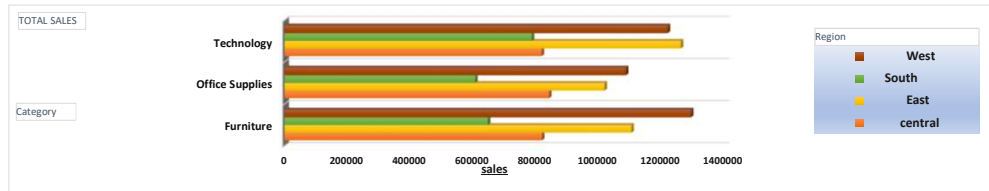




L&T ENTERPRISES Pvt.Ltd

LARSEN & TOUBRO

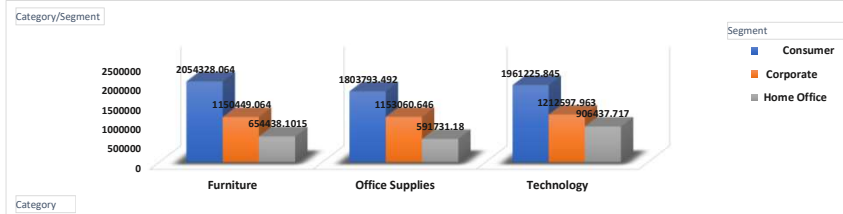
REGION WISE TOTAL SALES					
TOTAL SALES	REGION				
Category	central	East	South	West	Grand Total
Furniture	818236.4154	1102562.04	646150.191	1292266.583	3859215.229
Office Supplies	840684.441	1017023.425	605808.745	1085068.707	3548585.318
Technology	816912.088	1259740.789	785716.414	1217892.234	4080261.525
Grand Total	2475832.944	3379326.254	2037675.35	3595227.524	11488062.07



Category and Consumer wise total sales				
Category/Segment	SEGMENTS			
Category	Consumer	Corporate	Home Office	Grand Total
Furniture	2054328.064	1150449.064	654438.1015	3859215.229
Office Supplies	1803793.492	1153060.646	591731.18	3548585.318
Technology	1961225.845	1212597.963	906437.717	4080261.525
Grand Total	5819347.401	3516107.673	2152606.999	11488062.07

Sub-...

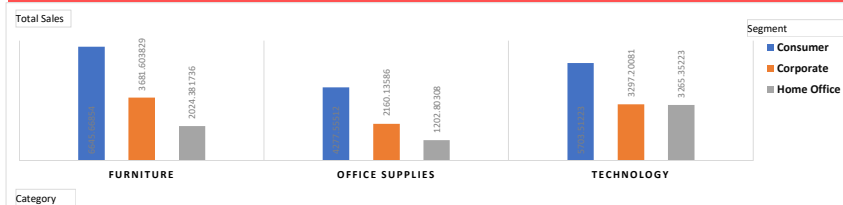
Phones
Storage
Suppl...
Tables



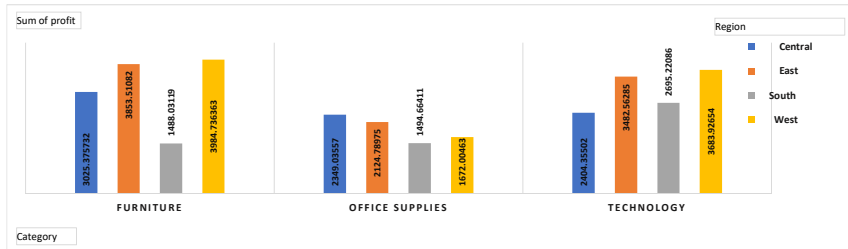
Category And Segment wise Profit				
Total Sales	Segments			
Category	Consumer	Corporate	Home Office	Grand Total
Furniture	6645.66854	3681.603829	2024.381736	12351.6541
Office Supplies	4277.55512	2160.13586	1202.80308	7640.49406
Technology	5703.51223	3297.20081	3265.35223	12266.06527
Grand Total	16626.73589	9138.940499	6492.537045	32258.21343

City

Cham...
Chan...
Chap...
Charl...
Charl...
Chatt...
Chesa...
Chester
Chey...
Chicago
Chico
Chula...
Cinci...



