


# Universal Export'2022

Current Market

 £434.13M  
Profit

 £962.95M  
Revenue

 6  
Categories

Countries  
22


 82.10%

45.08%  
Net Profit

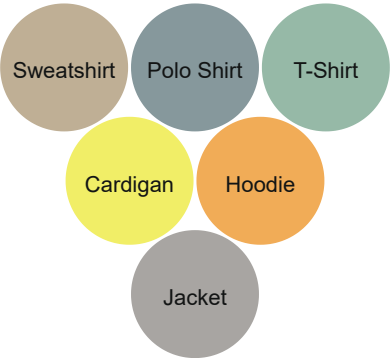
 22  
Sales Team

 46  
Active Customers

 4  
New Customers

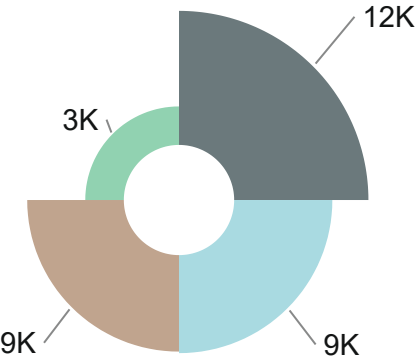
 4  
Categories of Logistics

AKVELON



Transaction by Logistic Type

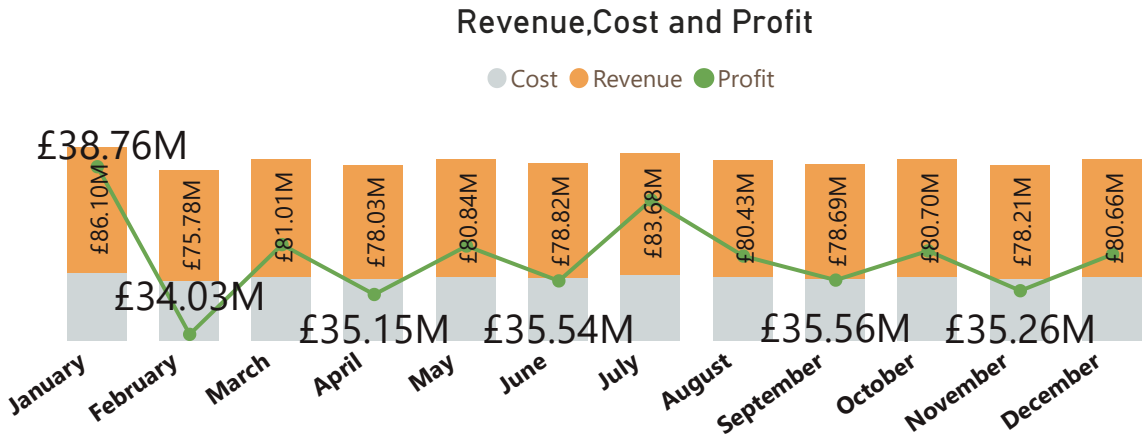
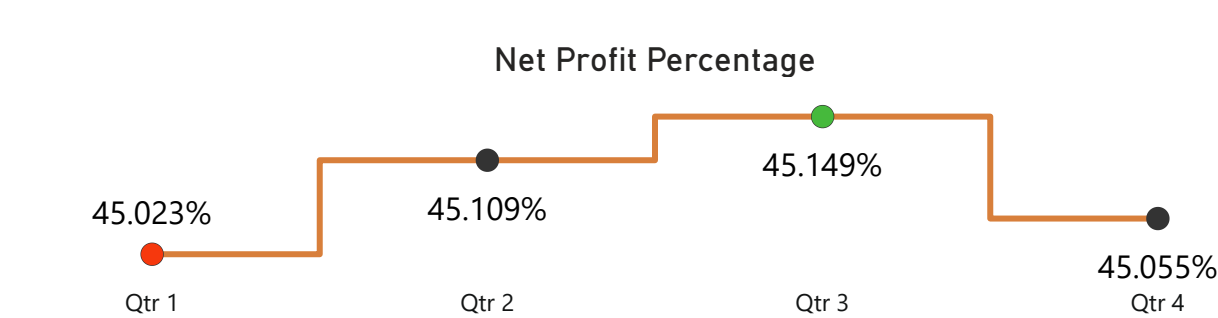
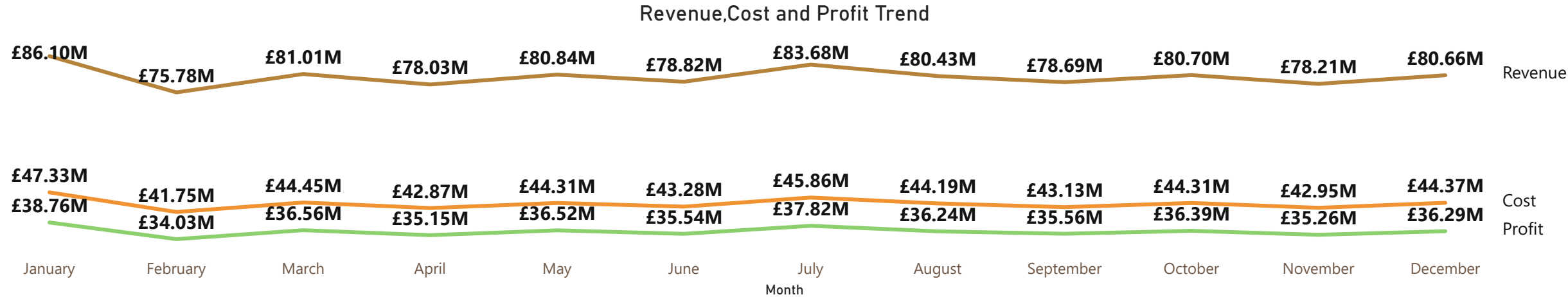
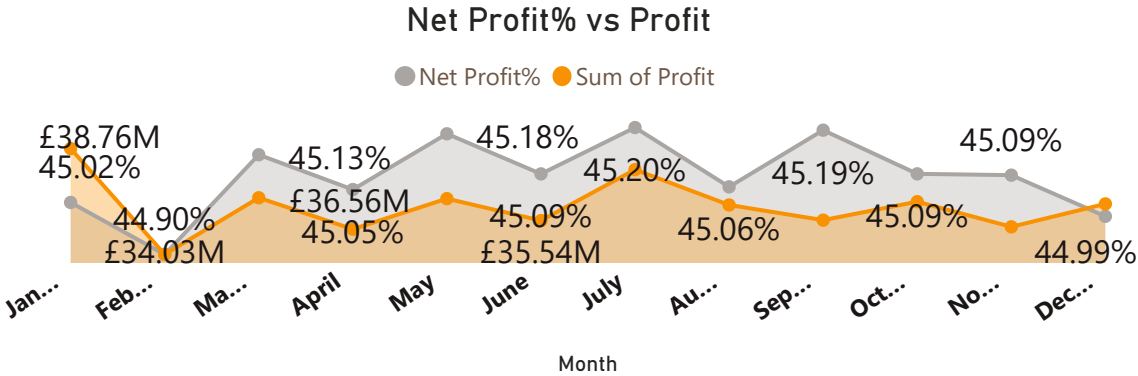
LOGISTIC TYPE   ● Air, Land, Sea   ● Air   ● Land   ● Sea



