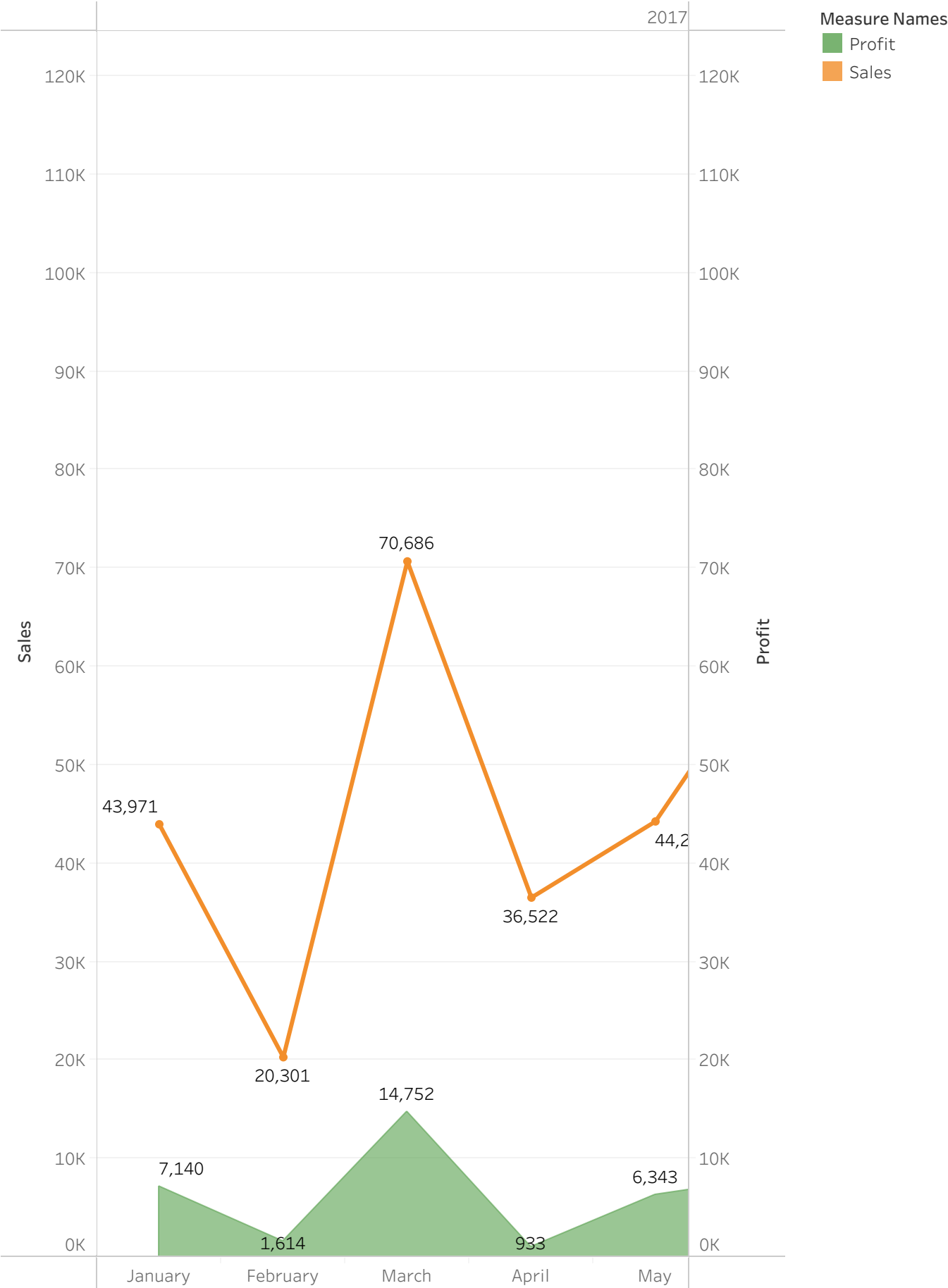
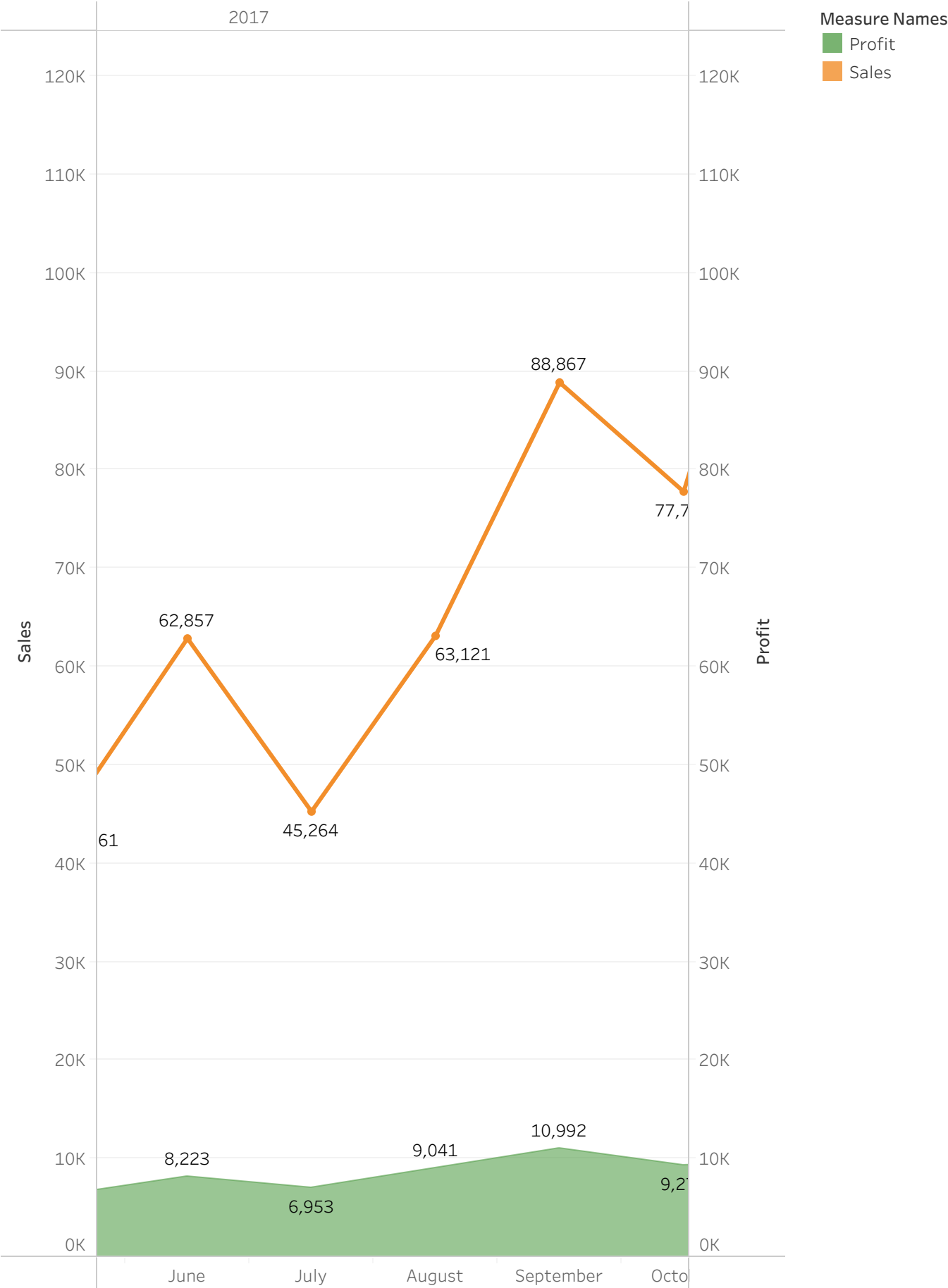


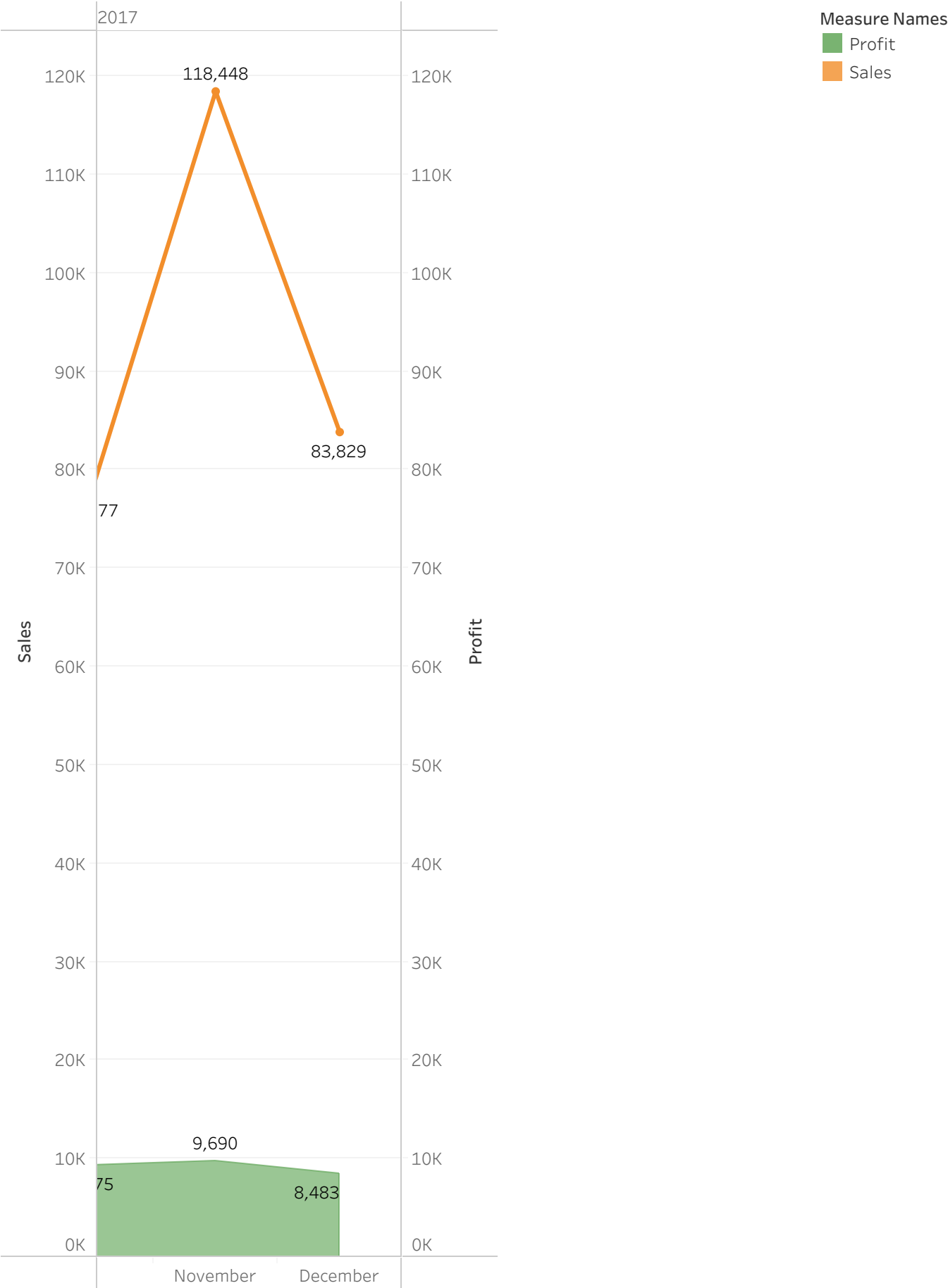
Analysis of Sales/Profit for all the months of 2017



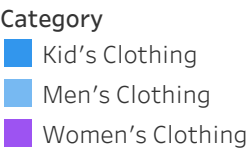
Analysis of Sales/Profit for all the months of 2017



