

S&K Store Monthly Report

Qty

31.2K

Sales

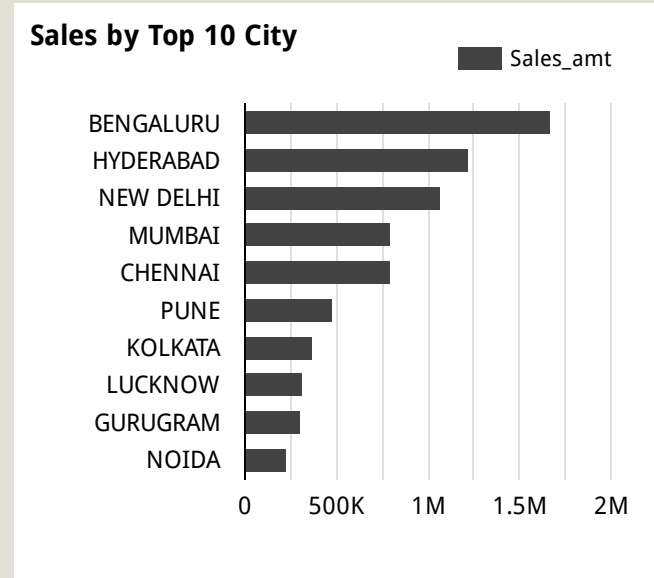
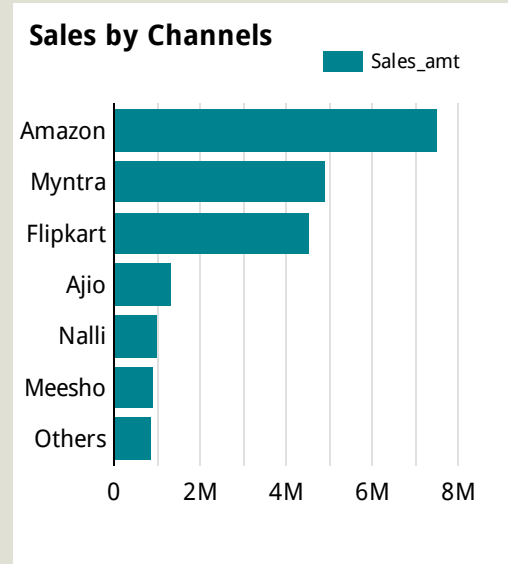
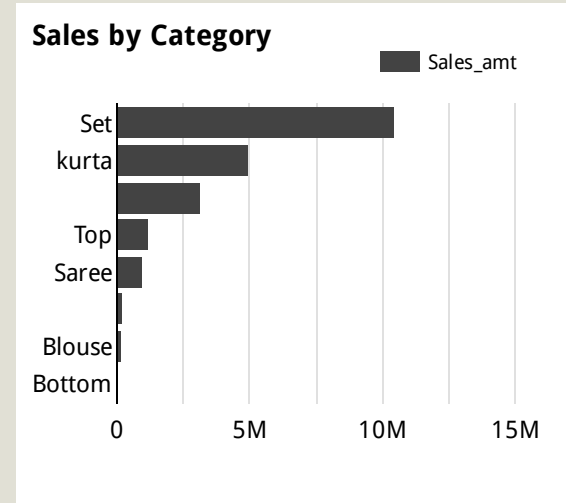
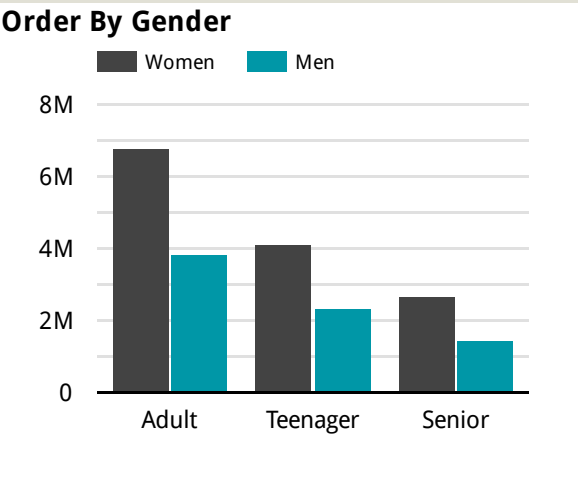