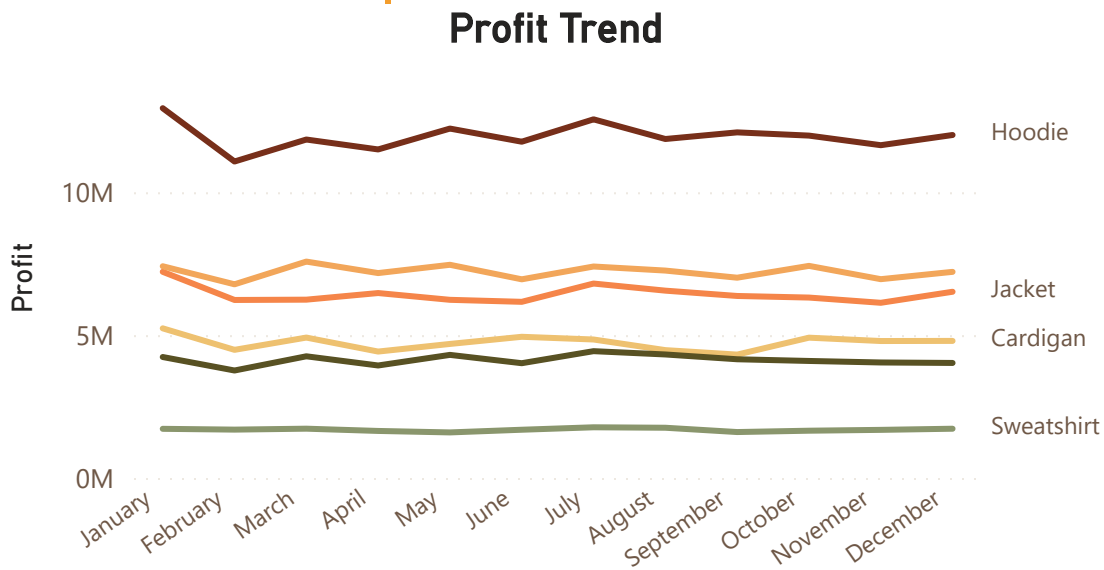
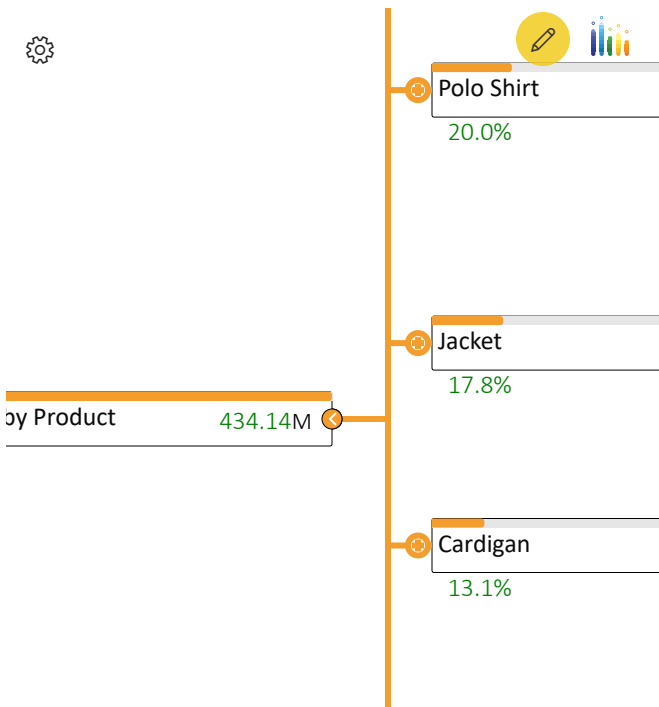
Finances