Analysis of Sales/Profit for all the months of 2017

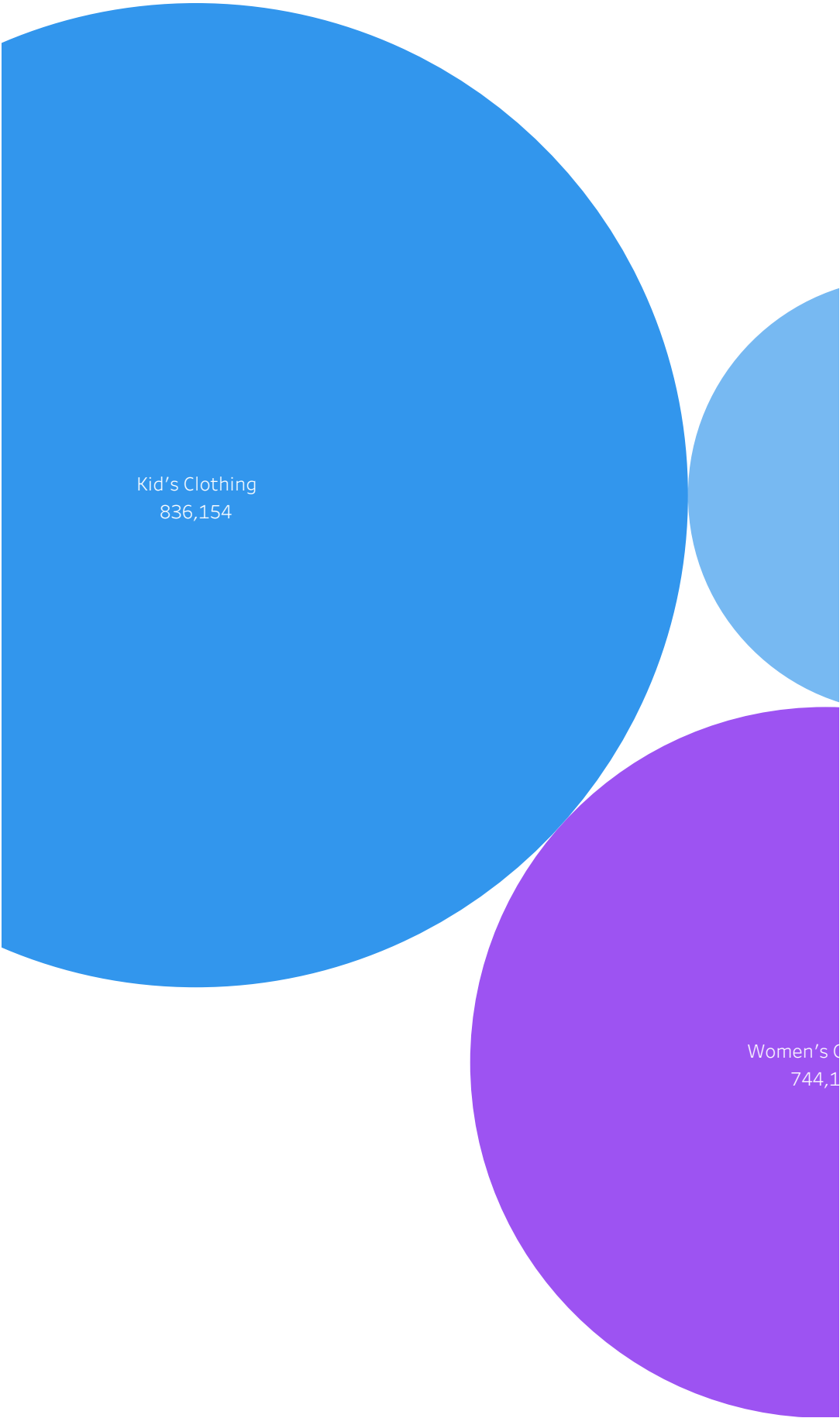


Category-wise Sales



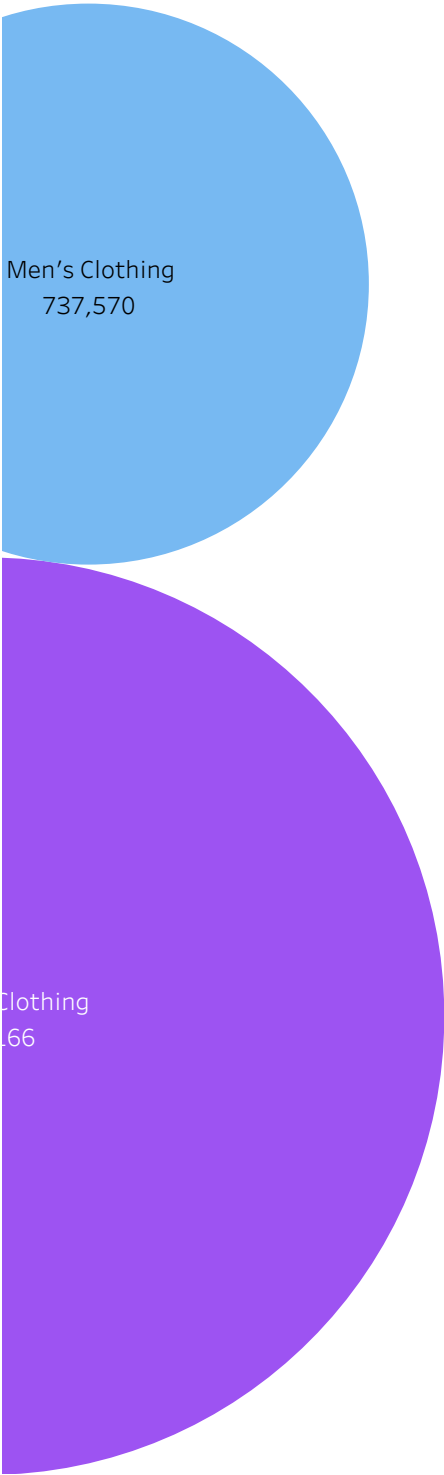
Category-wise Sales

- Category
- Kid's Clothing
 - Men's Clothing
 - Women's Clothing

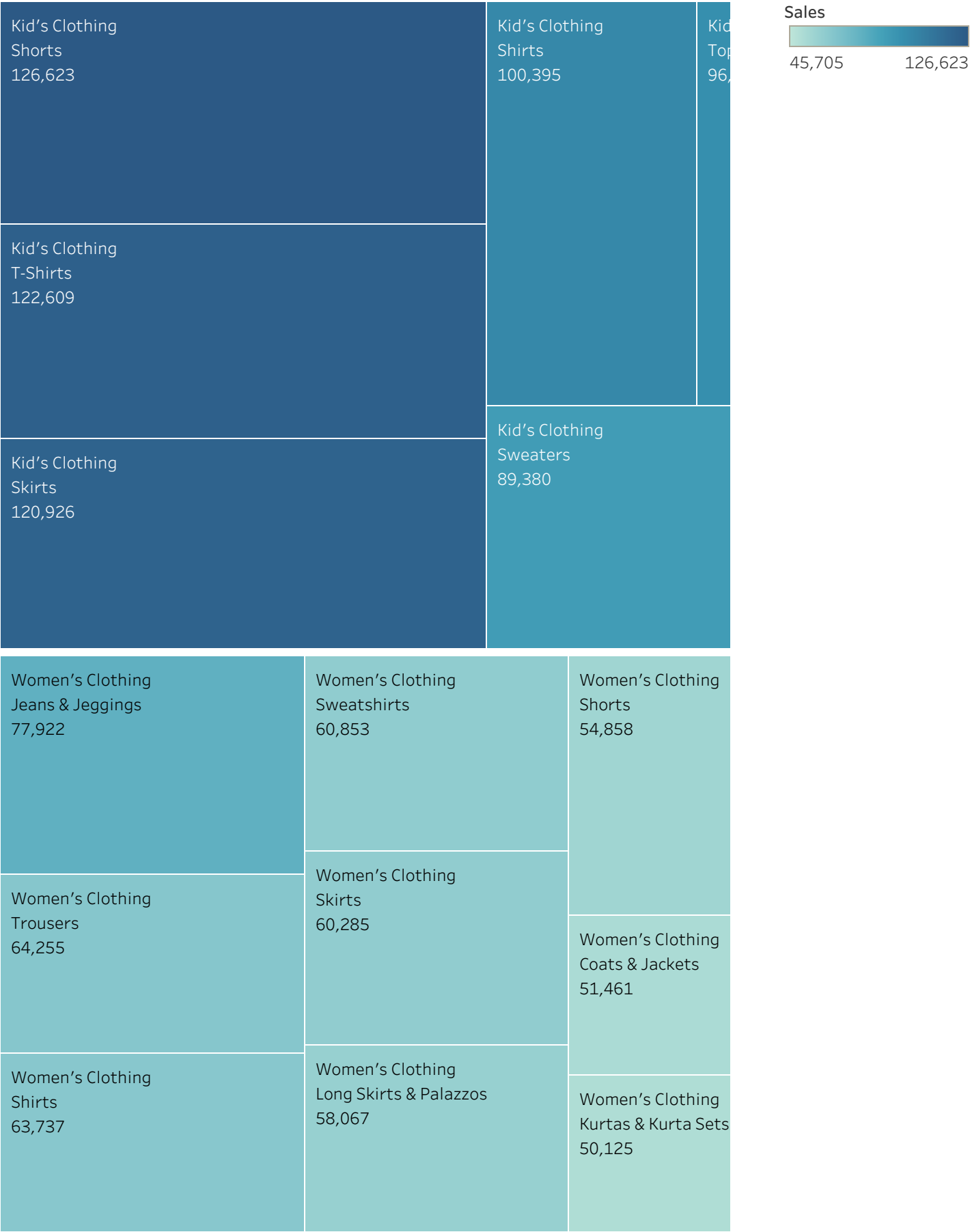


Category-wise Sales

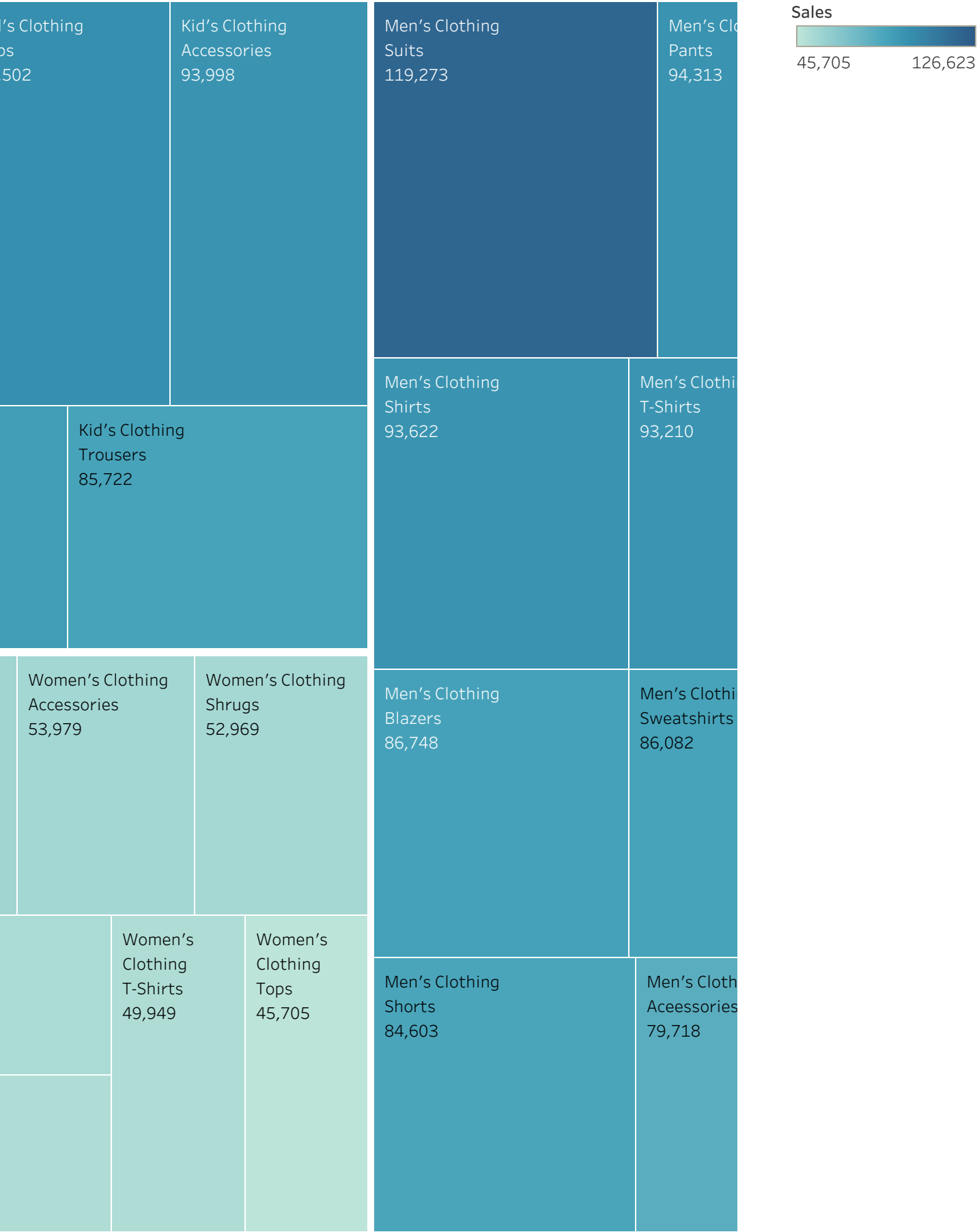
- Category
- Kid's Clothing
 - Men's Clothing
 - Women's Clothing



