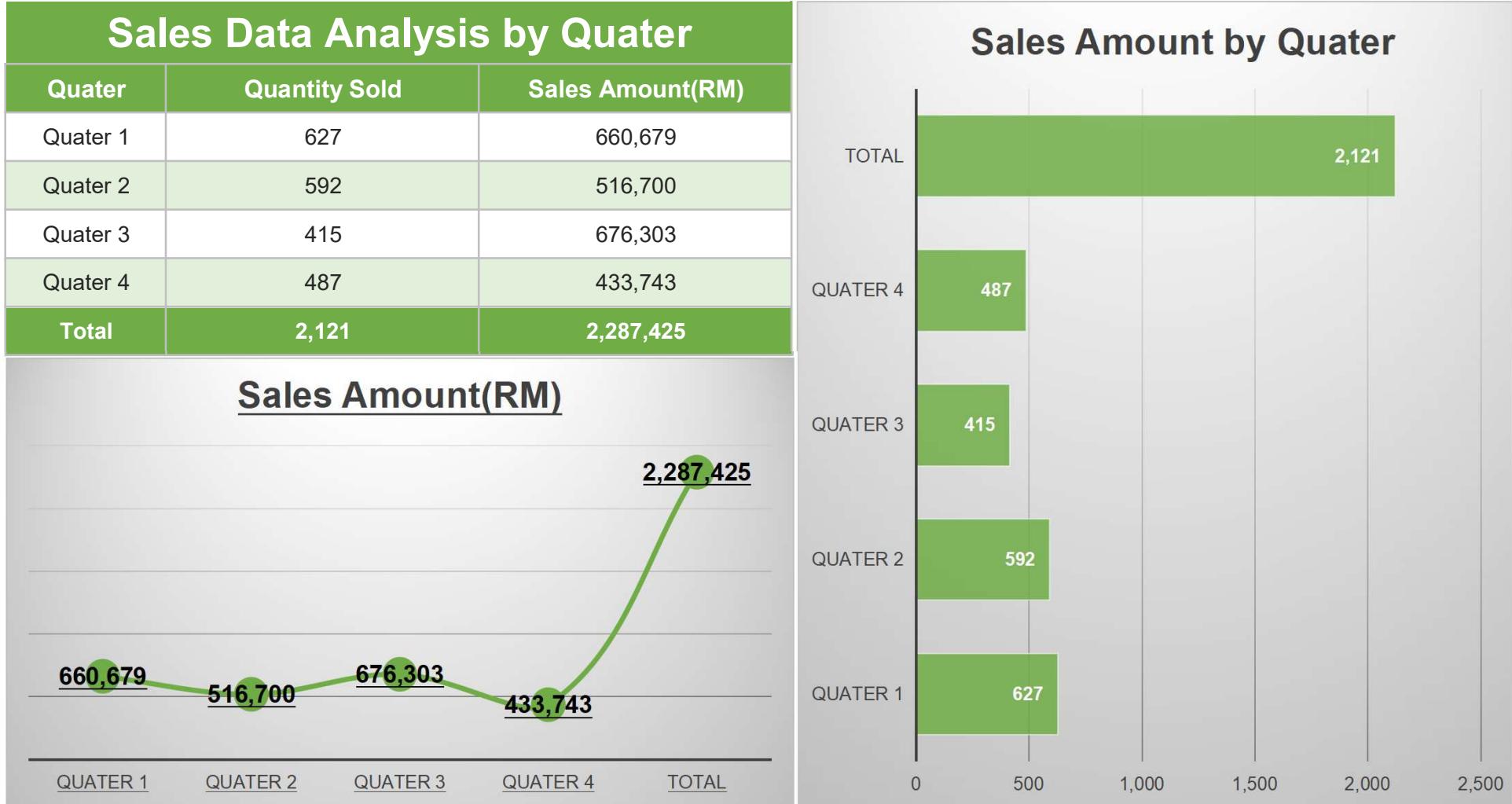
Personal %



Personal Sales Comparison



Sample Sdn. Bhd.

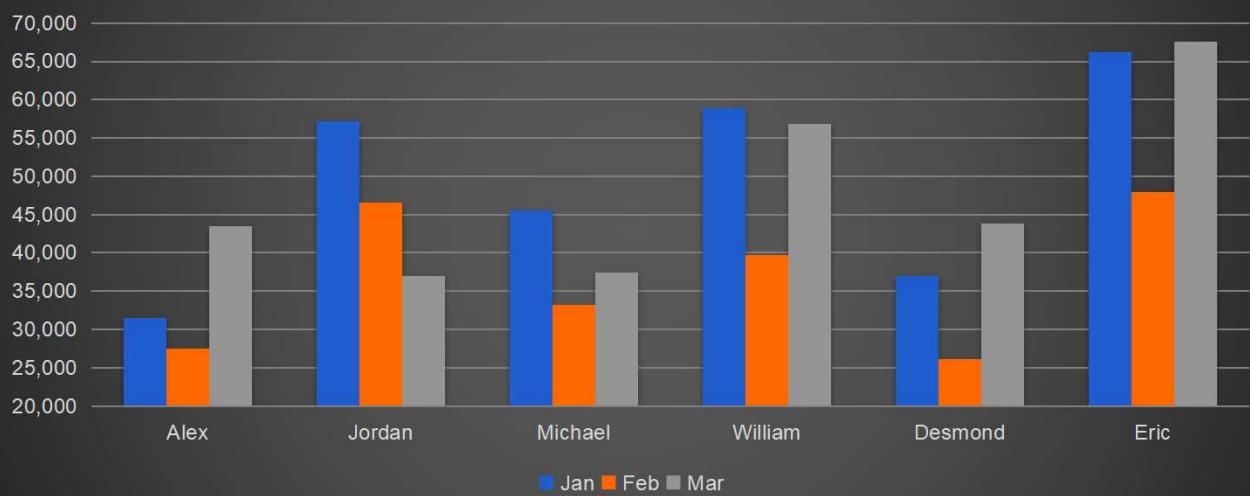


Sample Sdn. Bhd.

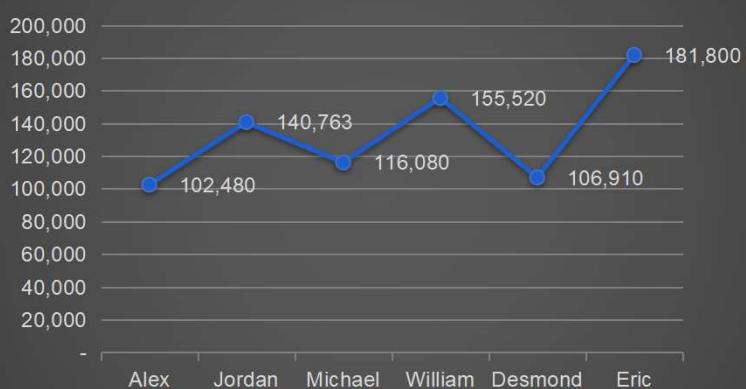
Sales Staff Monthly Sales Comparison - Quater 1

| Staff No. | Staff Name | Jan | Feb | Mar | Total |
|-----------|------------|--------|--------|--------|---------|
| 2201 | Alex | 31,500 | 27,470 | 43,510 | 102,480 |
| 2202 | Jordan | 57,210 | 46,573 | 36,980 | 140,763 |
| 2203 | Michael | 45,510 | 33,150 | 37,420 | 116,080 |
| 2204 | William | 58,870 | 39,760 | 56,890 | 155,520 |
| 2205 | Desmond | 36,910 | 26,150 | 43,850 | 106,910 |
| 2206 | Eric | 66,240 | 47,950 | 67,610 | 181,800 |

Sales Staff Monthly Sales Chart



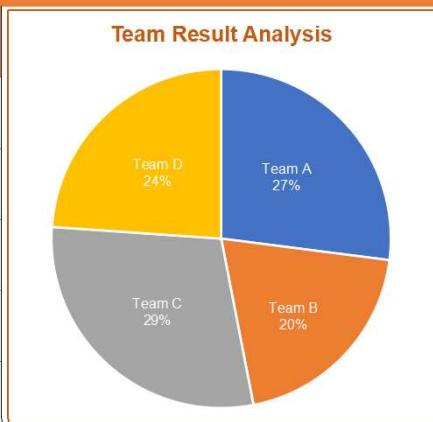
Quarter Sales Comparison



Sample Sdn. Bhd.

Yearly Sales Result Analysis

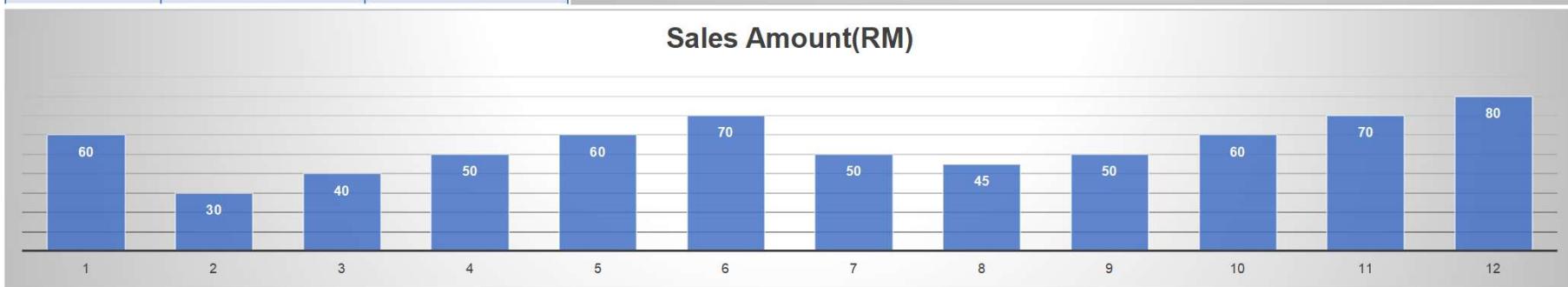
| Team | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|--------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-------------|
| Team A | 130 | 140 | 180 | 200 | 189 | 120 | 230 | 218 | 198 | 250 | 240 | 276 | 2371 |
| Team B | 120 | 110 | 168 | 150 | 145 | 135 | 180 | 200 | 168 | 108 | 123 | 140 | 1747 |
| Team C | 230 | 190 | 150 | 250 | 280 | 201 | 198 | 245 | 234 | 200 | 198 | 180 | 2556 |
| Team D | 100 | 150 | 145 | 210 | 201 | 180 | 210 | 176 | 190 | 150 | 165 | 220 | 2097 |
| Total | 580 | 590 | 643 | 810 | 815 | 636 | 818 | 839 | 790 | 708 | 726 | 816 | 8771 |



Sample Sdn. Bhd.