2022 Financial Details

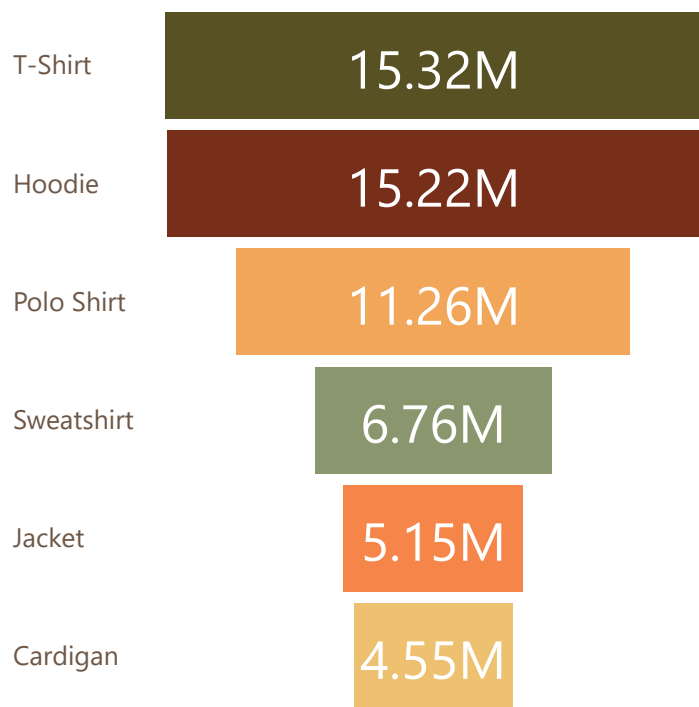
Quarter	Month	Total Cost	Total Price	Profit	Net Profit%	ROI
Q1	January	£4,73,34,235.00	£8,60,98,950.00	£3,87,64,715.00	45.02%	81.90%
Q3	July	£4,58,62,295.00	£8,36,84,800.00	£3,78,22,505.00	45.20%	82.47%
Total		£52,88,11,245.00	£96,29,46,120.00	£43,41,34,875.00	45.08%	82.10%