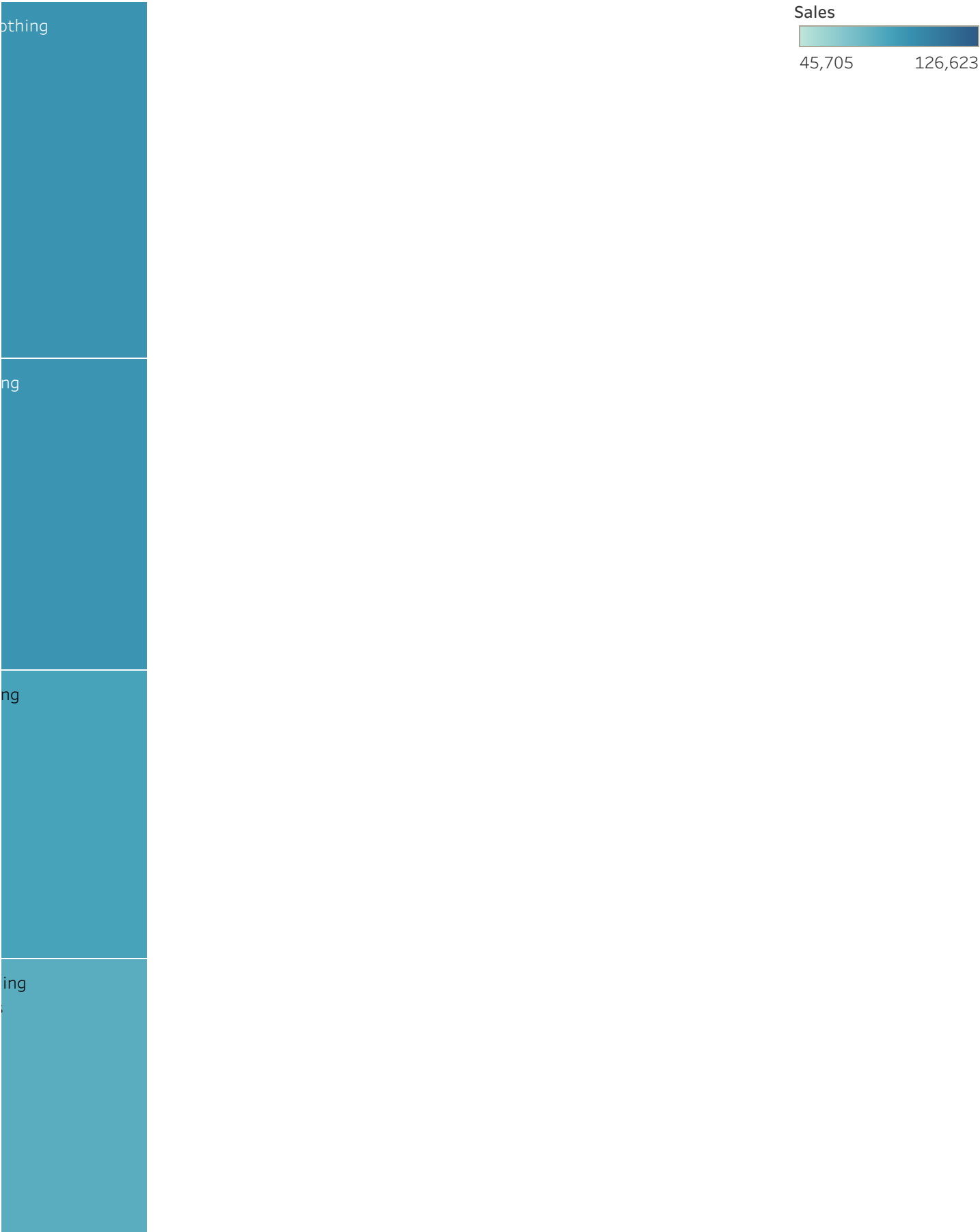
Treemap chart showing Sales by Category & Sub-Category



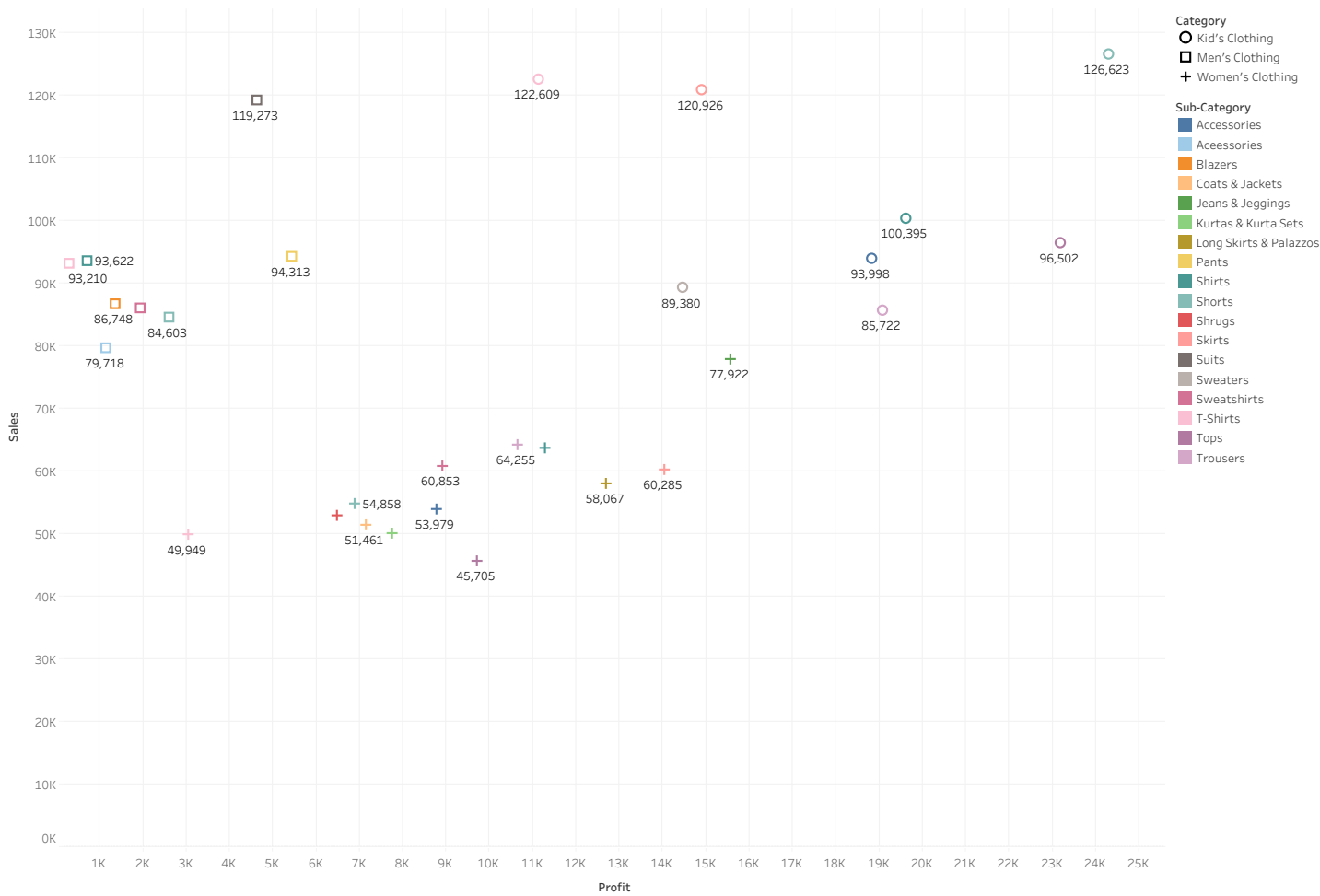
Treemap chart showing Sales by Category & Sub-Category



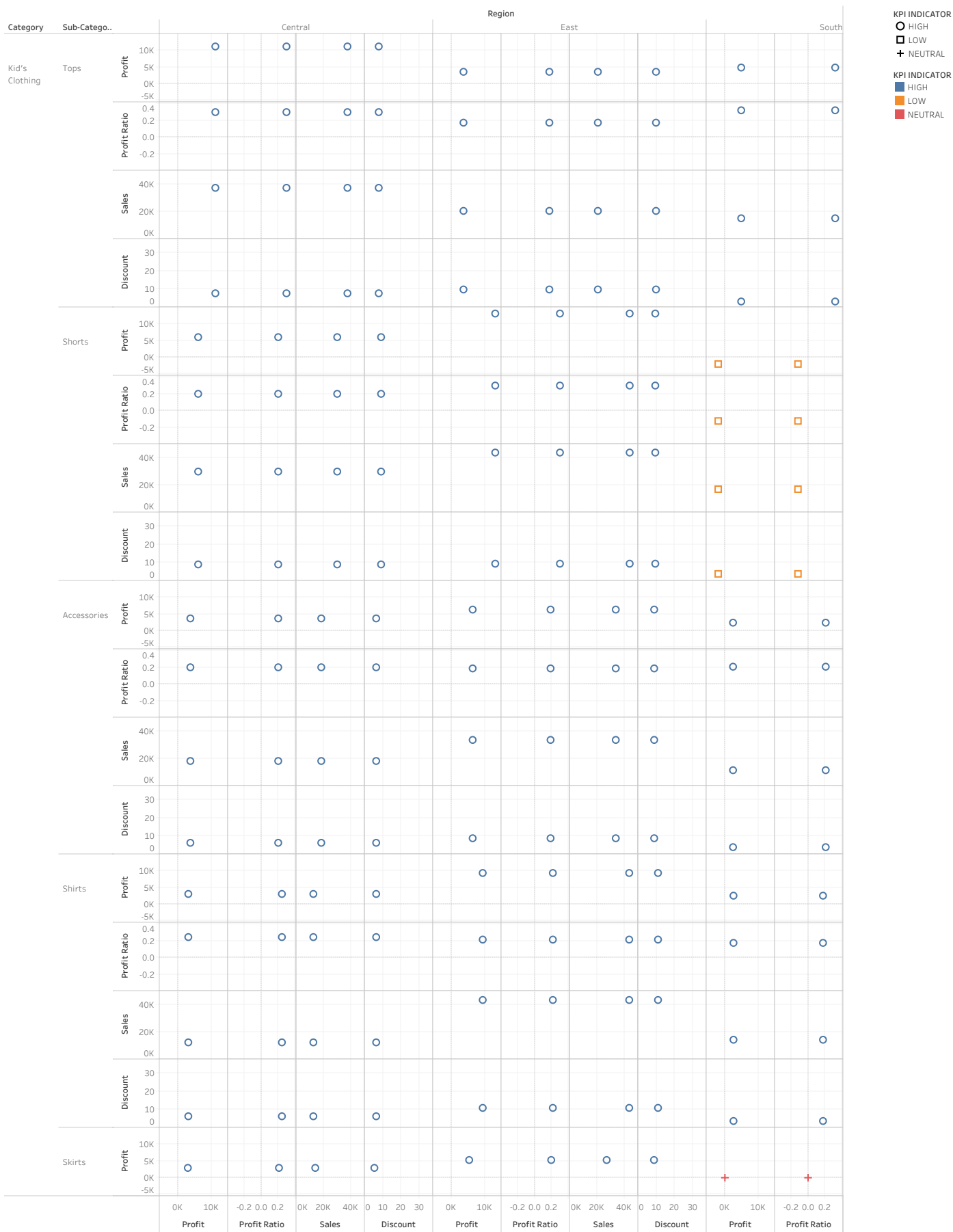
Treemap chart showing Sales by Category & Sub-Category