Sales Chart

| Month | Sales Amount(RM) | Sales Quantity(unit) |
|-------|------------------|----------------------|
| 1 | 60 | 1200 |
| 2 | 30 | 1300 |
| 3 | 40 | 1500 |
| 4 | 50 | 1600 |
| 5 | 60 | 1700 |
| 6 | 70 | 1800 |
| 7 | 50 | 1600 |
| 8 | 45 | 1550 |
| 9 | 50 | 1600 |
| 10 | 60 | 1700 |
| 11 | 70 | 1800 |
| 12 | 80 | 1900 |



Sales Analysis by State

| Area | Sales Target | Actual Sales | Variance |
|----------|--------------|--------------|----------|
| Selangor | 39,809 | 35,000 | 4,809 |
| Perak | 48,000 | 58,999 | -10,999 |
| Melaka | 57,890 | 53,990 | 3,900 |
| Sarawak | 83,890 | 67,654 | 16,236 |
| Sabah | 73,645 | 78,000 | -4,355 |
| Penang | 88,263 | 83,000 | 5,263 |
| Johor | 40,873 | 47,000 | -6,127 |
| Pahang | 58,763 | 55,890 | 2,873 |
| Perlis | 29,870 | 39,081 | -9,211 |
| Kedah | 56,783 | 49,876 | 6,907 |

SALES COMPARISON



Sales Amount by State



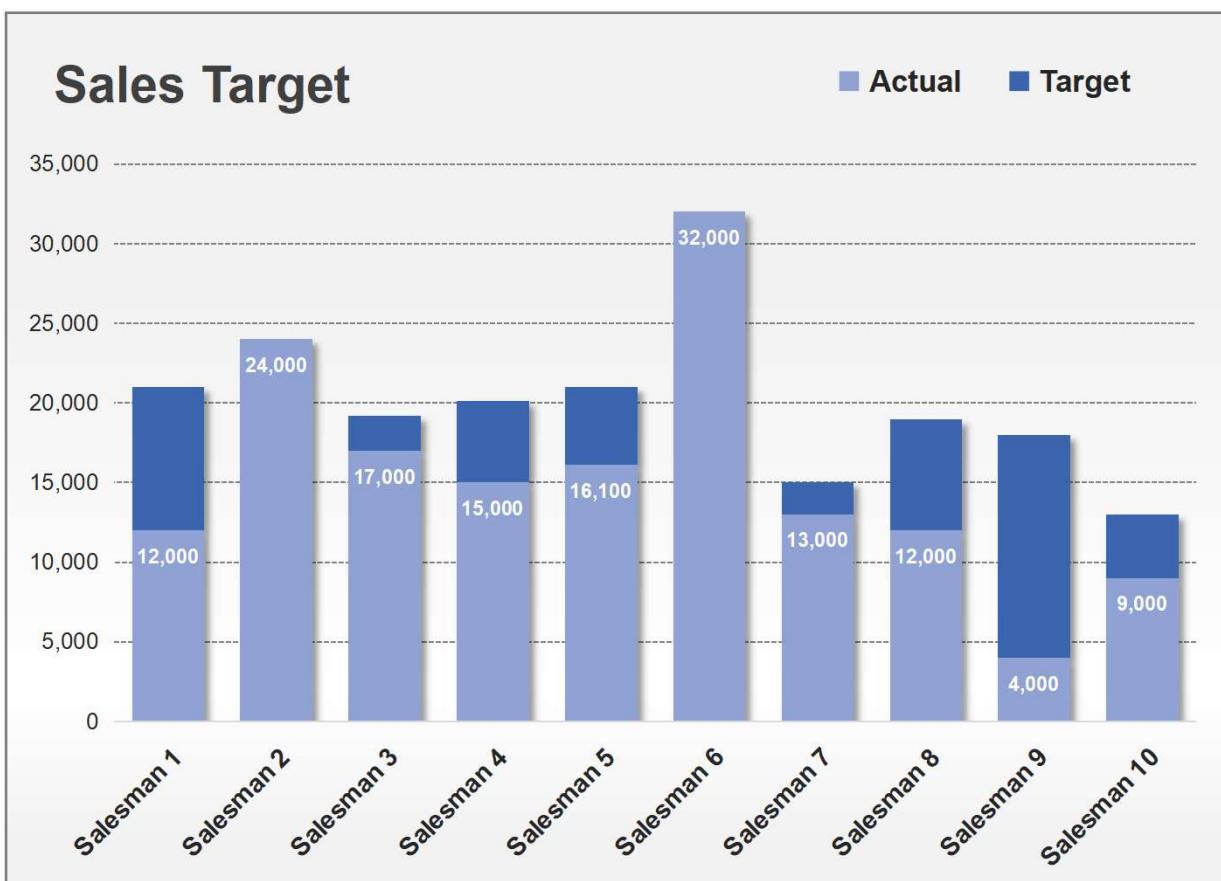
█ Selangor █ Perak █ Melaka █ Sarawak █ Sabah
█ Penang █ Johor █ Pahang █ Perlis █ Kedah

Sales Analysis



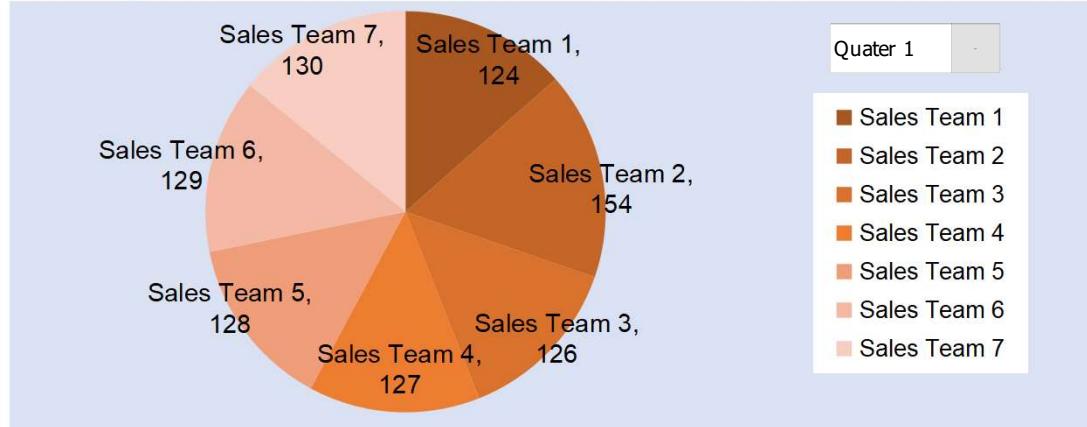
Sales Target Analysis

| | Target | Actual | Completion % |
|--------------|----------------|---------------|----------------|
| Salesman 1 | 21,000 | 12,000 | 57.14% |
| Salesman 2 | 13,000 | 24,000 | 184.62% |
| Salesman 3 | 19,200 | 17,000 | 88.54% |
| Salesman 4 | 20,100 | 15,000 | 74.63% |
| Salesman 5 | 21,000 | 16,100 | 76.67% |
| Salesman 6 | 16,000 | 32,000 | 200.00% |
| Salesman 7 | 15,000 | 13,000 | 86.67% |
| Salesman 8 | 19,000 | 12,000 | 63.16% |
| Salesman 9 | 18,000 | 4,000 | 22.22% |
| Salesman 10 | 13,000 | 9,000 | 69.23% |
| Total | 175,300 | 15,410 | 922.87% |



Sales Data Analysis by Team & Quater

| Sales Team | Quater 1 | Quater 2 | Quater 3 | Quater 4 |
|--------------|----------|----------|----------|----------|
| Sales Team 1 | 124 | 125 | 126 | 127 |
| Sales Team 2 | 154 | 123 | 543 | 320 |
| Sales Team 3 | 126 | 127 | 128 | 129 |
| Sales Team 4 | 127 | 128 | 129 | 130 |
| Sales Team 5 | 128 | 129 | 130 | 131 |
| Sales Team 6 | 129 | 130 | 131 | 132 |
| Sales Team 7 | 130 | 131 | 132 | 133 |



2020 Sales Data by Team



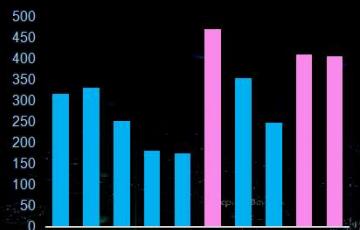
Mid Term Sales Analysis

| Product Name | Product 1 | Product 2 | Product 3 | Product 4 | Product 5 |
|--------------|-----------|-----------|-----------|-----------|-----------|
| Jan | 259 | 250 | 225 | 189 | 248 |
| Feb | 136 | 287 | 369 | 236 | 139 |
| Mar | 150 | 129 | 298 | 239 | 458 |
| Apr | 179 | 269 | 418 | 459 | 597 |
| May | 219 | 398 | 369 | 370 | 456 |
| Jun | 350 | 247 | 250 | 258 | 369 |



ABC Sdn. Bhd. Sales Analysis

Sales By Area



ABC Sdn. Bhd. Sales Analysis

Total Sales (RM)

26312888

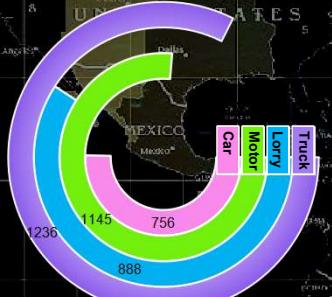
Total Sales (RM)