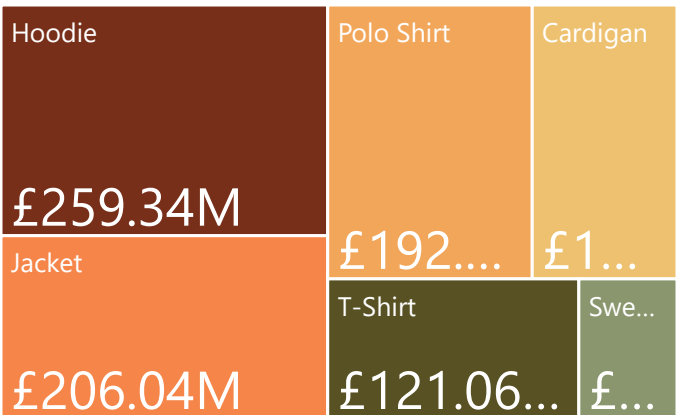
Products



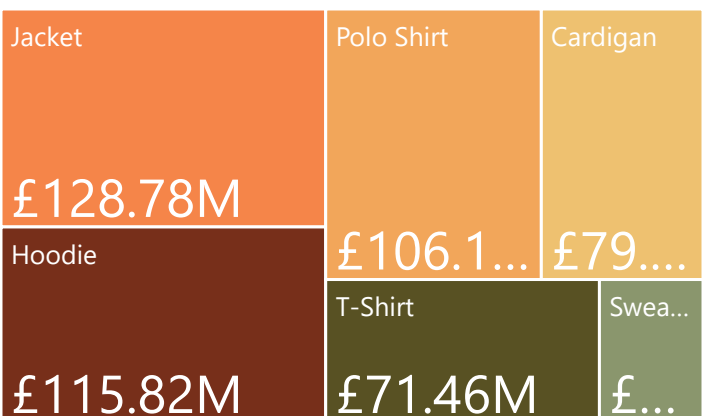
Total Quantity Ordered



Revenue by Category

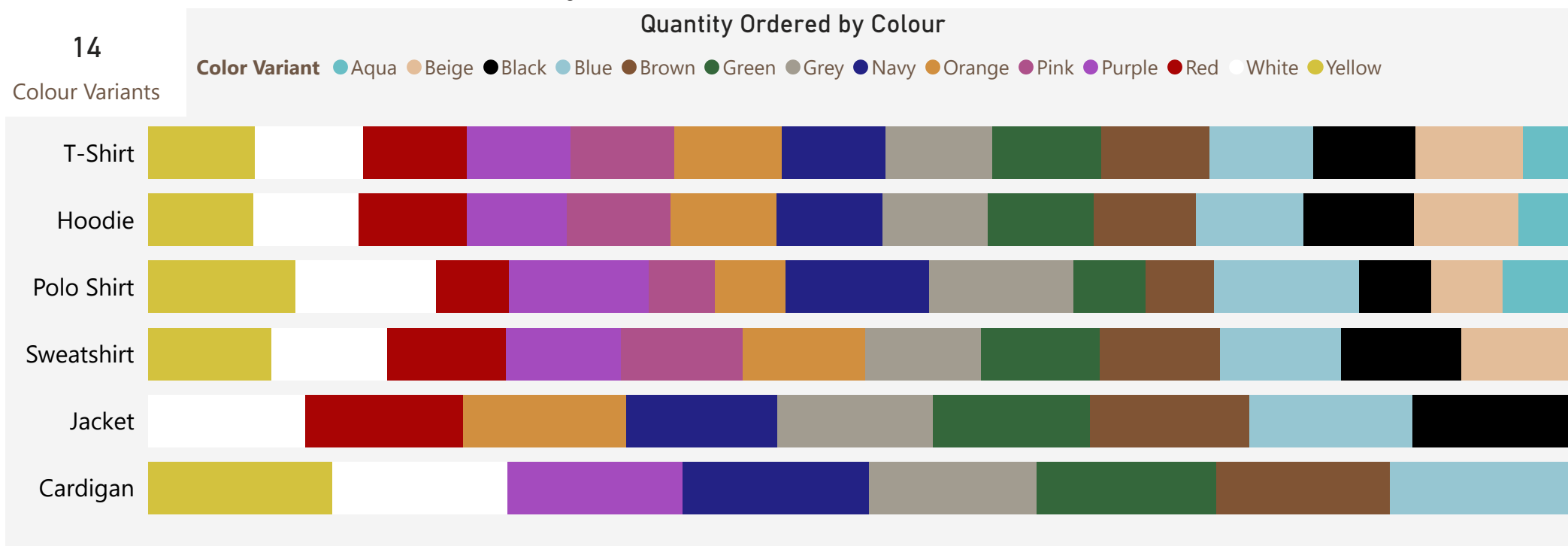
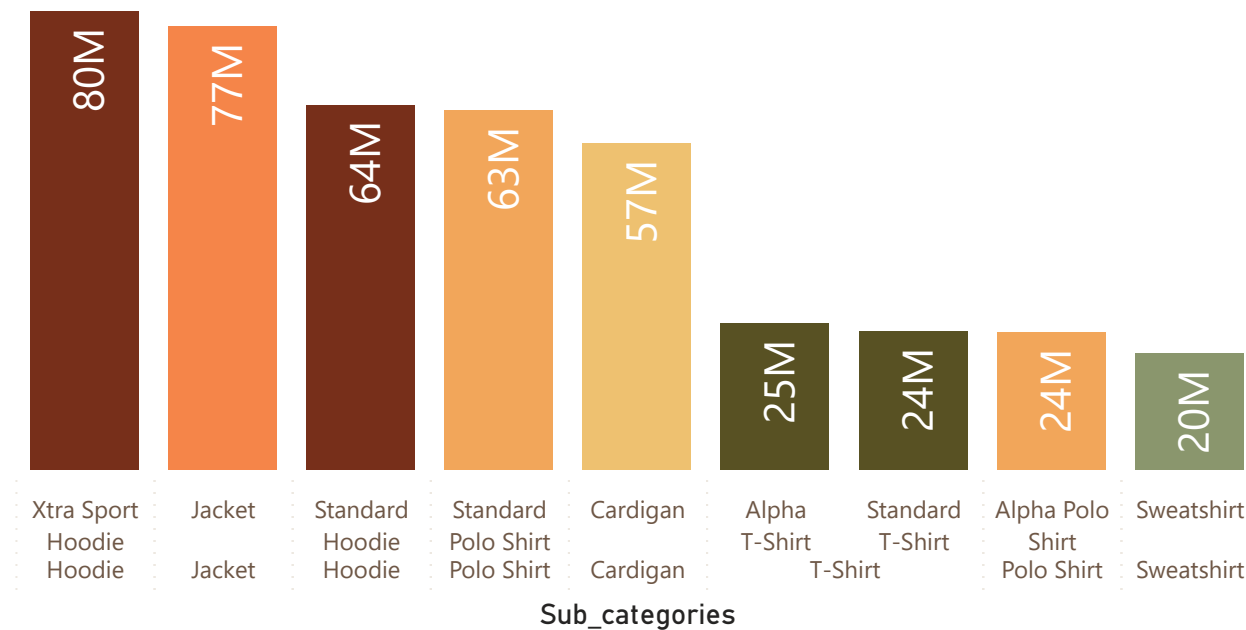