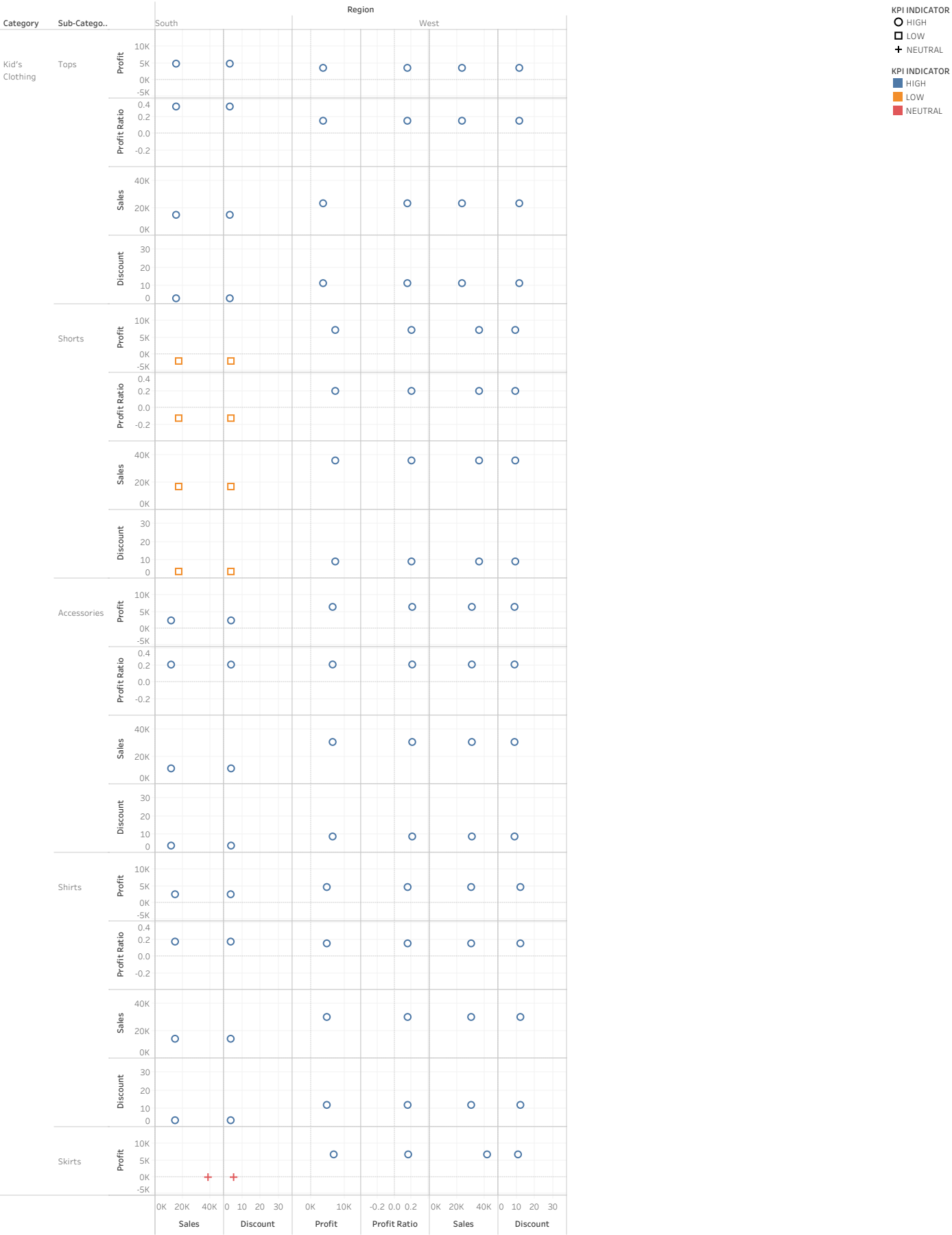
Sales vs Profit on a Scatter Plot



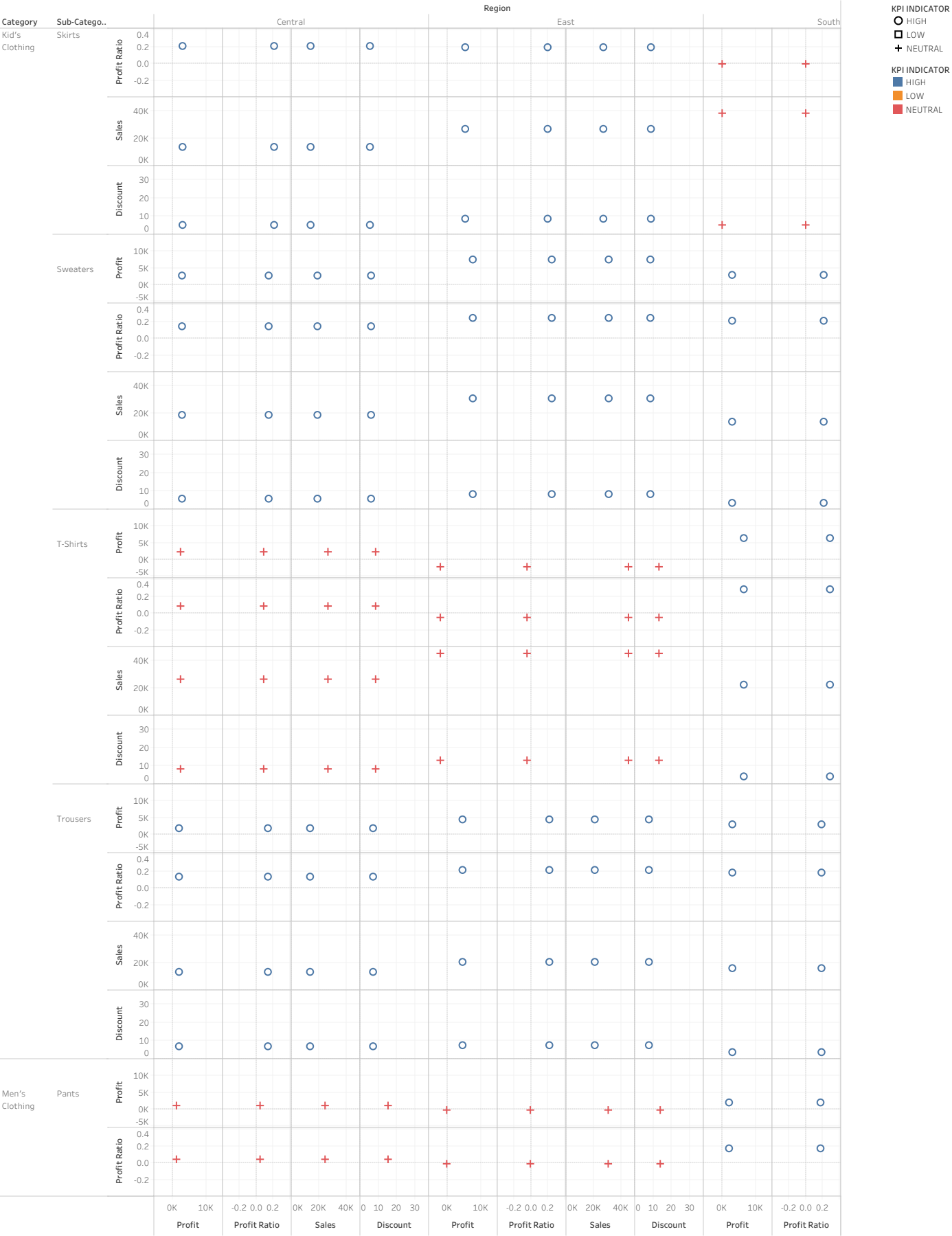
KPI of Sales



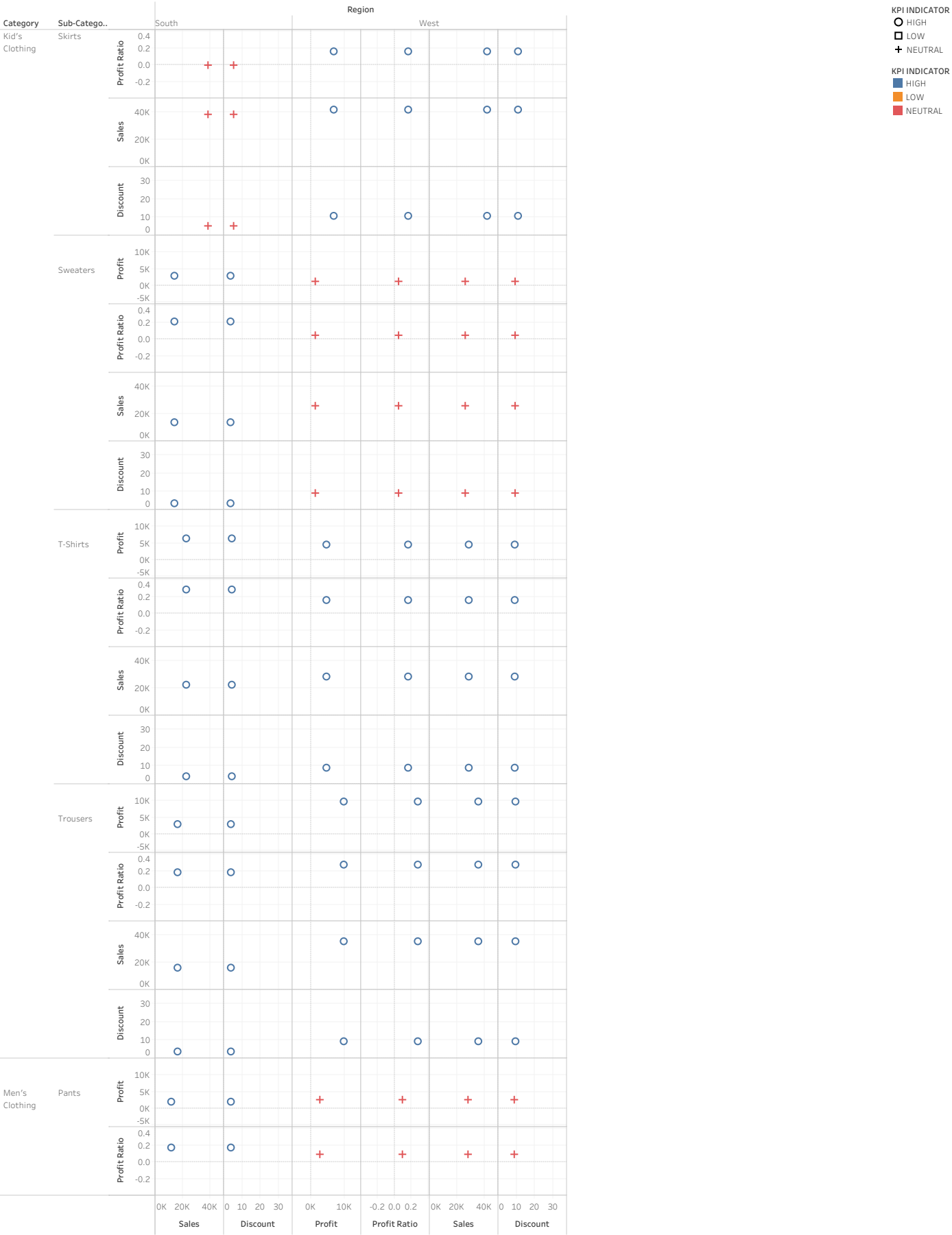
KPI of Sales



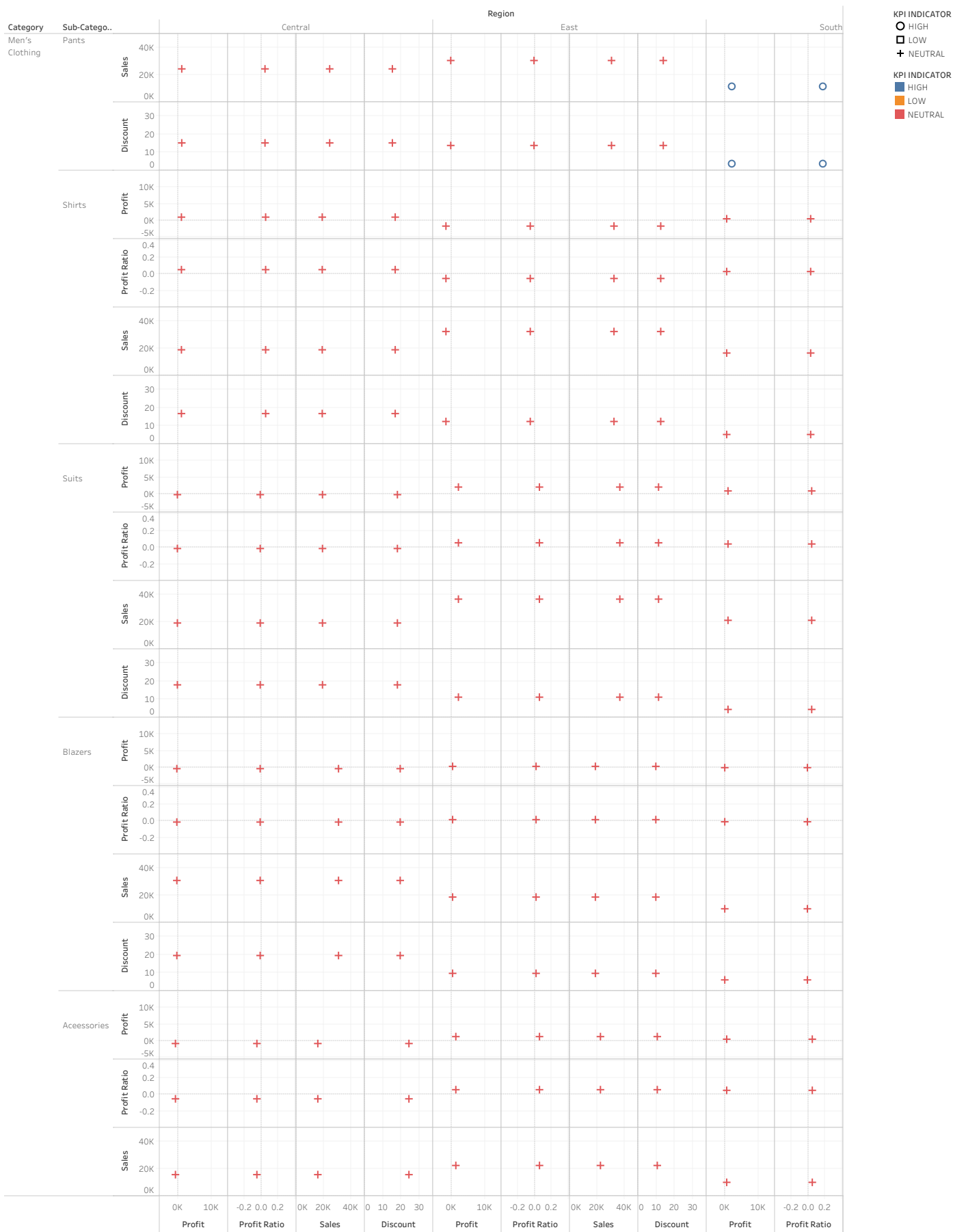