35.12%

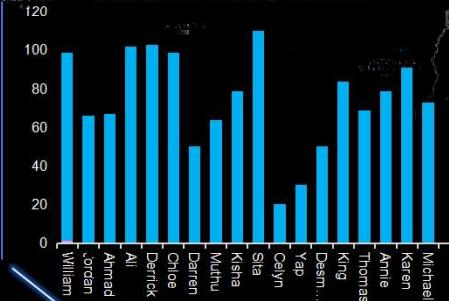
Monthly Sales



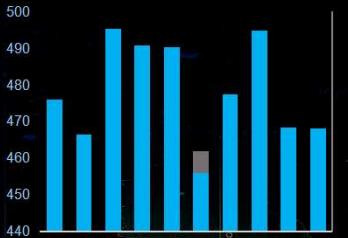
Product Analysis



Salesman Sales Result



Top Sales Product



Sales Channel



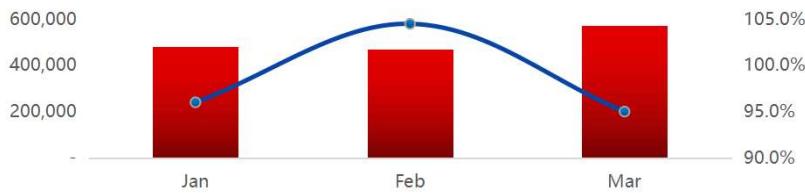
Quarterly Sales Result Analysis

| Analysis By Month | | | | |
|-------------------|---------|--------------|--------------|-------|
| Month | Target | Actual Sales | Completion % | Ratio |
| Jan | 500,000 | 480,000 | 96.0% | 31.6% |
| Feb | 450,000 | 470,000 | 104.4% | 30.9% |
| Mar | 600,000 | 570,000 | 95.0% | 37.5% |

| Analysis By Team | | | | |
|------------------|---------|--------------|--------------|-------|
| Team | Target | Actual Sales | Completion % | Ratio |
| Team A | 400,000 | 360,000 | 90.0% | 23.7% |
| Team B | 370,000 | 320,000 | 86.5% | 21.1% |
| Team C | 260,000 | 270,000 | 103.8% | 17.8% |
| Team D | 180,000 | 200,000 | 111.1% | 13.2% |
| Team E | 340,000 | 370,000 | 108.8% | 24.3% |

| Analysis By Salesman | | | | |
|----------------------|---------|--------------|--------------|------|
| Name | Target | Actual Sales | Completion % | Rank |
| William | 270,000 | 280,000 | 103.7% | 3 |
| Alex | 300,000 | 300,000 | 100.0% | 2 |
| Jordan | 260,000 | 240,000 | 92.3% | 4 |
| Michael | 320,000 | 350,000 | 109.4% | 1 |