Cost by Category



Products with Price per Unit

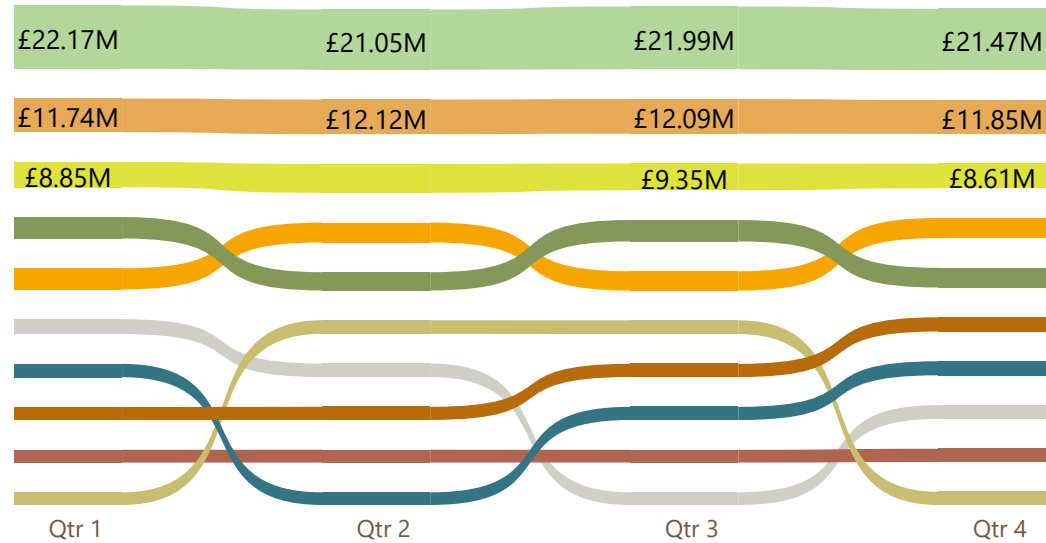




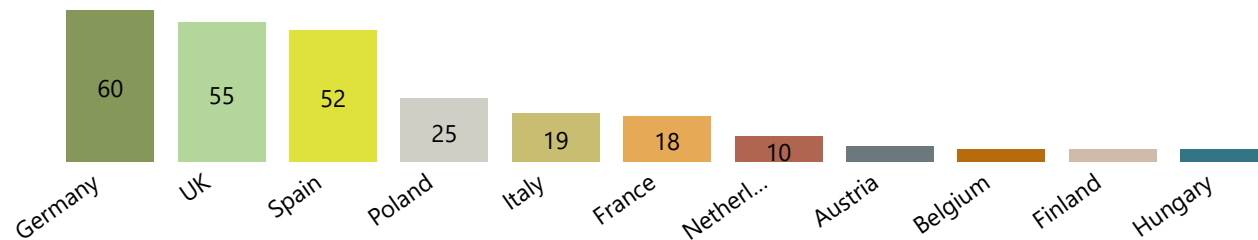
## Location

### Profit Timeline by Country

● UK ● Spain ● Poland ● Netherlands ● Italy ● Ireland ● Hungary ● Germany ● France ● Belgium