KPI of Sales



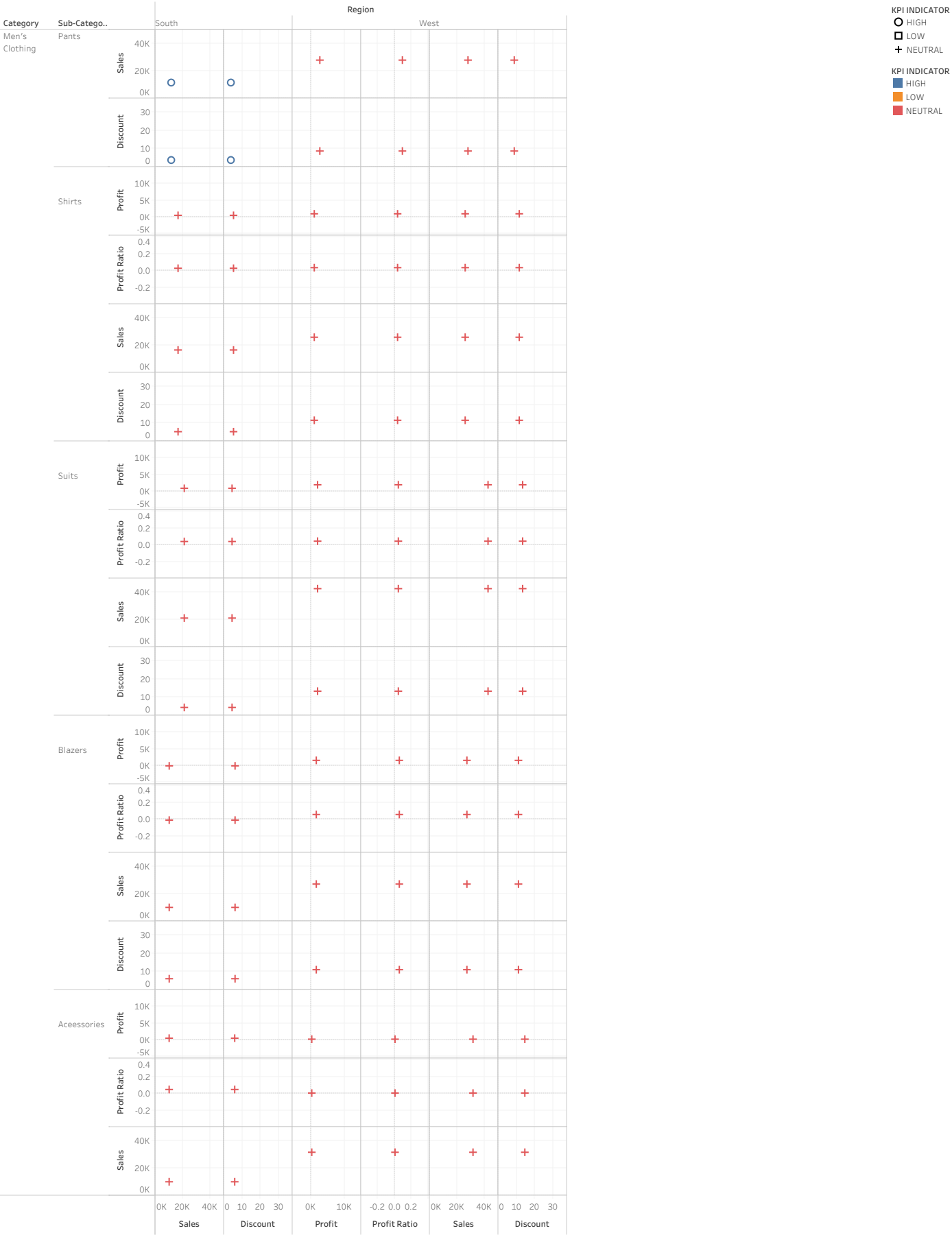
KPI of Sales



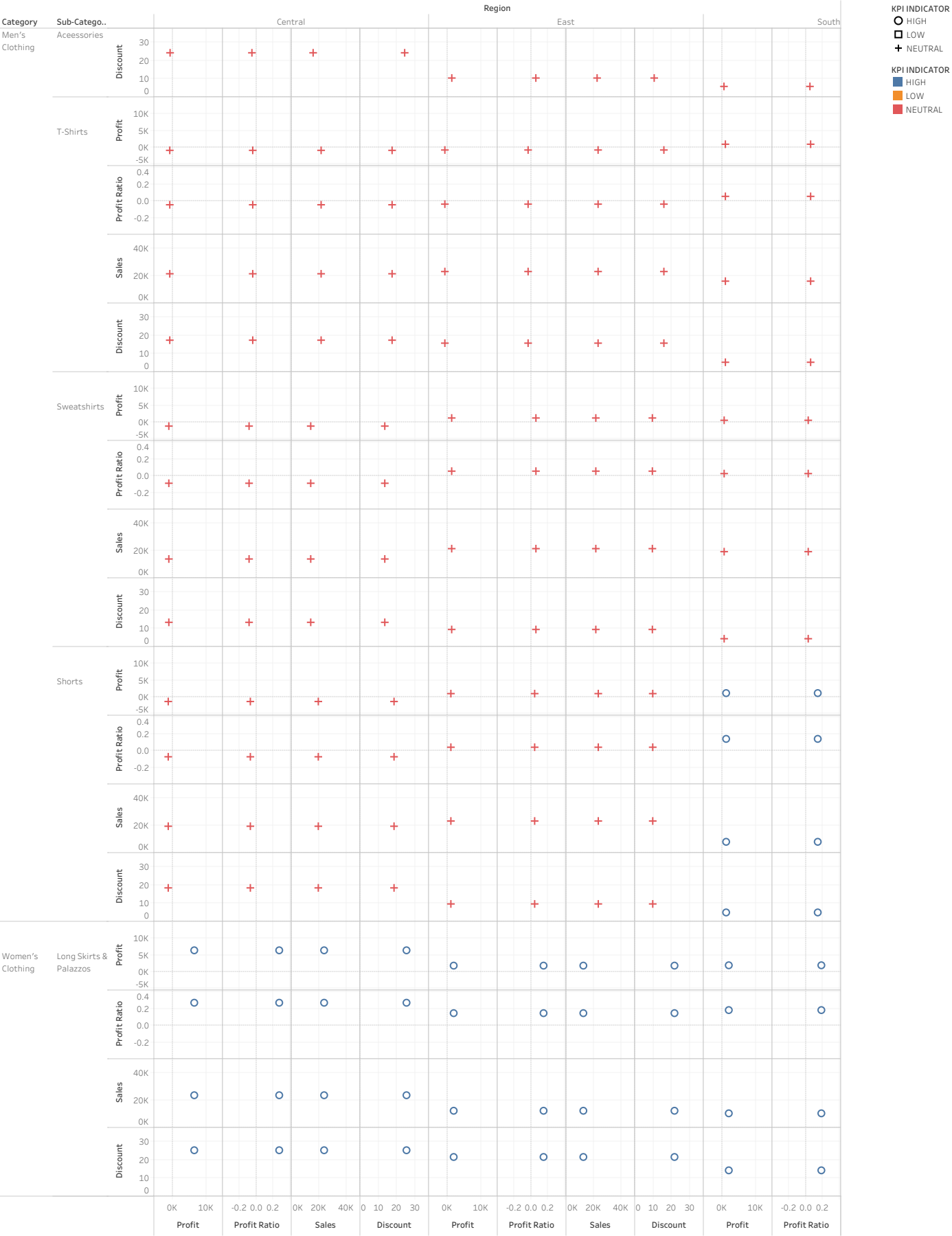
KPI of Sales



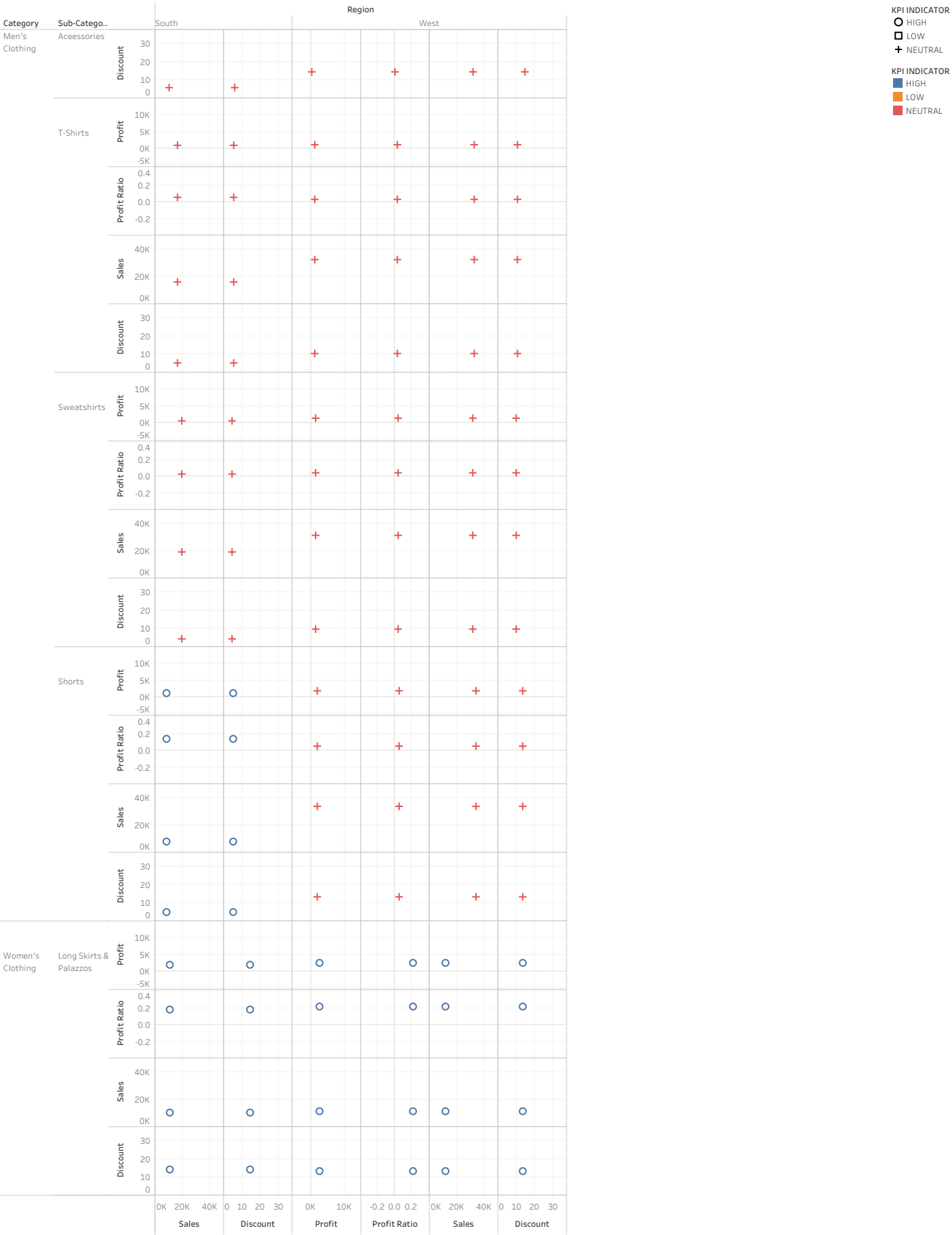
KPI of Sales