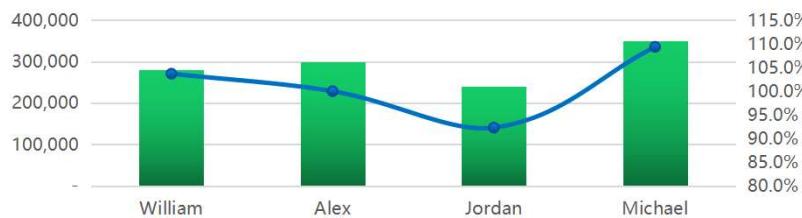
Monthly Sales Vs Budget %



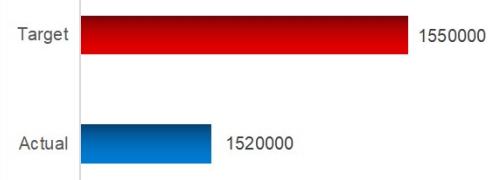
Team Sales Vs Budget %



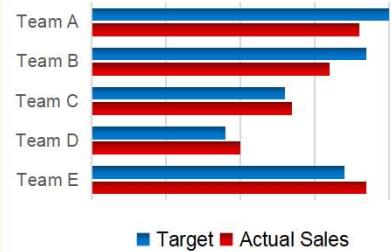
Salesman Sales Vs Budget %



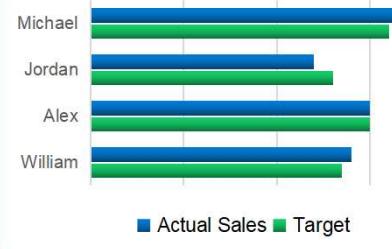
Target Vs Actual Sales



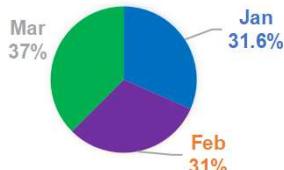
Team Target Vs Actual Sales



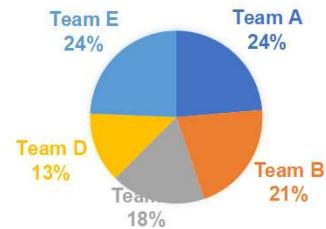
Salesman Target Vs Actual Sales



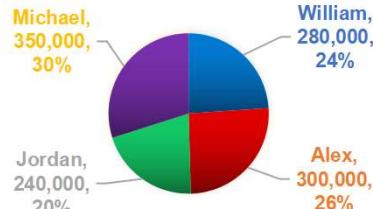
MONTHLY SALES RATIO



TEAM SALES RATIO



SALESMAN RATIO



Sales Data Statistic

Sales Target

1500

Accumulative Sales

1143

Target Sales Amount

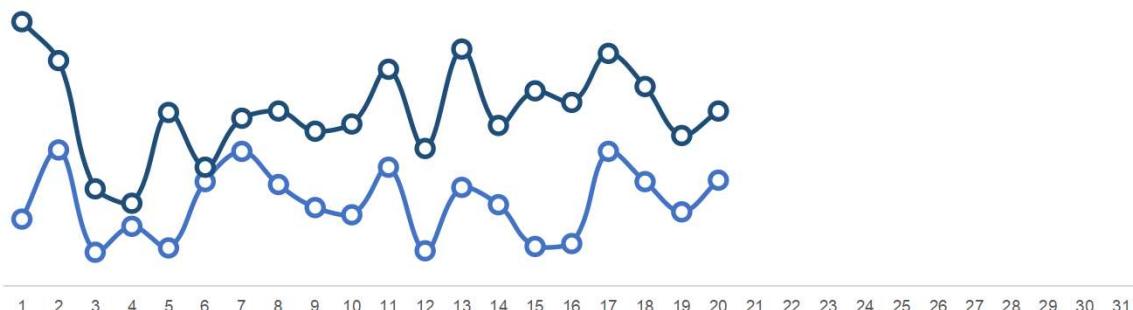
3000

Accumulative Sales Amount

2427

Daily Sales Amount & Volume

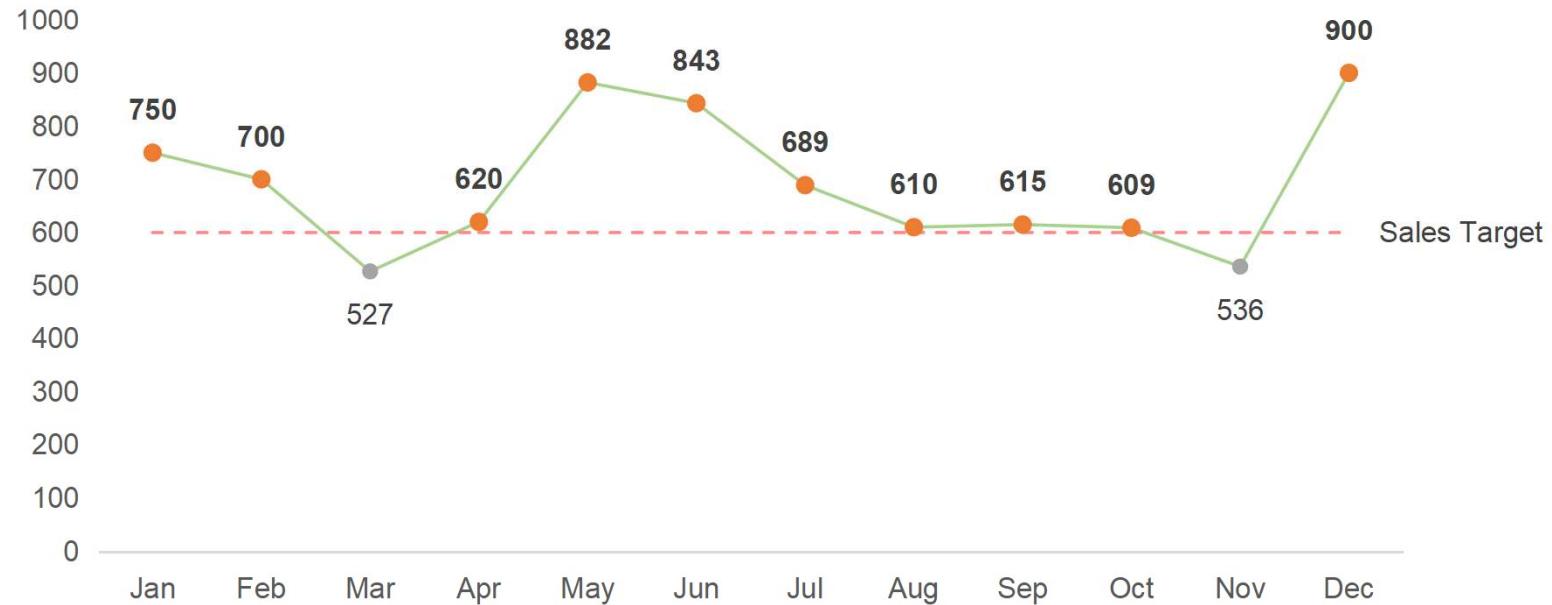
Unit Sold Sales Amount



| Day | Unit Sold | Accumulative Sales | Progression | Sales Amount | Accumulative Sales Amount | Progression | Remarks |
|-----|-----------|--------------------|-------------|--------------|---------------------------|-------------|---------|
| 1 | 46 | 46 | 3.07% | 183 | 183 | 6.10% | |
| 2 | 94 | 140 | 9.33% | 156 | 339 | 11.30% | |
| 3 | 23 | 163 | 10.87% | 67 | 406 | 13.53% | |
| 4 | 41 | 204 | 13.60% | 57 | 463 | 15.43% | |
| 5 | 26 | 230 | 15.33% | 120 | 583 | 19.43% | |
| 6 | 72 | 302 | 20.13% | 82 | 665 | 22.17% | |
| 7 | 93 | 395 | 26.33% | 116 | 781 | 26.03% | |
| 8 | 70 | 465 | 31.00% | 121 | 902 | 30.07% | |
| 9 | 54 | 519 | 34.60% | 107 | 1009 | 33.63% | |
| 10 | 49 | 568 | 37.87% | 112 | 1121 | 37.37% | |
| 11 | 82 | 650 | 43.33% | 150 | 1271 | 42.37% | |
| 12 | 24 | 674 | 44.93% | 95 | 1366 | 45.53% | |
| 13 | 68 | 742 | 49.47% | 164 | 1530 | 51.00% | |
| 14 | 56 | 798 | 53.20% | 111 | 1641 | 54.70% | |
| 15 | 27 | 825 | 55.00% | 135 | 1776 | 59.20% | |
| 16 | 29 | 854 | 56.93% | 127 | 1903 | 63.43% | |
| 17 | 93 | 947 | 63.13% | 161 | 2064 | 68.80% | |
| 18 | 72 | 1019 | 67.93% | 138 | 2202 | 73.40% | |
| 19 | 51 | 1070 | 71.33% | 104 | 2306 | 76.87% | |
| 20 | 73 | 1143 | 76.20% | 121 | 2427 | 80.90% | |
| 21 | | | | | | | |
| 22 | | | | | | | |
| 23 | | | | | | | |
| 24 | | | | | | | |
| 25 | | | | | | | |
| 26 | | | | | | | |
| 27 | | | | | | | |
| 28 | | | | | | | |
| 29 | | | | | | | |
| 30 | | | | | | | |
| 31 | | | | | | | |

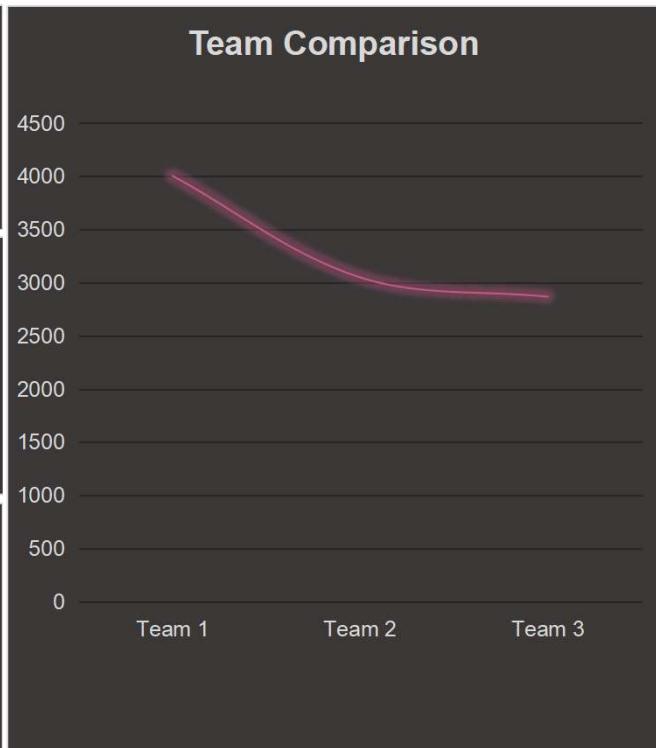
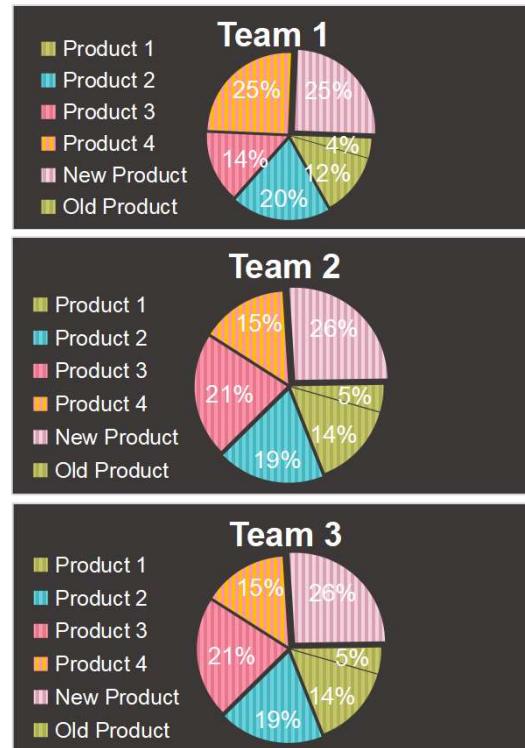
Personal Sales Target Analysis Chart

Personal Sales Target Analysis Chart



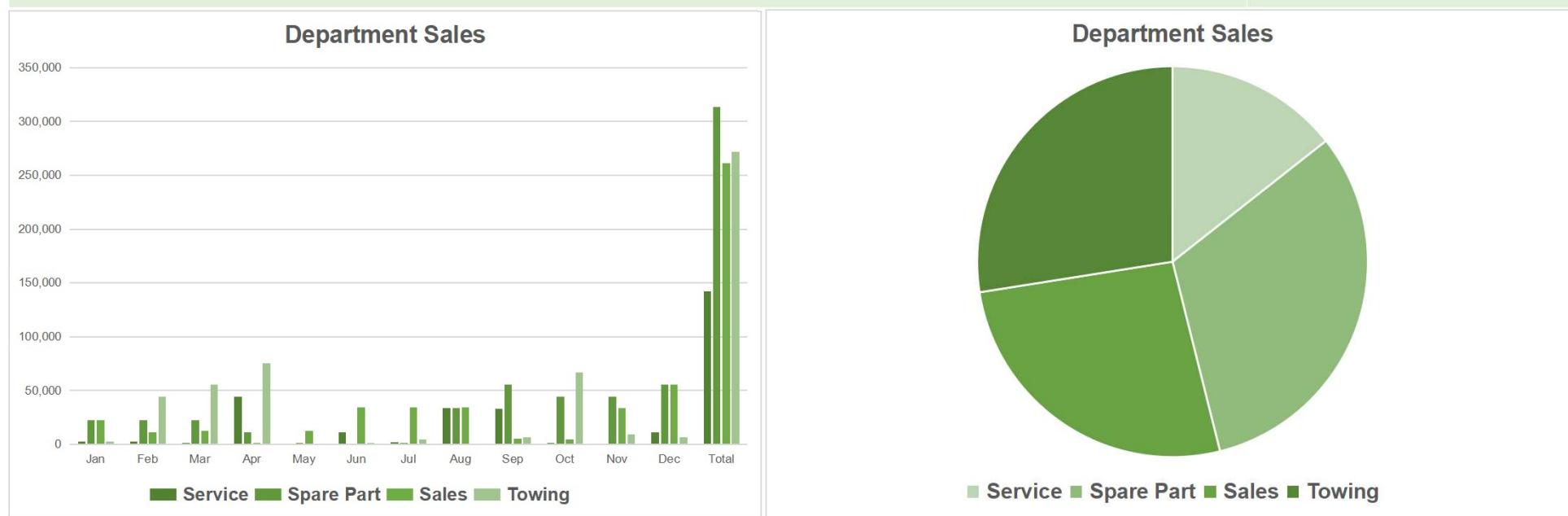
Product Statistic

| Product | Team 1 | Team 2 | Team 3 |
|--------------|-------------|-------------|-------------|
| Product 1 | 498 | 444 | 345 |
| Product 2 | 787 | 567 | 654 |
| Product 3 | 567 | 654 | 657 |
| Product 4 | 998 | 456 | 456 |
| New Product | 999 | 785 | 544 |
| Old Product | 154 | 143 | 211 |
| Total | 4003 | 3049 | 2867 |