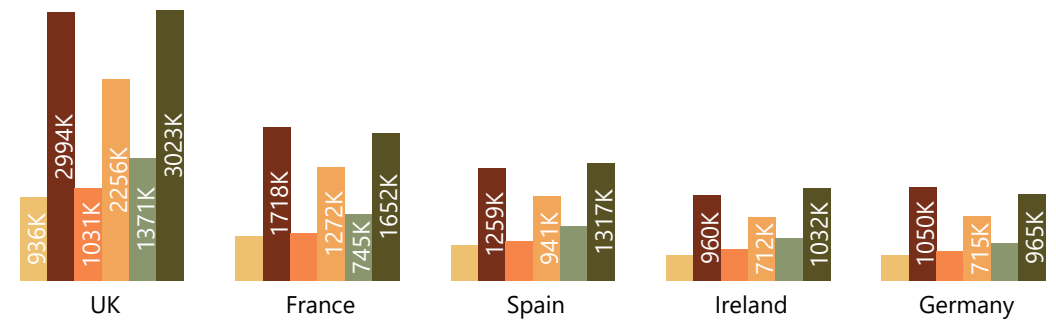
### Countries(Top 10) with Maximum Shipment Cities



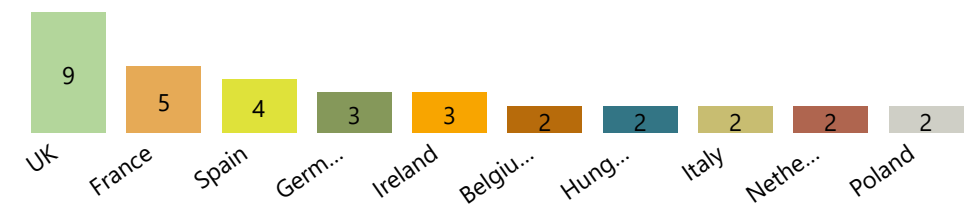
### Profit by Country



### Top5 Countries by Unit Consumption

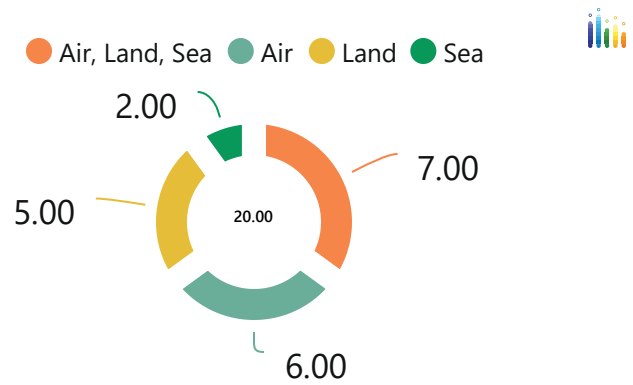


### Countries with More than 1 customer

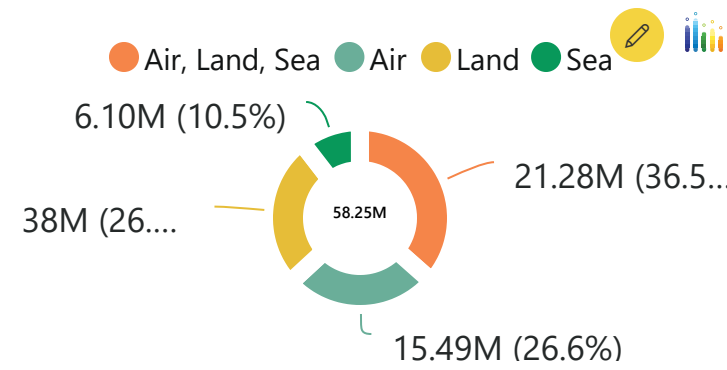


# Logistics

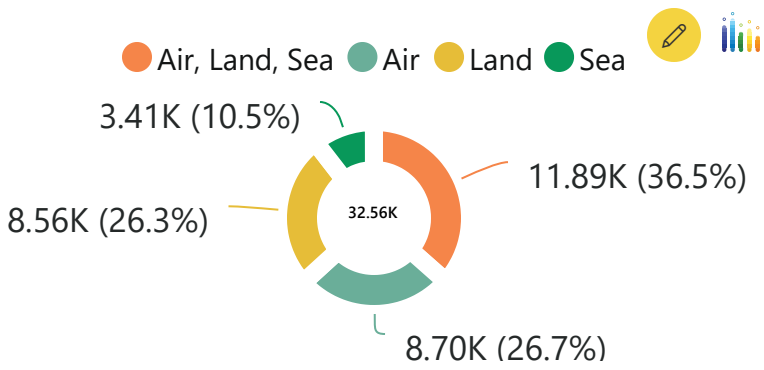
Providers by Logistics Type



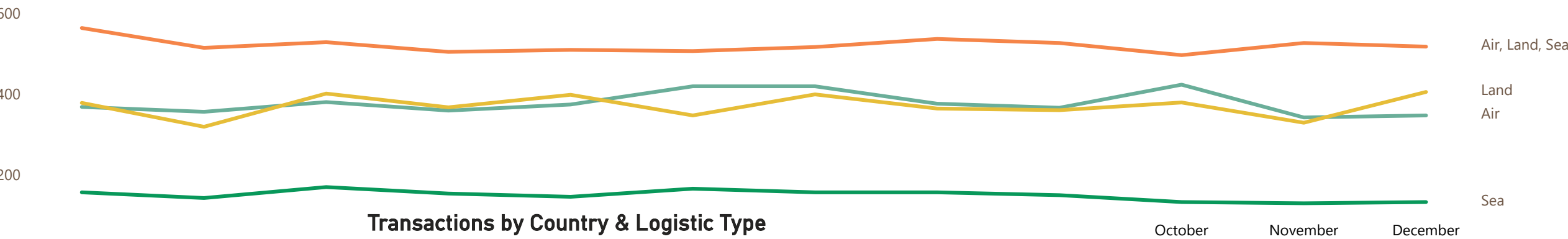
Quantity by Logistics Type



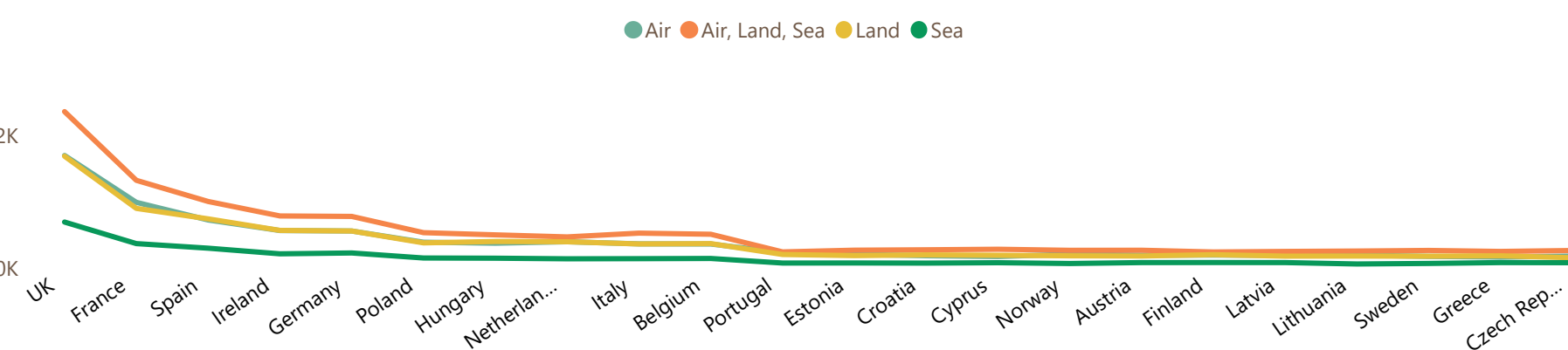
Shipments by Logistics Type



Transaction Timeline by Logistic Type



Transactions by Country & Logistic Type



# Sustainability Initiative 2022

Starting from July 1st, 2022, we launched a new sustainability initiative aimed at reducing our air logistics footprint. Despite our efforts, we saw an increase of 7 flights in total, resulting in a slight increase. While we did not hit our goal, we want to emphasize the positive impact of our initiative. Due to unexpected circumstances outside of our control we were not able to abide by the target. We are proud of our efforts to reduce our impact on the environment, and we will continue to explore new ways to improve our sustainability practices in future.