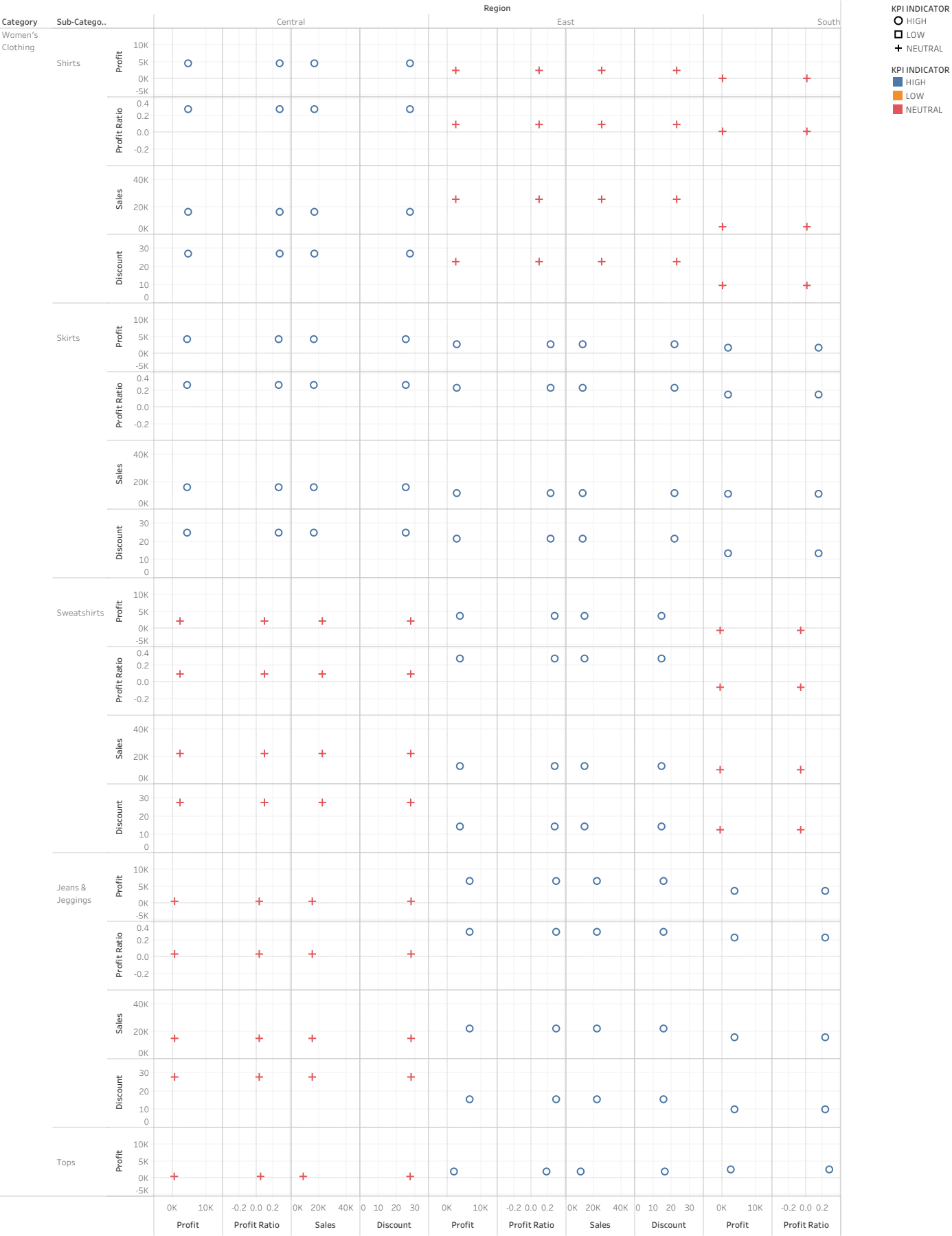
KPI of Sales



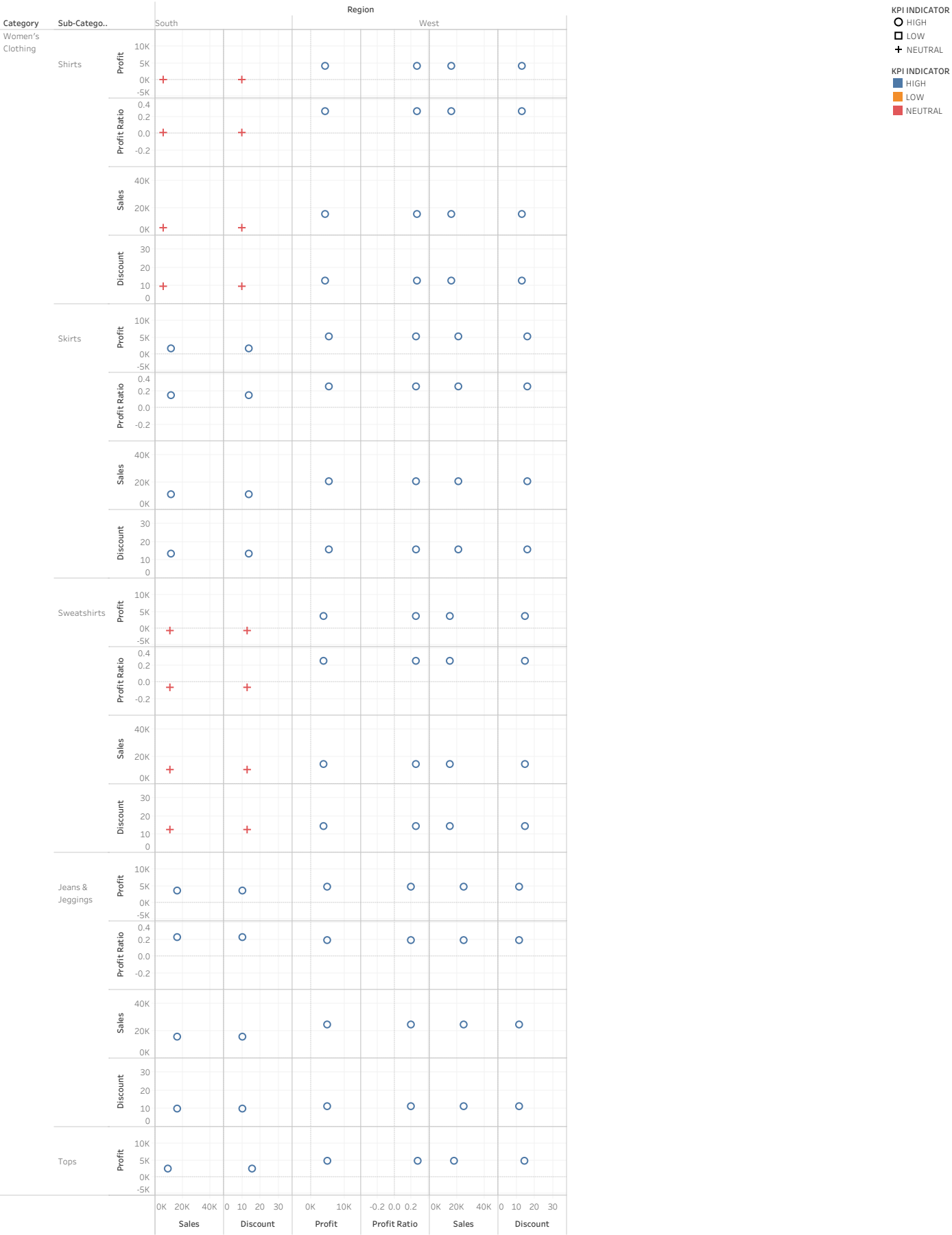
KPI of Sales



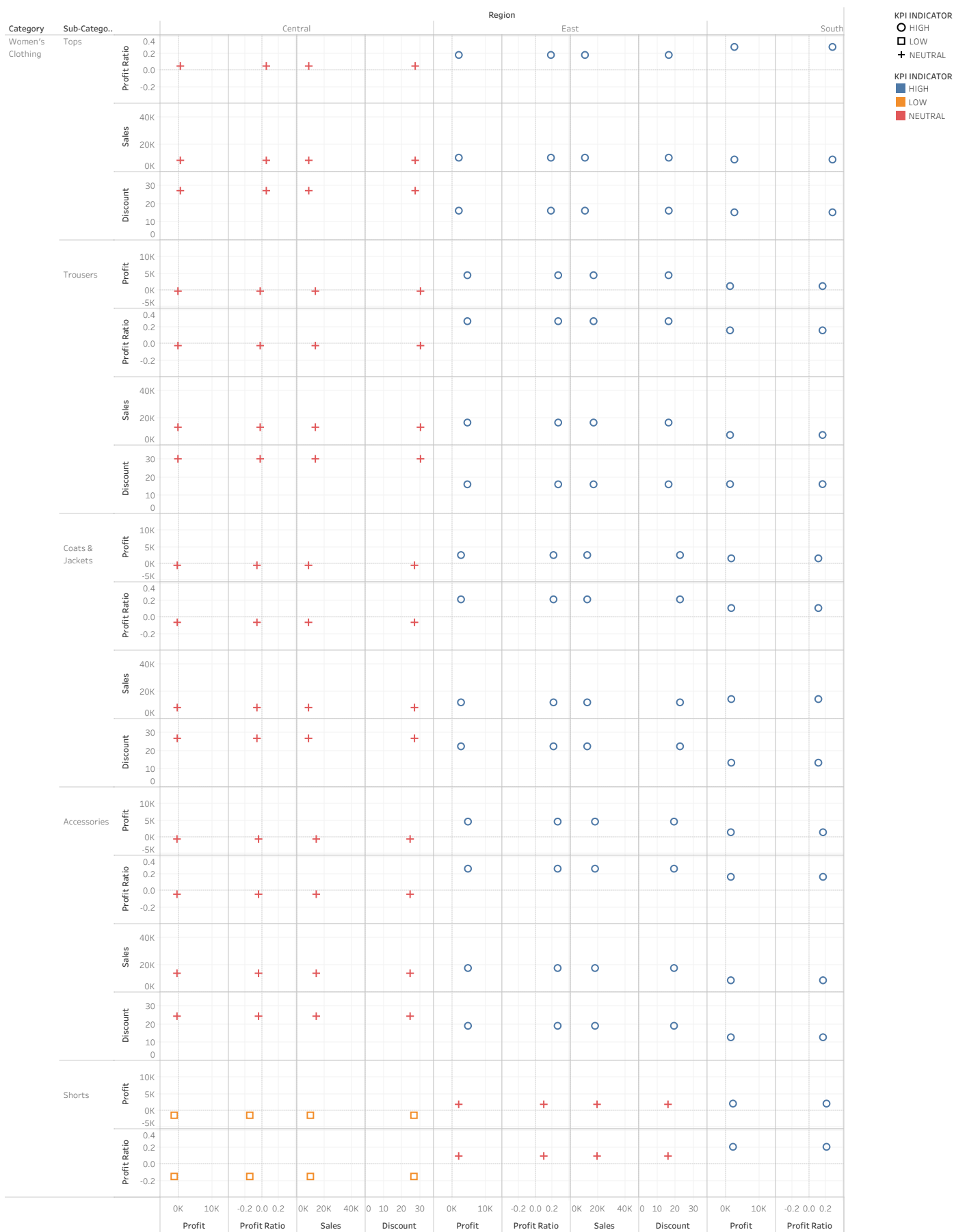
KPI of Sales



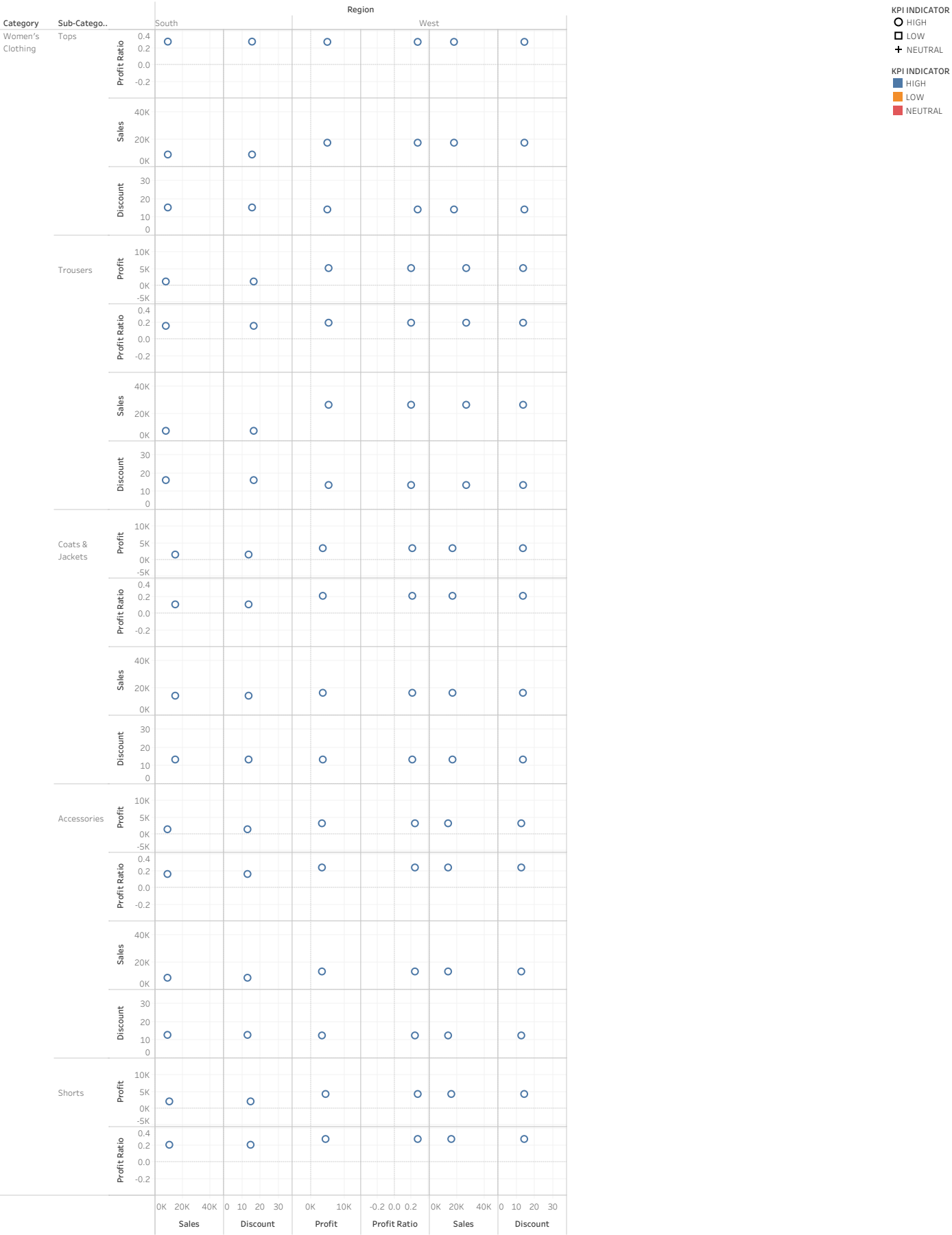
KPI of Sales