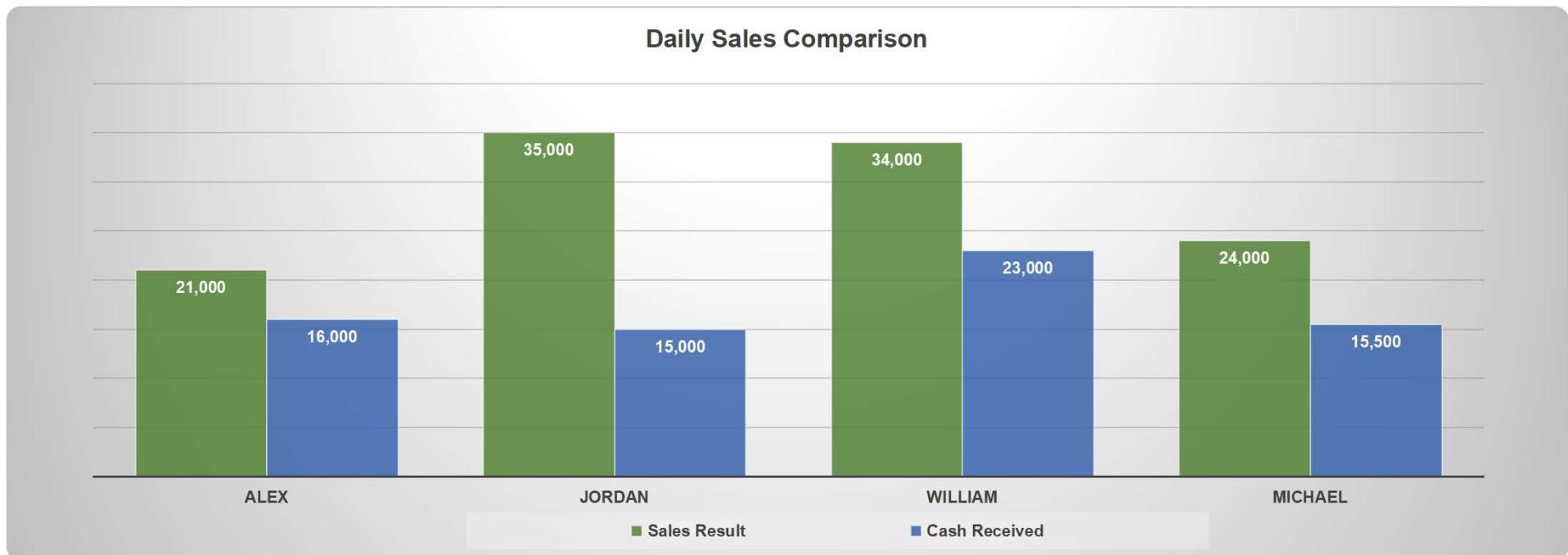


Department Sales Data Statistic

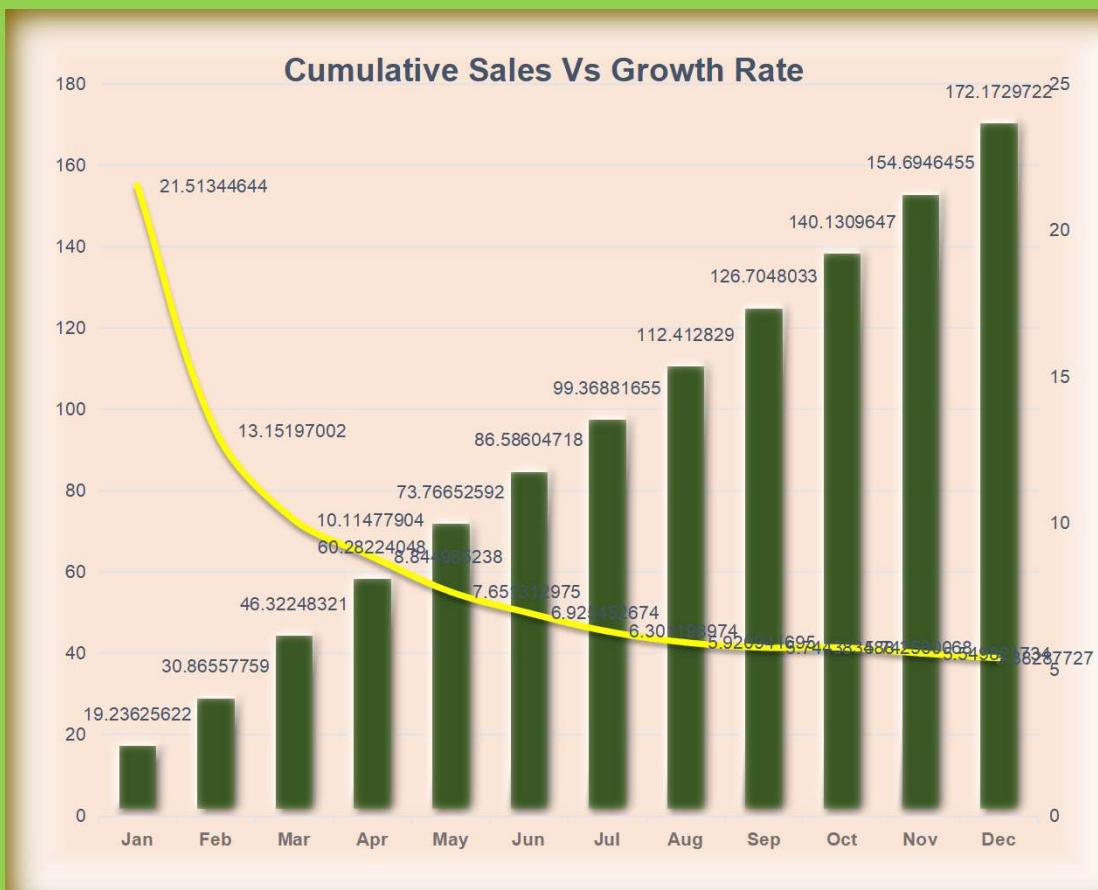
| Month Department | Jan | Feb | Mar | Apr | May | Jun | Jul | Aug | Sep | Oct | Nov | Dec | Total |
|---------------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-----------------------------|
| Service | 2,233 | 2,233 | 1,111 | 44,444 | 55 | 11,111 | 2,222 | 33,333 | 33,222 | 1,111 | 111 | 11,111 | 142,297 |
| Spare Part | 22,233 | 22,222 | 22,233 | 11,111 | 1,222 | 122 | 1,111 | 33,345 | 55,656 | 44,545 | 44,443 | 55,333 | 313,576 |
| Sales | 22,222 | 11,111 | 12,221 | 1,212 | 12,222 | 34,554 | 34,355 | 34,435 | 5,534 | 4,545 | 33,334 | 55,442 | 261,187 |
| Towing | 2,323 | 44,232 | 55,556 | 75,656 | 45 | 455 | 4,645 | 4 | 6,678 | 66,778 | 8,867 | 6,767 | 272,006 |
| | | | | | | | | | | | | | Total 272,006 |



| Daily Sales Report | | | | | | | Analysis | | |
|--------------------|------------------|-----------------|--------------|----------------|----------------|---------------------------|----------|--------------|---------------|
| Sales Person | Customer Name | Sales Order No. | Sales Amount | Deposit Amount | Payment Method | Remarks | Salesman | Sales Result | Cash Received |
| Alex | Sample Sdn Bhd | PO-12345 | 10,000 | 5,000 | Cash | Done | Salesman | 21,000 | 16,000 |
| William | Sample Sdn Bhd | PO-12346 | 20,000 | 10,000 | Cash | Done | | 35,000 | 15,000 |
| Jordan | Sample Sdn Bhd | PO-12347 | 30,000 | 10,000 | Bank Transfer | Done | | 34,000 | 23,000 |
| Michael | Sample 2 Sdn Bhd | PO-12348 | 15,000 | 11,000 | Cash | Done | | 24,000 | 15,500 |
| Alex | Sample 2 Sdn Bhd | PO-12349 | 11,000 | 11,000 | Bank Transfer | Get customer address | | Alex | Cash |
| William | Sample 3 Sdn Bhd | PO-12350 | 14,000 | 13,000 | Cheque | Get customer address | | Jordan | Bank Transfer |
| Jordan | Sample 3 Sdn Bhd | PO-12351 | 5,000 | 5,000 | TT | Get customer address | | William | Cheque |
| Michael | Sample 3 Sdn Bhd | PO-12352 | 9,000 | 4,500 | Cash | Get payment from customer | | Michael | TT |



Sales Data Analysis

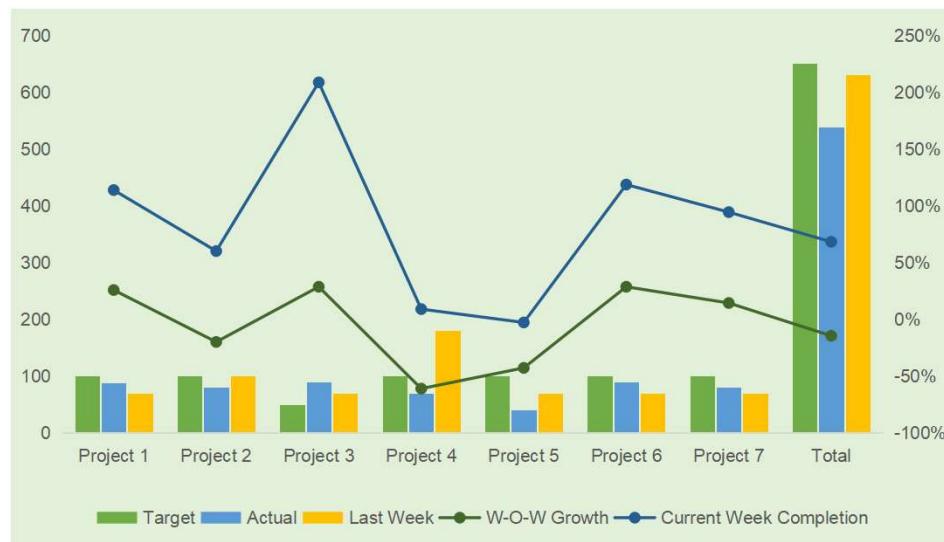


| Consumer (Female) | | Consumer (Male) |
|-------------------|-----|-----------------|
| 66208.03098 | Dec | 56145 |
| 89671 | Nov | 86145 |
| 67036.43602 | Oct | 78012 |
| 67788.18555 | Sep | 80012 |
| 69407.24499 | Aug | 70245 |
| 72065.1924 | Jul | 80245 |
| 75155.76039 | Jun | 80125 |
| 80238.17815 | May | 76423 |
| 85644.70619 | Apr | 91253 |
| 68576.45793 | Mar | 78975 |
| 57865 | Feb | 57895 |
| 86780 | Jan | 68543 |

Sample Sdn. Bhd.