REGION WISE PROFIT						
Sum of profit	Column Labels					
Row Labels	Central	East	South	West	Grand Total	
Furniture	3025.375732	3853.51082	1488.03119	3984.736363	12351.6541	
Office Supplies	2349.03557	2124.78975	1494.66411	1672.00463	7640.49406	
Technology	2404.35502	3482.56285	2695.22086	3683.92654	12266.06527	
Grand Total	7778.766322	9460.86342	5677.91616	9340.667533	32258.21343	



Total Profit by Salesman	
Sales man/Region	Sum of profit
Central	
Kelly Williams	7778.766322
East	
Chuck Magee	9460.86342
South	
Cassandra Brandow	5677.91616
West	
Anna Andreadi	9340.667533
Grand Total	32258.21343

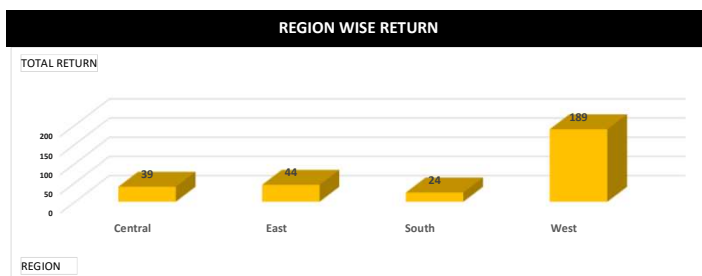
Average Salesman Collection	
Region wise SM	Average of SM collected
Anna Andreadi	
West	₹ 35,95,227.5
Cassandra Brandow	
South	₹ 17,73,857.5
Chuck Magee	
East	₹ 33,79,326.3
Kelly Williams	
Central	₹ 24,75,832.9
Grand Total	₹ 28,06,061.1

REGION WISE SALES MAN COLLECTION	
SALES_MANS	TOTAL COLLECTION
Central	
Kelly Williams	2475832.9
East	
Chuck Magee	3379326.3
South	
Cassandra Brandow	1773857.5
West	
Anna Andreadi	3595227.5
Grand Total	11224244.3



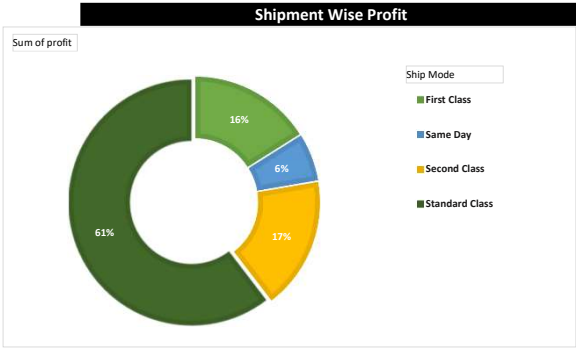
ORDER AND RETURN COMPARISON	
TOTAL ORDERS	TOTAL RETURNS
9994	296

REGIONS	TOTAL RETURN
Central	39
East	44
South	24
West	189
Grand Total	296



TOTAL OFFICE ITEMS
6026
TOTAL TECHNOLOGY ITEMS
1847
TOTAL FURNITURE ITEMS
2121

Shipment Wise Profit	
Ship Mode	Sum of profit
First Class	5179.52
Same Day	2009.61
Second Class	5583.07
Standard Class	19486.01
Grand Total	32258.21



CITY WISE PROFIT	
Row Labels	Sum of profit
Alabama	0
Arizona	1009.03
Arkansas	0.00
California	5593.35
Colorado	956.19
Connecticut	7.57
Delaware	15.31
District of Columbia	0.00
Florida	2848.34
Georgia	0.00
Idaho	23.15
Illinois	2471.78
Indiana	0.00
Iowa	0.00
Kansas	0.00
Kentucky	0.00
Louisiana	0.00
Maine	0.00
Maryland	23.69
Massachusetts	118.98
Michigan	77.35
Minnesota	0.00
Mississippi	0.00
Missouri	0.00
Montana	18.96
Nebraska	0.00
Nevada	209.58
New Hampshire	31.59
New Jersey	12.55
New Mexico	35.48
New York	2466.18
North Carolina	1812.43
North Dakota	0.00
Ohio	2800.96
Oklahoma	0.00
Oregon	441.16
Pennsylvania	3911.08
Rhode Island	52.75
South Carolina	0.00
South Dakota	0.00
Tennessee	1017.14
Texas	5229.64
Utah	27.50
Vermont	0.00
Virginia	0.00
Washington	994.21
West Virginia	20.20
Wisconsin	0.00
Wyoming	32.06
Grand Total	32258.21