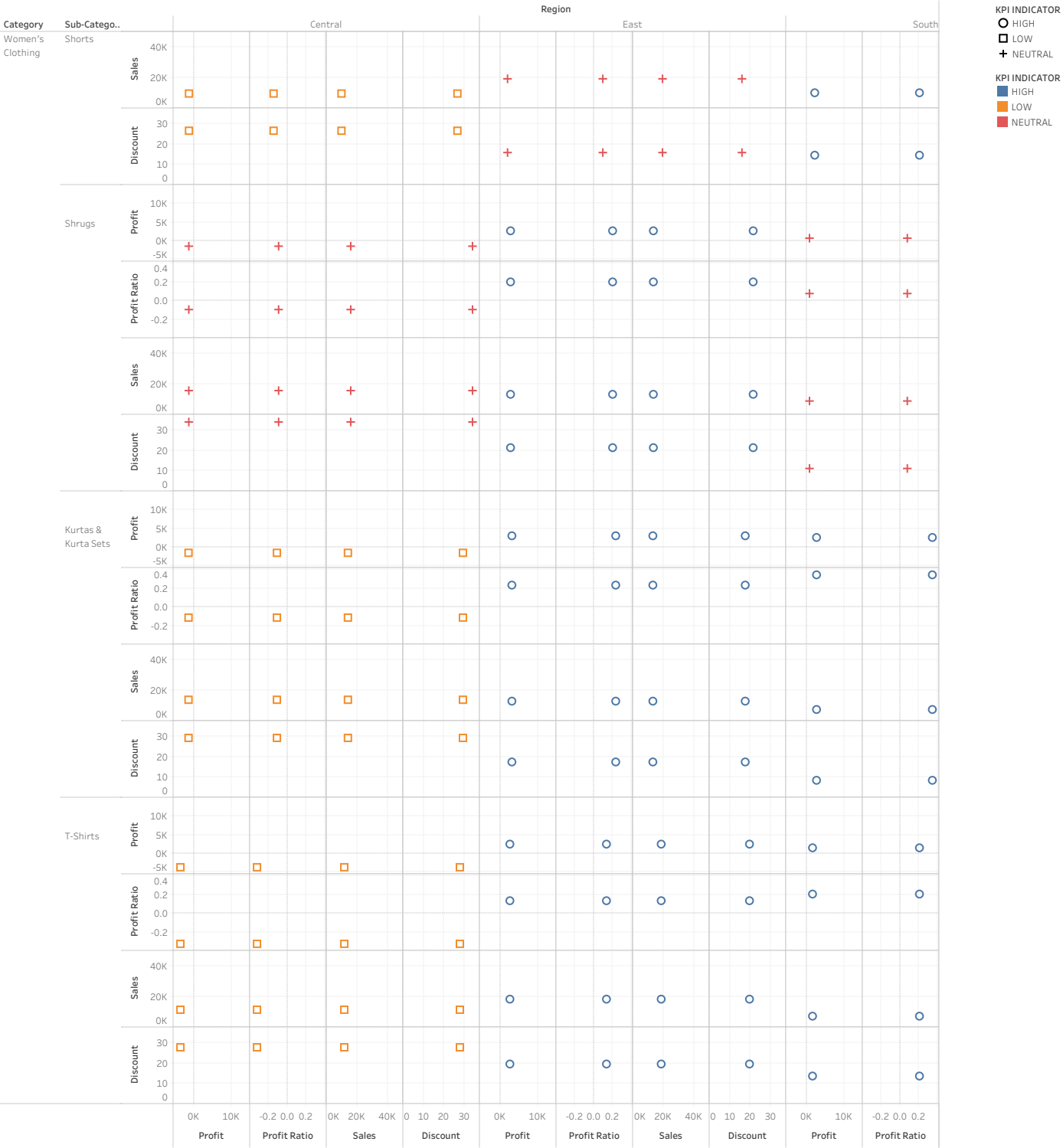
KPI of Sales



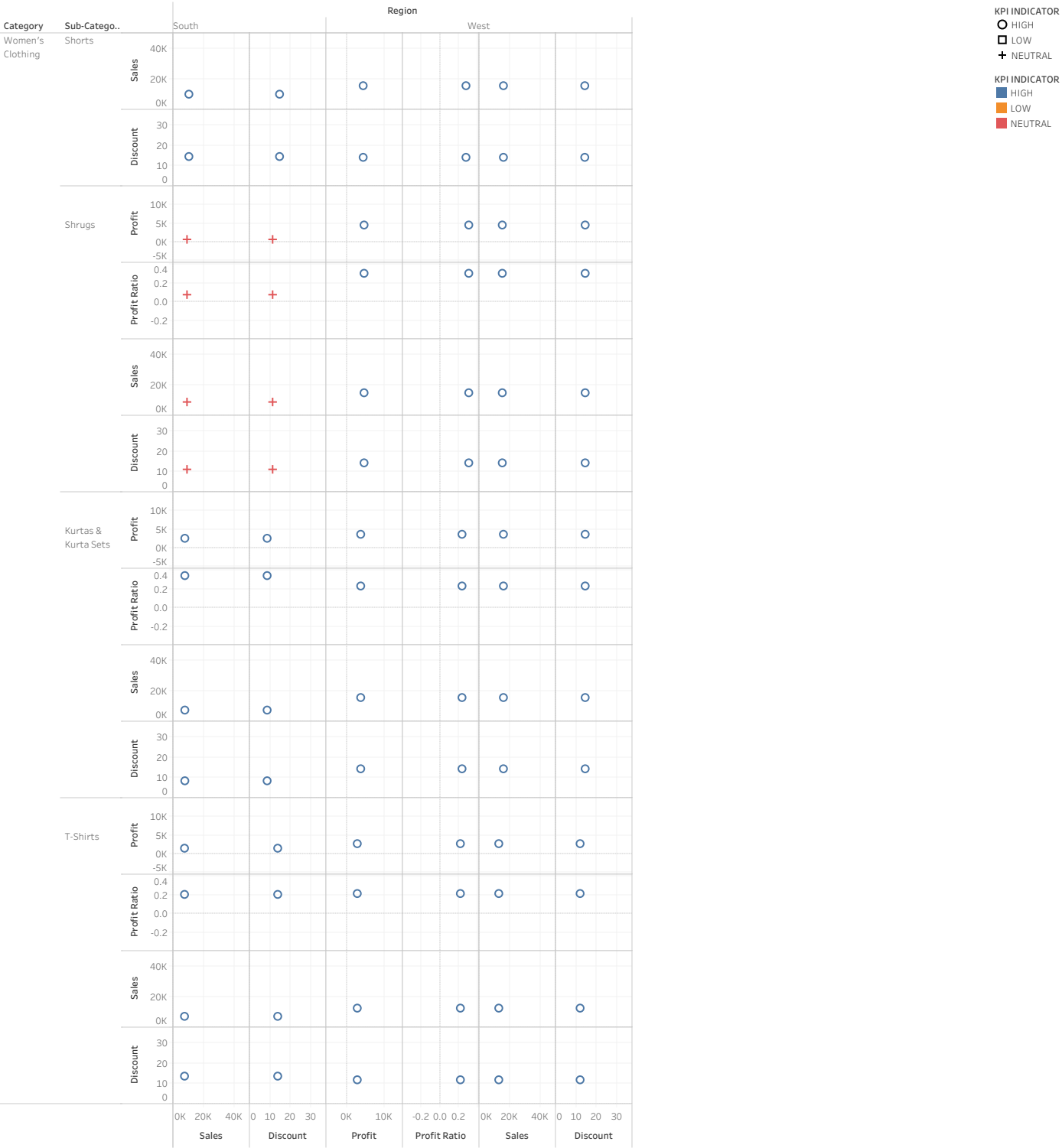
KPI of Sales



KPI of Sales



KPI of Sales



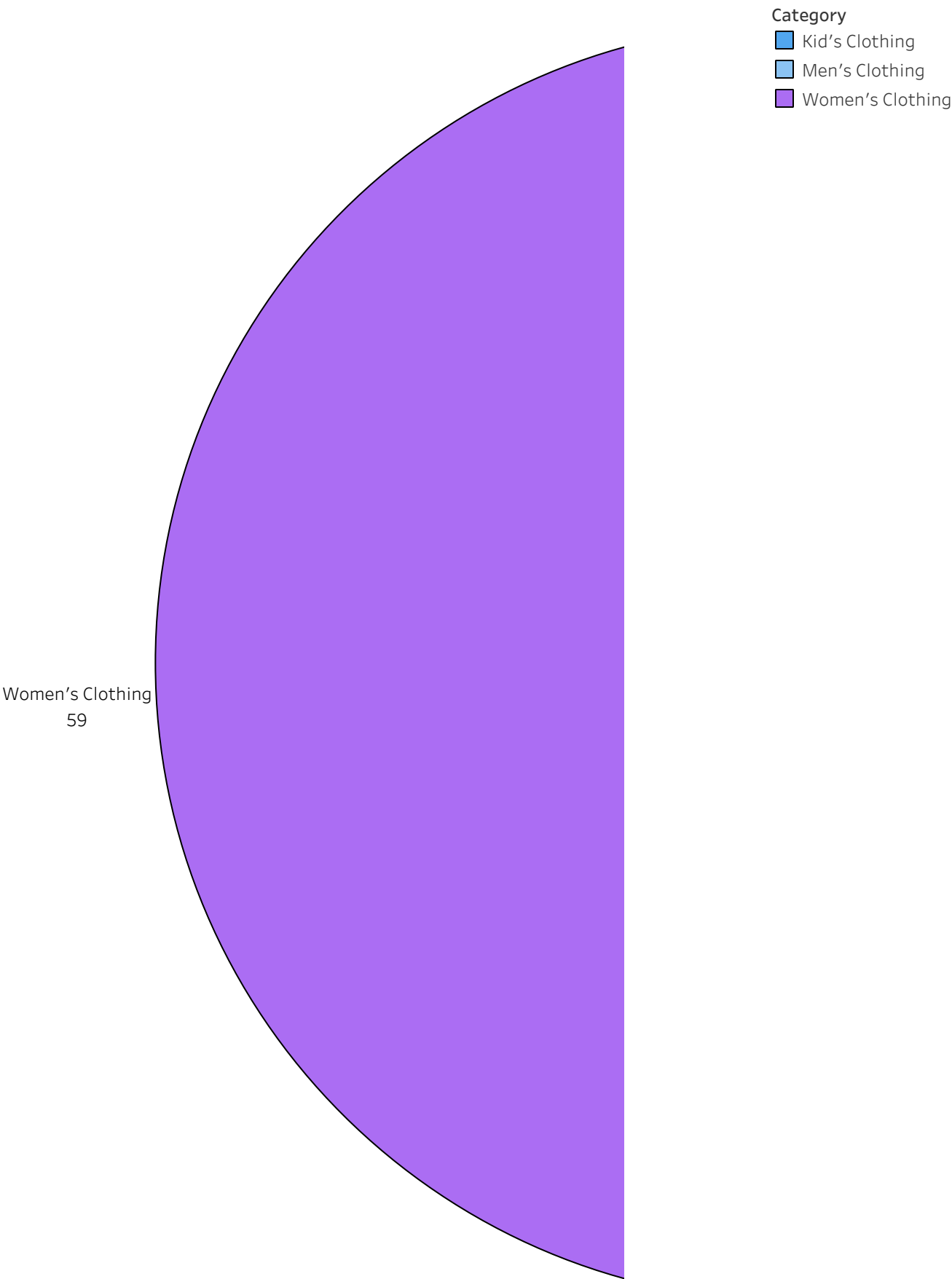
Quarter Wise Analysis of sales

[illegible]