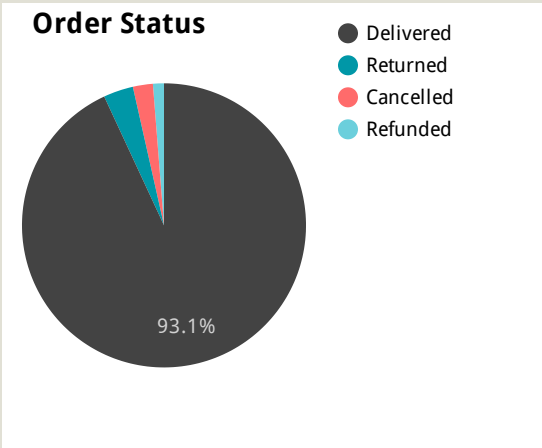
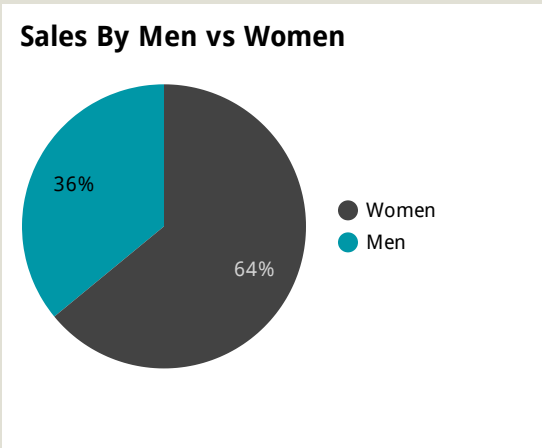
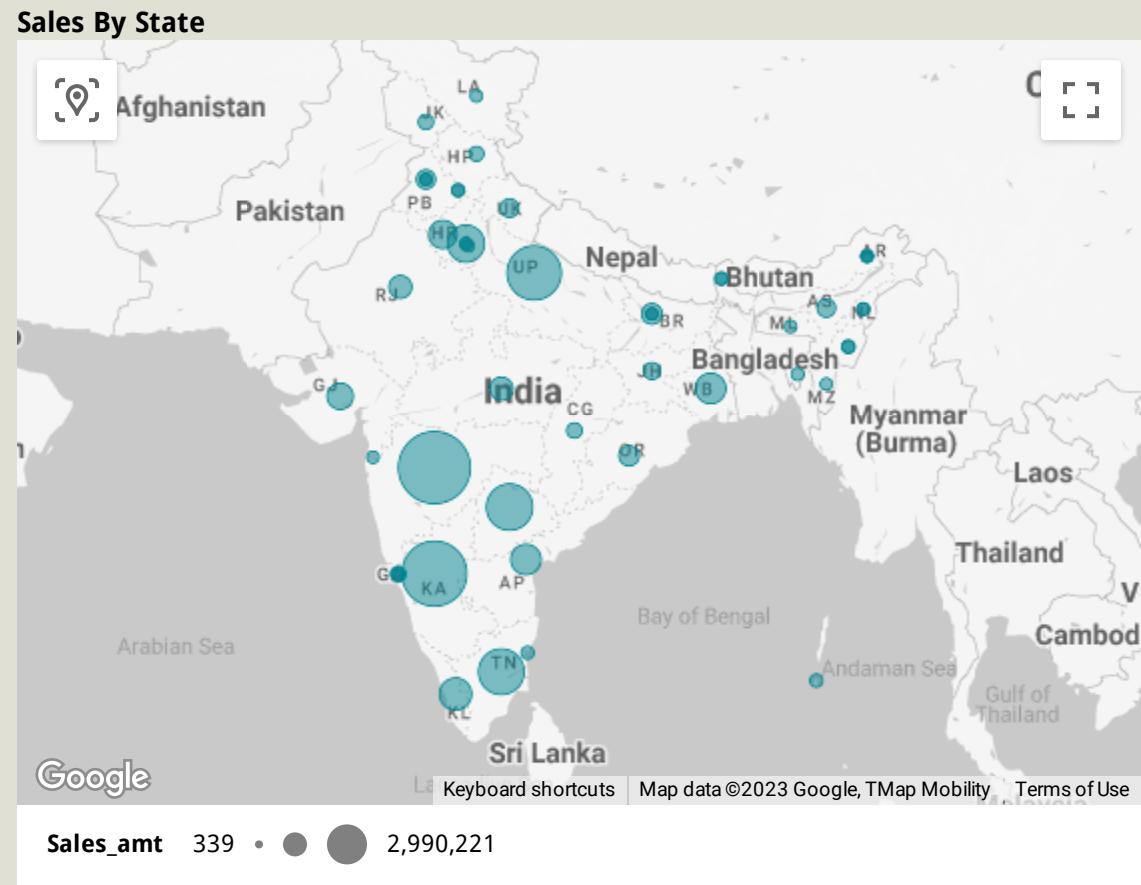
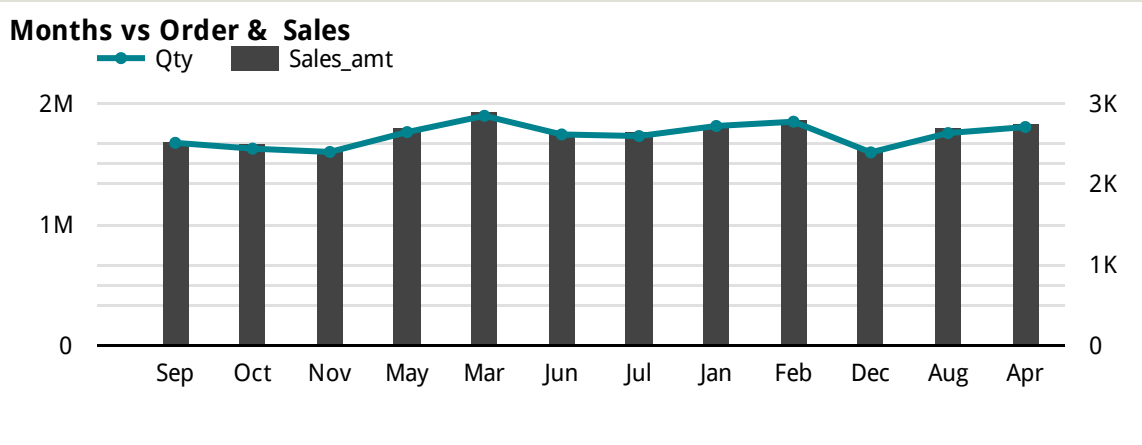
21.2M