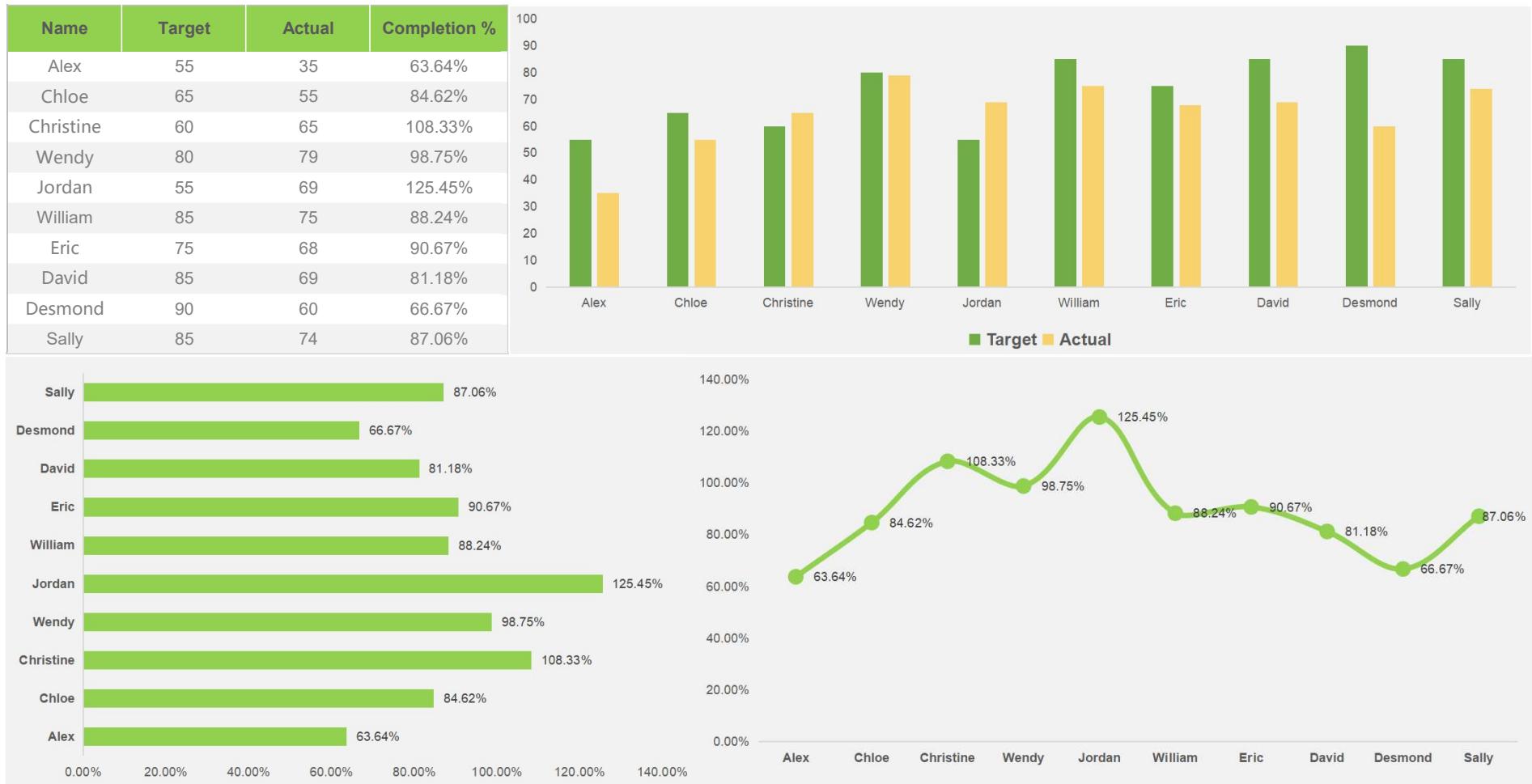
Project Analysis

| Project | Target | Actual | Last Week | W-O-W Growth | Current Week Completion |
|-----------|--------|--------|-----------|--------------|-------------------------|
| Project 1 | 100 | 88 | 70 | 26% | 88% |
| Project 2 | 100 | 80 | 100 | -20% | 80% |
| Project 3 | 50 | 90 | 70 | 29% | 180% |
| Project 4 | 100 | 70 | 180 | -61% | 70% |
| Project 5 | 100 | 40 | 70 | -43% | 40% |
| Project 6 | 100 | 90 | 70 | 29% | 90% |
| Project 7 | 100 | 80 | 70 | 14% | 80% |
| Total | 650 | 538 | 630 | -15% | 83% |



Sample Sdn. Bhd.

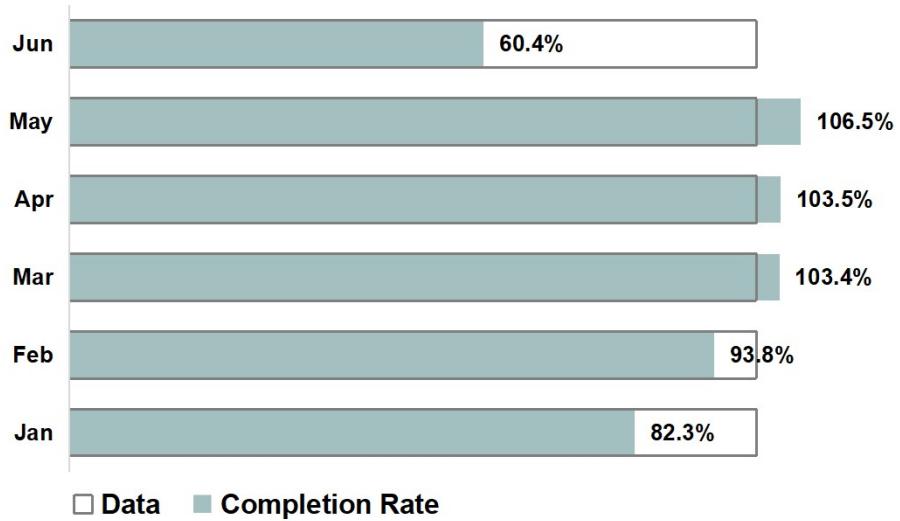
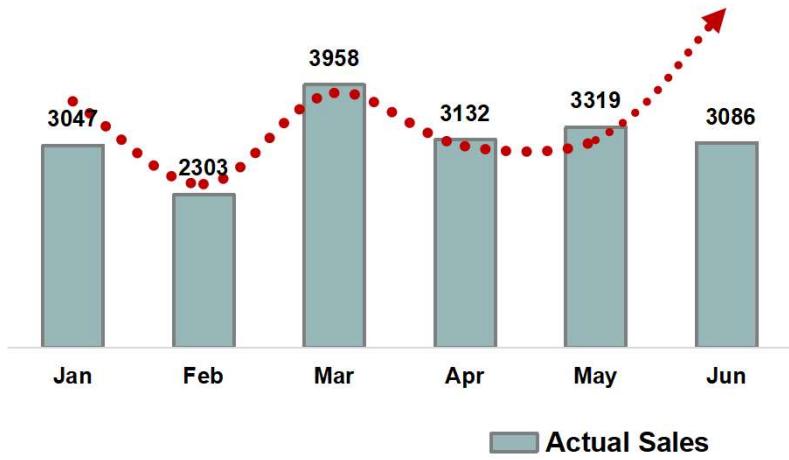
Sales Analysis Chart



Sample Sdn. Bhd.

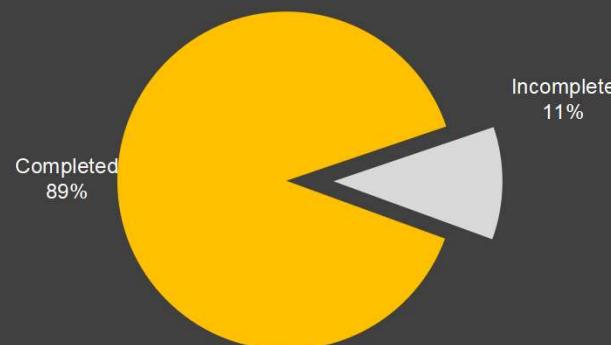
Mid Term Sales Analysis

| Month | Jan | Feb | Mar | Apr | May | Jun |
|-----------------|--------|--------|--------|--------|--------|--------|
| Sales Budget | 3703 | 2454 | 3829 | 3026 | 3117 | 5112 |
| Actual Sales | 3047 | 2303 | 3958 | 3132 | 3319 | 3086 |
| Variance | 656 | 151 | -129 | -106 | -202 | 2026 |
| Completion Rate | 82.3% | 93.8% | 103.4% | 103.5% | 106.5% | 60.4% |
| Data | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% | 100.0% |