4344

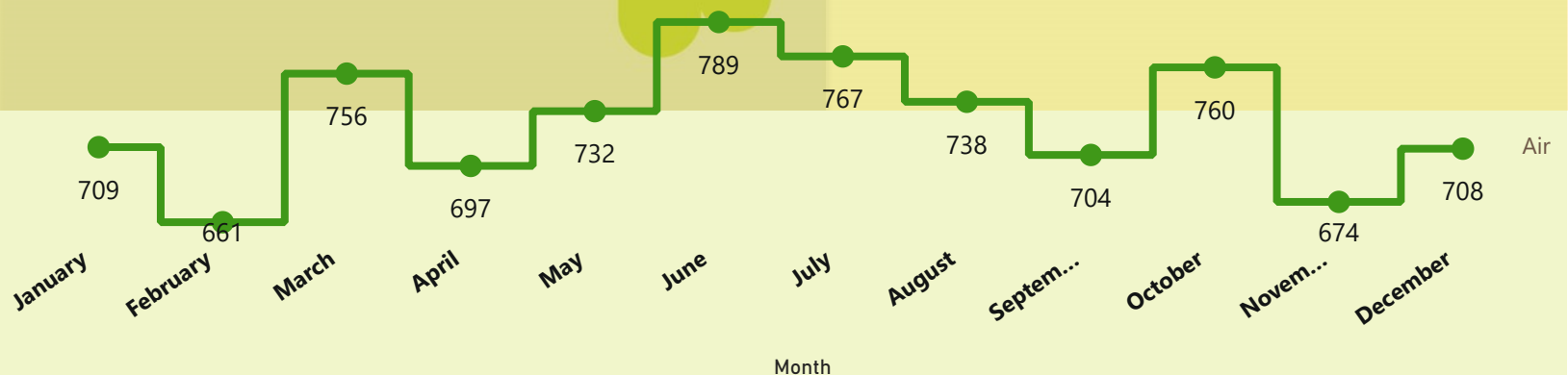
Till july

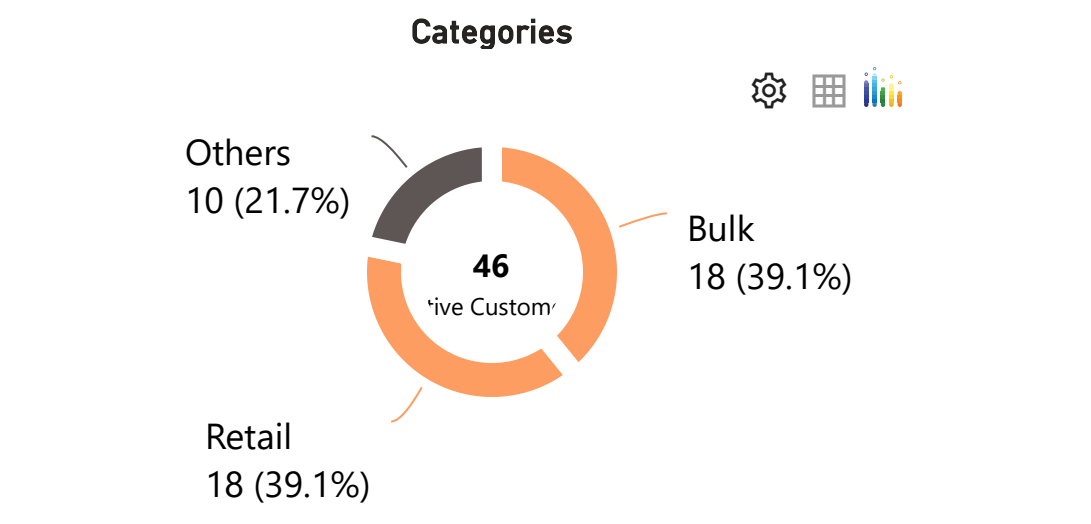
4351

After July

0.08%

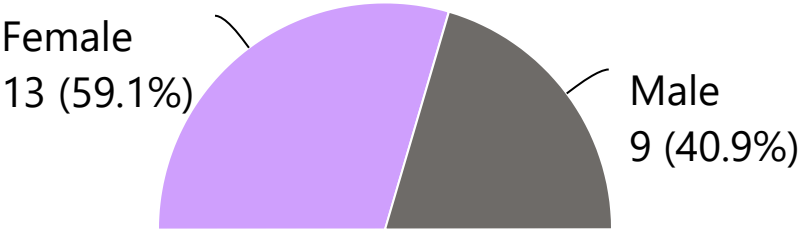
Change







Sales Team Composition



Count of SALES\_ID by Age Bracket and GENDER

Female Male