Returned

719.1K

Return %

3.40%



Observation Insight :-

1. **Monthly orders and sales:**

February: Orders - 2770, Sales - 18L

March: Orders - 2843, Sales - 19L

April: Orders - 2704, Sales - 18L

2. **Orders by Saleswomen:** Around 64% of the orders are made by Saleswomen.

3. **Orders by adult women:** The majority of orders, around 67L Sales, are made by adult women.

4. **Current order status:** 93% of orders are marked as "Delivered," and the order return rate is 3.40%.

5. **Sales by categories:**

Set: Total sales of 10M

Kurta: Total sales of 49L

6. **Sales by Channels:**

Amazon: Total sales around 75L

Myntra: Total sales around 49L

7. **Highest Sales by city:**

Bangalore

Hyderabad

New Delhi

8. **Highest Sales by State:**

Maharashtra

Karnataka

Uttar Pradesh

Telangana.

Final Summary: February recorded the highest orders (2770) and sales (18L), with 64% of orders from Saleswomen. Adult women contributed the most sales (67L). Current order status: 93% delivered, 3.40% returns. Top categories: Set (10M) and Kurta (49L). Leading sales channels: Amazon (75L) and Myntra (49L). Highest sales in Bangalore, Hyderabad, New Delhi, Maharashtra, Karnataka, Uttar Pradesh, and Telangana.