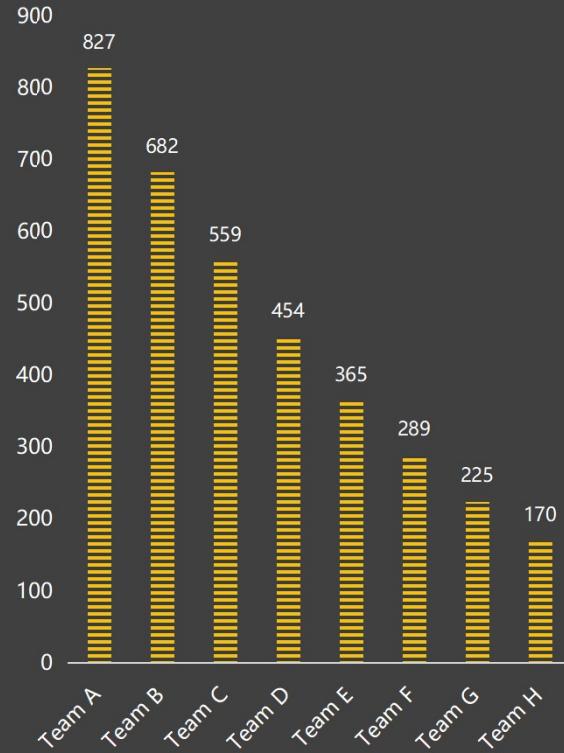


Weekly Sales Report

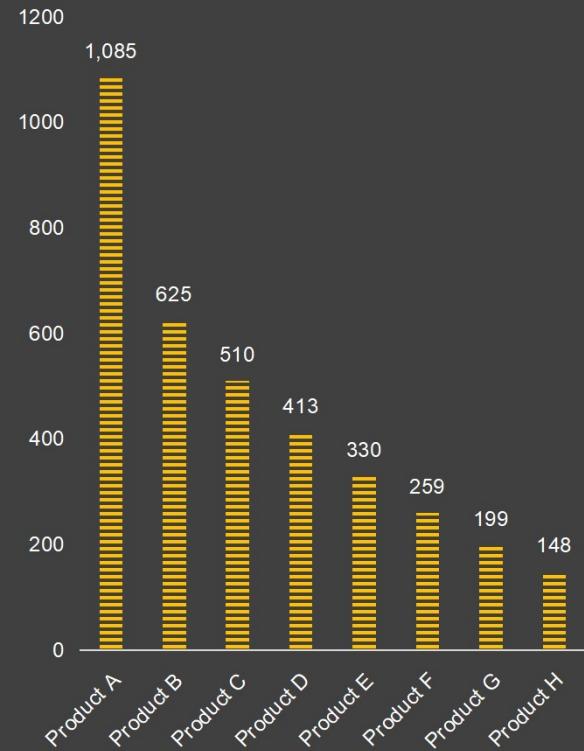
Weekly Target Achievement



Sales Team Result



Product Result



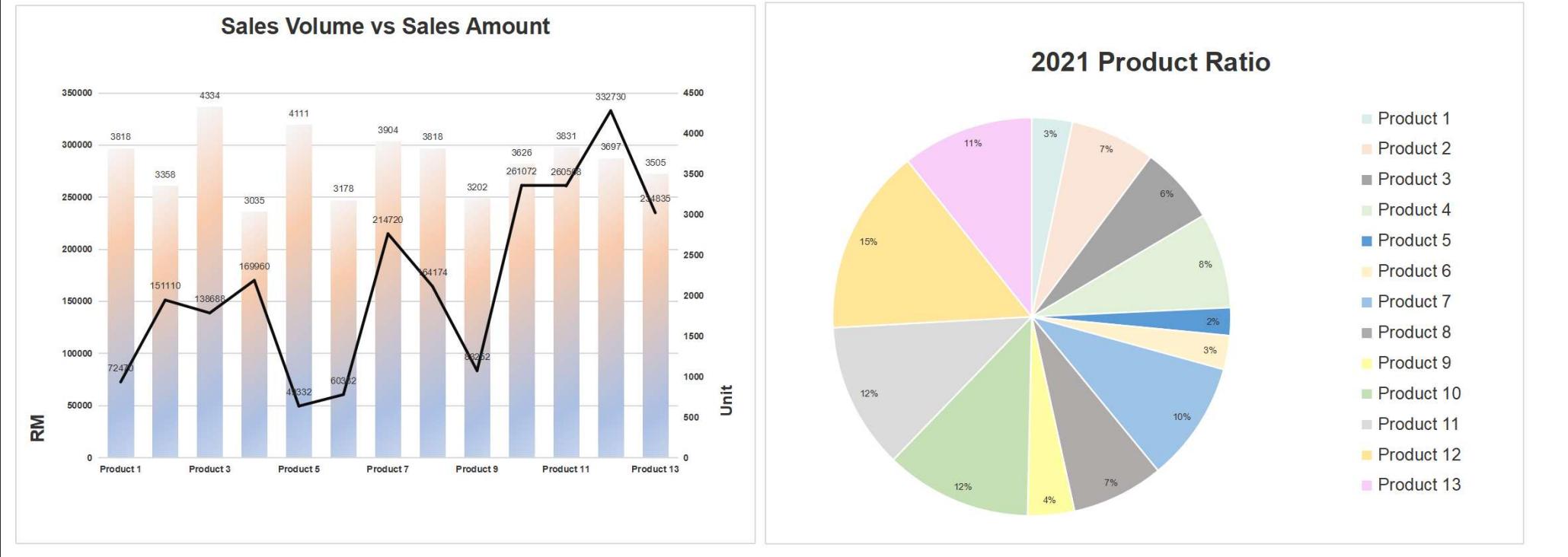
Sales Report

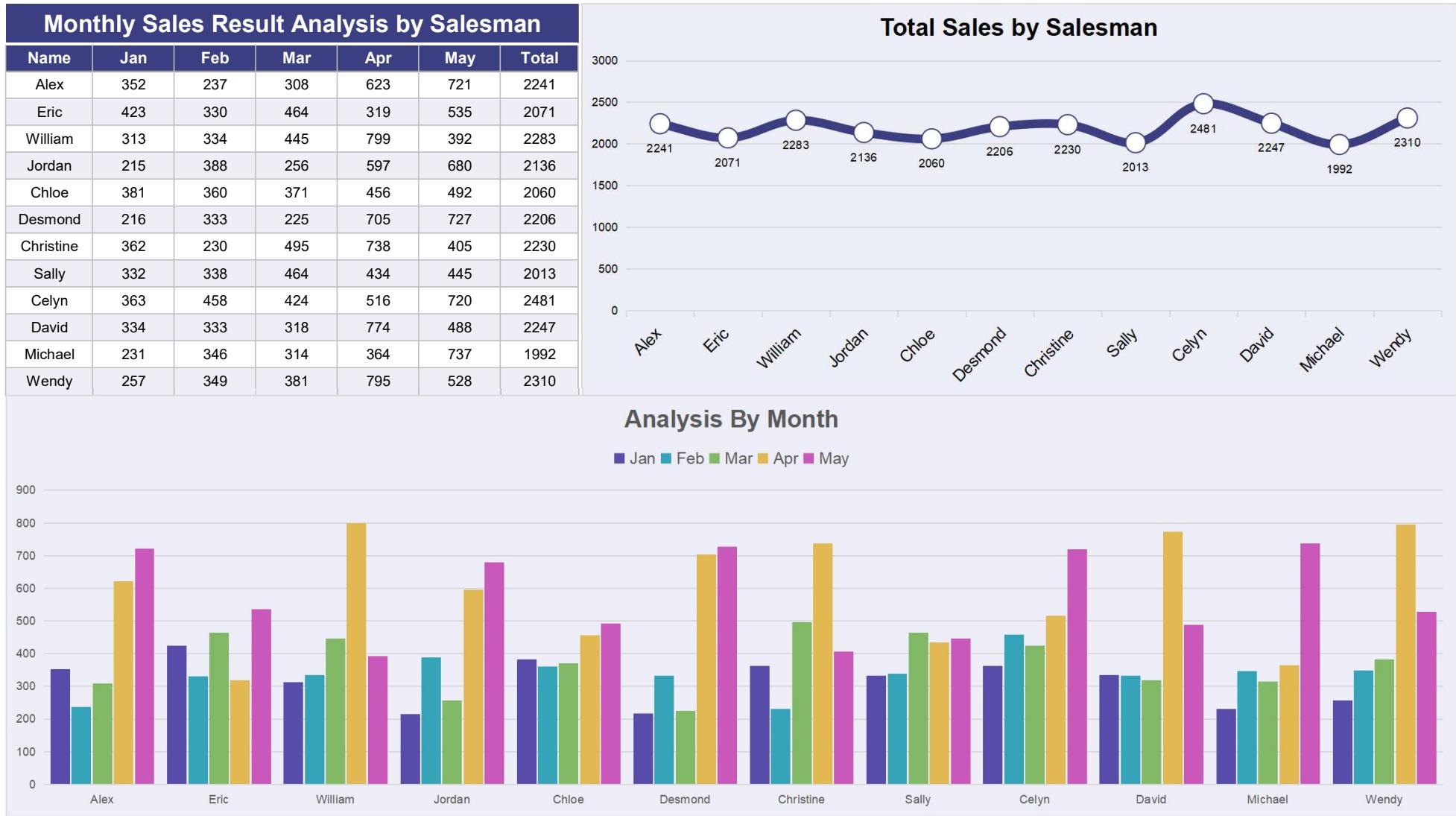
| Sales Details | | | | | | |
|---------------|--------------|---------------|--------------|------------|------------------|---------|
| No. | Product Name | Customer Name | Unit Sold | Price/Unit | Amount | Remarks |
| 1 | Product A | Alex | 2000 | 15.60 | 31,200.00 | |
| 2 | Product B | Jordan | 3500 | 3.87 | 13,545.00 | |
| 3 | Product C | Michael | 5000 | 4.44 | 22,200.00 | |
| 4 | Product D | William | 5000 | 3.63 | 18,150.00 | |
| 5 | | | | | | |
| 6 | | | | | | |
| 7 | | | | | | |
| 8 | | | | | | |
| Total | | | 15500 | | 85,095.00 | |

| Data by Product | | | Data by Customer | | |
|-----------------|--------------|------------------|------------------|--------------|------------------|
| Product Name | Unit | Amount | Customer Name | Unit | Amount |
| Product A | 2000 | 31,200.00 | Alex | 2000 | 31,200.00 |
| Product B | 3500 | 13,545.00 | Jordan | 3500 | 13,545.00 |
| Product C | 5000 | 22,200.00 | Michael | 5000 | 22,200.00 |
| Product D | 5000 | 18,150.00 | William | | |
| Total | 15500 | 85,095.00 | Total | 10500 | 66,945.00 |

Sales Volume Analysis

| No. | Product | Unit Price | 2021 | | | | | | | | | | | | | | | | | | | | | | | | Total Unit | Total Amount | Remarks | | | |
|-------|------------|------------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------|--------|------------|--------------|---------|--|--|--|
| | | | Jan | | Feb | | Mar | | Apr | | May | | Jun | | Jul | | Aug | | Sep | | Oct | | Nov | | Dec | | | | | | | |
| | | | Unit | Total | | | | | | |
| 1 | Product 1 | 20 | 377 | 7540 | 475 | 9500 | 312 | 2350 | 356 | 7120 | 416 | 8320 | 163 | 3260 | 328 | 6560 | 173 | 3460 | 492 | 9840 | 402 | 8040 | 193 | 3860 | 131 | 2620 | 3818 | 72470 | | | | |
| 2 | Product 2 | 45 | 305 | 13725 | 338 | 15210 | 317 | 14265 | 221 | 9945 | 178 | 8010 | 498 | 22410 | 176 | 7920 | 381 | 17145 | 371 | 16695 | 162 | 7290 | 174 | 7830 | 237 | 10665 | 3358 | 151110 | | | | |
| 3 | Product 3 | 32 | 318 | 10176 | 463 | 14816 | 138 | 4416 | 372 | 11904 | 362 | 11584 | 397 | 12704 | 440 | 14080 | 476 | 15232 | 296 | 9472 | 411 | 13152 | 249 | 7968 | 412 | 13184 | 4334 | 138688 | | | | |
| 4 | Product 4 | 56 | 432 | 24192 | 113 | 6328 | 145 | 8120 | 102 | 5712 | 241 | 13496 | 200 | 11200 | 346 | 19376 | 259 | 14504 | 386 | 21616 | 149 | 8344 | 402 | 22512 | 260 | 14560 | 3035 | 169960 | | | | |
| 5 | Product 5 | 12 | 418 | 5016 | 490 | 5880 | 360 | 4320 | 491 | 5892 | 184 | 2208 | 368 | 4416 | 495 | 5940 | 104 | 1248 | 326 | 3912 | 314 | 3768 | 248 | 2976 | 313 | 3756 | 4111 | 49332 | | | | |
| 6 | Product 6 | 19 | 214 | 4066 | 142 | 2698 | 430 | 8170 | 390 | 7410 | 270 | 5130 | 282 | 5358 | 202 | 3838 | 125 | 2375 | 149 | 2831 | 472 | 8968 | 332 | 6308 | 170 | 3230 | 3178 | 60382 | | | | |
| 7 | Product 7 | 55 | 449 | 24695 | 199 | 10945 | 447 | 24585 | 208 | 11440 | 338 | 18590 | 318 | 17490 | 283 | 15565 | 345 | 18975 | 401 | 22055 | 271 | 14905 | 296 | 16280 | 349 | 19195 | 3904 | 214720 | | | | |
| 8 | Product 8 | 43 | 325 | 13975 | 345 | 14835 | 204 | 8772 | 292 | 12556 | 296 | 12728 | 372 | 15996 | 258 | 11094 | 141 | 6063 | 168 | 7224 | 459 | 19737 | 495 | 21285 | 463 | 19909 | 3818 | 164174 | | | | |
| 9 | Product 9 | 26 | 173 | 4498 | 488 | 12688 | 325 | 8450 | 309 | 8034 | 274 | 7124 | 252 | 6552 | 263 | 6838 | 238 | 6188 | 391 | 10166 | 223 | 5798 | 153 | 3978 | 113 | 2938 | 3202 | 83252 | | | | |
| 10 | Product 10 | 72 | 147 | 10584 | 326 | 23472 | 263 | 18936 | 423 | 30456 | 230 | 16560 | 369 | 26568 | 141 | 10152 | 452 | 32544 | 398 | 28656 | 142 | 10224 | 239 | 17208 | 496 | 35712 | 3626 | 261072 | | | | |
| 11 | Product 11 | 68 | 305 | 20740 | 331 | 22508 | 361 | 24548 | 478 | 32504 | 199 | 13532 | 435 | 29580 | 293 | 19924 | 337 | 22916 | 168 | 11424 | 462 | 31416 | 137 | 9316 | 325 | 22100 | 3831 | 260508 | | | | |
| 12 | Product 12 | 90 | 274 | 24660 | 411 | 36990 | 181 | 16290 | 312 | 28080 | 417 | 37530 | 398 | 35820 | 211 | 18990 | 188 | 16920 | 404 | 36360 | 330 | 29700 | 195 | 17550 | 376 | 33840 | 3697 | 332730 | | | | |
| 13 | Product 13 | 67 | 351 | 23517 | 263 | 17621 | 409 | 27403 | 388 | 25996 | 428 | 28676 | 309 | 20703 | 186 | 12462 | 155 | 10385 | 253 | 16951 | 174 | 11658 | 353 | 23651 | 236 | 15812 | 3505 | 234835 | | | | |
| Total | | | 4088 | 187384 | 4384 | 193491 | 3892 | 170625 | 4342 | 197049 | 3833 | 183488 | 4361 | 212057 | 3622 | 152739 | 3374 | 167955 | 4203 | 197202 | 3971 | 173000 | 3466 | 160722 | 3881 | 197521 | 47417 | 2193233 | | | | |





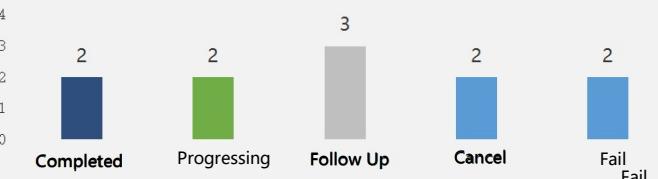
Sales Details Listing

| Company : | | | | | | | Current Month Target : | | RM20,000,000.00 | | |
|-------------|-----|--------------|--------------|------|------------|----------|------------------------|----------|-----------------|---------|--|
| | | | | | | | Total Sales : | | RM18,678,400.00 | | |
| | | | | | | | Net Amount : | | RM18,344,572.00 | | |
| Department: | | | | | | | Progression : | | 91.7% | | |
| No. | Day | Product Name | Product Code | Unit | Price/unit | Quantity | Amount | Discount | Net Amount | Remarks | |
| 1 | 1 | Handphone 1 | XXX-001 | Box | 7000 | 88 | RM616,000.00 | 3% | RM597,520.00 | | |
| 2 | 1 | Handphone 2 | XXX-002 | Box | 7600 | 95 | RM722,000.00 | 1% | RM714,780.00 | | |
| 3 | 1 | Handphone 3 | XXX-003 | Box | 8200 | 102 | RM836,400.00 | 5% | RM794,580.00 | | |
| 4 | 2 | Handphone 4 | XXX-004 | Box | 8800 | 109 | RM959,200.00 | 2% | RM940,016.00 | | |
| 5 | 2 | Handphone 5 | XXX-005 | Box | 9400 | 116 | RM1,090,400.00 | 2% | RM1,068,592.00 | | |
| 6 | 2 | Handphone 6 | XXX-006 | Box | 10000 | 123 | RM1,230,000.00 | 2% | RM1,205,400.00 | | |
| 7 | 2 | Handphone 7 | XXX-007 | Box | 10600 | 130 | RM1,378,000.00 | 2% | RM1,350,440.00 | | |
| 8 | 3 | Handphone 8 | XXX-008 | Box | 11200 | 137 | RM1,534,400.00 | 2% | RM1,505,904.00 | | |
| 9 | 3 | Handphone 9 | XXX-009 | Box | 11800 | 144 | RM1,699,200.00 | 2% | RM1,670,070.86 | | |
| 10 | 3 | Handphone 10 | XXX-010 | Box | 12400 | 151 | RM1,872,400.00 | 2% | RM1,842,976.57 | | |
| 11 | 3 | Handphone 11 | XXX-011 | Box | 13000 | 158 | RM2,054,000.00 | 1% | RM2,024,657.14 | | |
| 12 | 3 | Handphone 12 | XXX-012 | Box | 13600 | 165 | RM2,244,000.00 | 1% | RM2,215,148.57 | | |
| 13 | 3 | Handphone 13 | XXX-013 | Box | 14200 | 172 | RM2,442,400.00 | 1% | RM2,414,486.86 | | |



Sales Order Schedule

| | | | |
|-------------|---|--------|----|
| Completed | 2 | Cancel | 2 |
| Progressing | 2 | Fail | 2 |
| Follow Up | 3 | Total | 11 |



Sales Statistic & Analysis

| No. | Team | Employee Code | Name | Current Month Sales | Ratio | Last Month Sales | M-O-M % | Ranking |
|-----|--------|---------------|---------|---------------------|-------|------------------|---------|---------|
| 1 | Team1 | 100199 | Alex | 31873 | 7.4% | 27683 | 15.1% | 6 |
| 2 | Team1 | 100200 | William | 19838 | 4.6% | 23690 | -16.3% | 11 |
| 3 | Team1 | 100201 | Jordan | 32323 | 7.5% | 28777 | 12.3% | 5 |
| 4 | Team1 | 100202 | Michael | 33238 | 7.7% | 19722 | 68.5% | 3 |
| 5 | Team1 | 100203 | Eric | 42299 | 9.8% | 41068 | 3.0% | 1 |
| 6 | Team1 | 100204 | Desmond | 18323 | 4.3% | 23441 | -21.8% | 14 |
| 7 | Team1 | 100205 | King | 33000 | 7.7% | 12983 | 154.2% | 4 |
| 8 | Team1 | 100206 | David | 23231 | 5.4% | 22000 | 5.6% | 10 |
| 9 | Team 2 | 100207 | Chloe | 29863 | 7.0% | 28632 | 4.3% | 8 |
| 10 | Team 2 | 100208 | Wendy | 38100 | 8.9% | 29888 | 27.5% | 2 |
| 11 | Team 2 | 100209 | Sally | 23700 | 5.5% | 22469 | 5.5% | 9 |
| 12 | Team 2 | 100210 | Derrick | 18982 | 4.4% | 17751 | 6.9% | 13 |
| 13 | Team 2 | 100211 | Austin | 17829 | 4.2% | 23400 | -23.8% | 15 |
| 14 | Team 2 | 100212 | Justin | 18989 | 4.4% | 21300 | -10.8% | 12 |
| 15 | Team 2 | 100213 | Celyn | 17779 | 4.1% | 25890 | -31.3% | 16 |
| 16 | Team 2 | 100214 | Thomas | 30083 | 7.0% | 28852 | 4.3% | 7 |
| 17 | | | | | | | | |
| 18 | | | | | | | | |
| 19 | | | | | | | | |
| 20 | | | | | | | | |
| 21 | | | | | | | | |
| 22 | | | | | | | | |
| 23 | | | | | | | | |
| 24 | | | | | | | | |
| 25 | | | | | | | | |
| 26 | | | | | | | | |
| 27 | | | | | | | | |
| 28 | | | | | | | | |
| | | Total | | RM429,450.00 | | | | |

429450

Total Sales

Eric

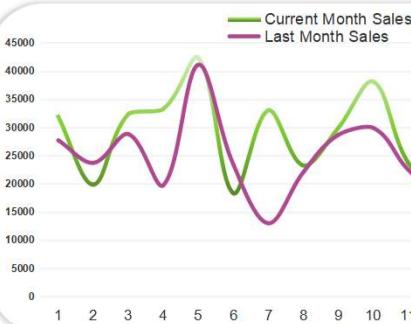
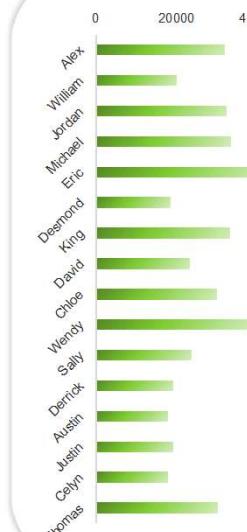
Top Sales

42299

Highest Sales Amount

Team1

Top Sales Team



Sample Sdn. Bhd.

Sales Analysis Report

| Month | Sales Amount | Unit Sold |
|-------|--------------|-----------|
| 1 | 600 | 500 |
| 2 | 700 | 1300 |
| 3 | 500 | 1500 |
| 4 | 1100 | 1200 |
| 5 | 900 | 1100 |
| 6 | 1000 | 1400 |
| 7 | 800 | 1700 |
| 8 | 660 | 1600 |
| 9 | 1300 | 1500 |
| 10 | 900 | 900 |
| 11 | 700 | 1000 |
| 12 | 680 | 800 |