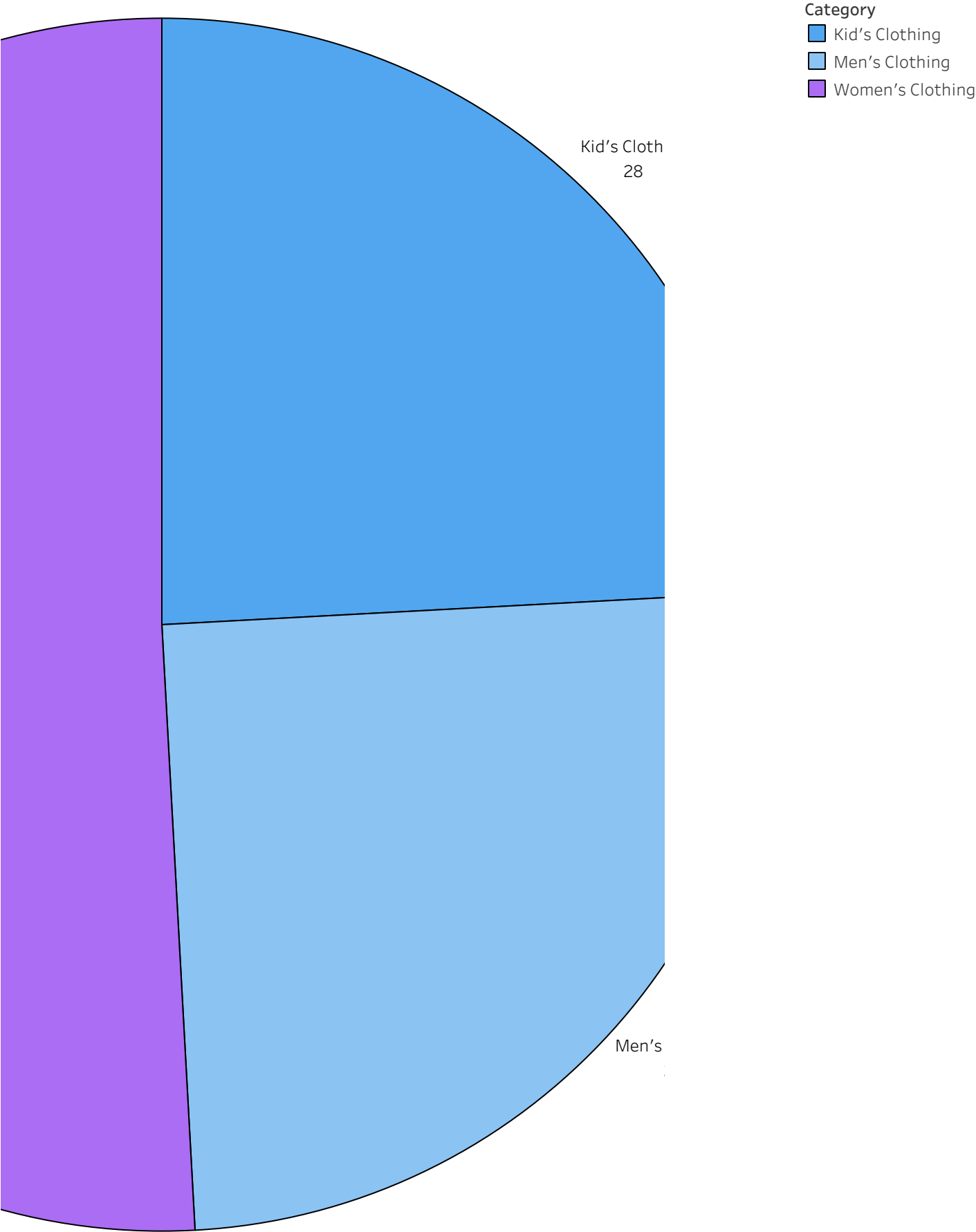
Quarter Wise Analysis of sales

State	Order Date							<div>Profit</div> <div><div></div><div>-7,361</div><div>13,770</div></div>
	2016			2017				
	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Alabama	383	352		436		38	23	
Arizona	-181	-664	36	-512	-403	-228	-134	
Arkansas	115	407		460	404	77	19	
California	6,339	3,468	2,215	9,561	9,993	4,957	4,856	
Colorado	87	204	-85	-360	-244	-3,535	-297	
Connecticut	22	232	78	444	398	326	313	
Delaware		328	507	5,119	607	150	178	
District of Columbia		37					35	
Florida	-396	-49	134	306	564	-554	-72	
Georgia	531	620	1,790	118	914	2,582	2,833	
Idaho	266		14	95	38	66		
Illinois	-1,349	-374	-834	-4,087	-2,409	-742	493	
Indiana	61	276	112	1,511	997	2,362	270	
Iowa	88			48	12	50	166	
Kansas	90	9		26	100		137	
Kentucky	125	36	263	3,199	883	436	233	
Louisiana	82		6	698	468	39	8	
Maine	165							
Maryland	116	12	731	1,476	827	370	107	
Massachusetts	254	256	135	975	619	42	75	
Michigan	1,255	1,382	52	1,442	1,454	1,392	4,200	
Minnesota	183	173	28	1,192	944	153	171	
Mississippi	785	319	291	443	225	24	337	
Missouri	167	24	146	298	967	262	207	
Montana					10		1,456	
Nebraska	696	9		854	30	36		
Nevada	25	502	19	117		188		
New Hampshire	8		202		379	101		
New Jersey	374	2,932	145	861	548	810	48	
New Mexico				260	138	106	323	
New York	4,735	3,823	3,099	13,770	5,737	3,568	1,282	
North Carolina	322	77	234	-5,525	348	163	-74	
North Dakota				14		217		
Ohio	32	103	-377	-936	-445	-205	-151	
Oklahoma	143	24	601	552	386	138	679	
Oregon	133		3	-451	-4	78		
Pennsylvania	-3,200	553	-1,155	-1,664	-3,039	-365	-45	
Rhode Island	781	56		218	164	85		
South Carolina	125	19		212	27	55		
South Dakota				7	339			
Tennessee	-11	-68	-41	-2,538	-1,068	280	22	
Texas	-1,510	-2,200	-1,008	-4,633	-540	-769	-2,896	
Utah	482			14	464			
Vermont		337	452	68			196	
Virginia	1,532	1,668	2,979	650	478	432	246	
Washington	1,354	606	39	2,172	5,266	2,050	7,768	
West Virginia				-77		263		
Wisconsin	613	899	627	617	410		496	
Wyoming								

Return analysis for the year 2016



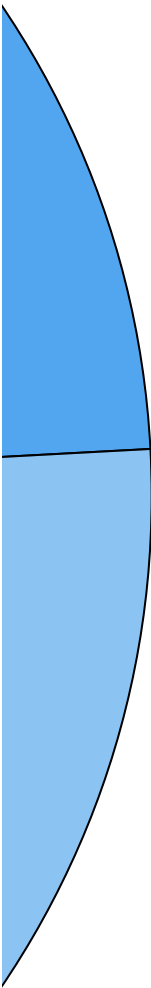
Return analysis for the year 2016



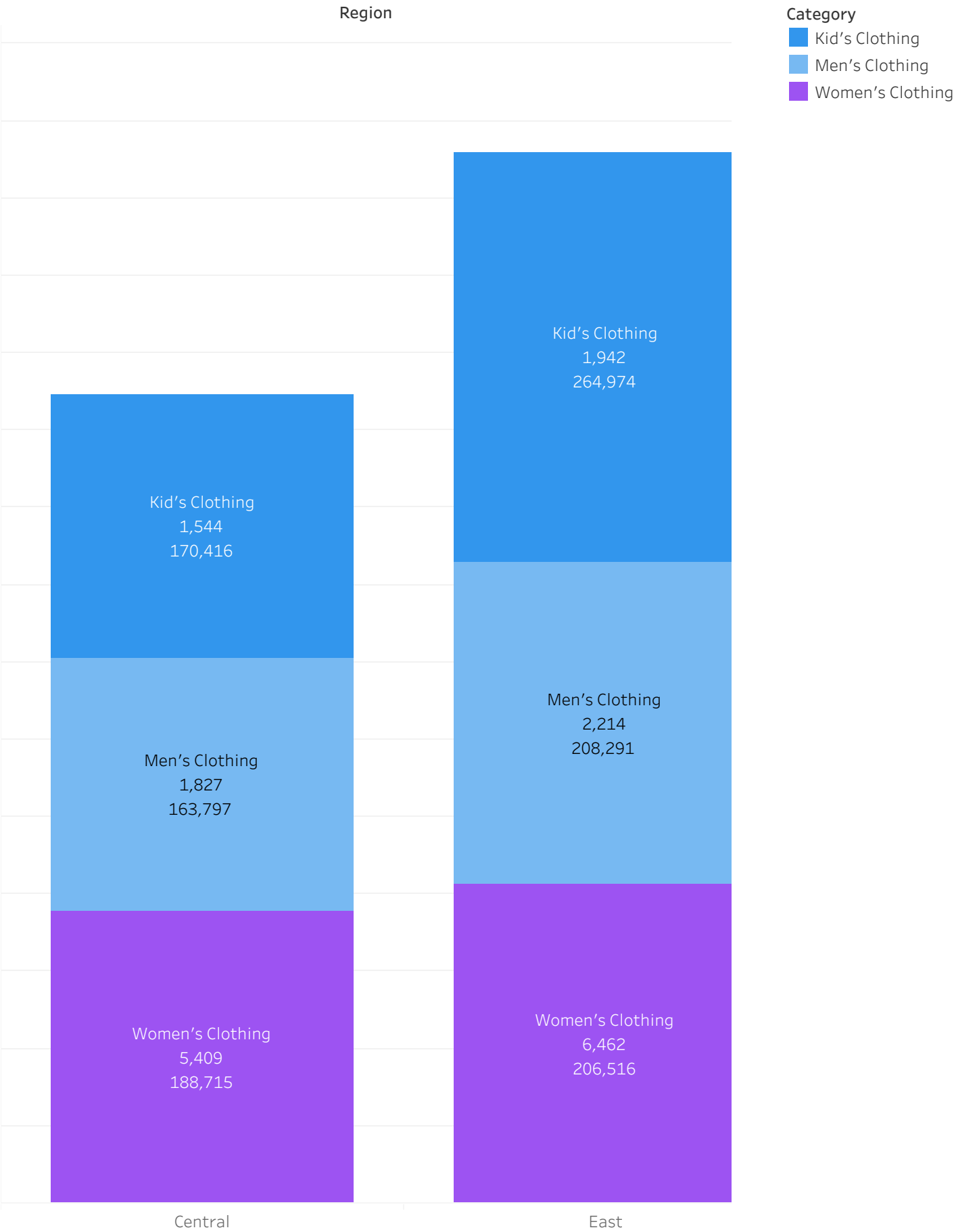
Return analysis for the year 2016

- Category
- Kid's Clothing
 - Men's Clothing
 - Women's Clothing

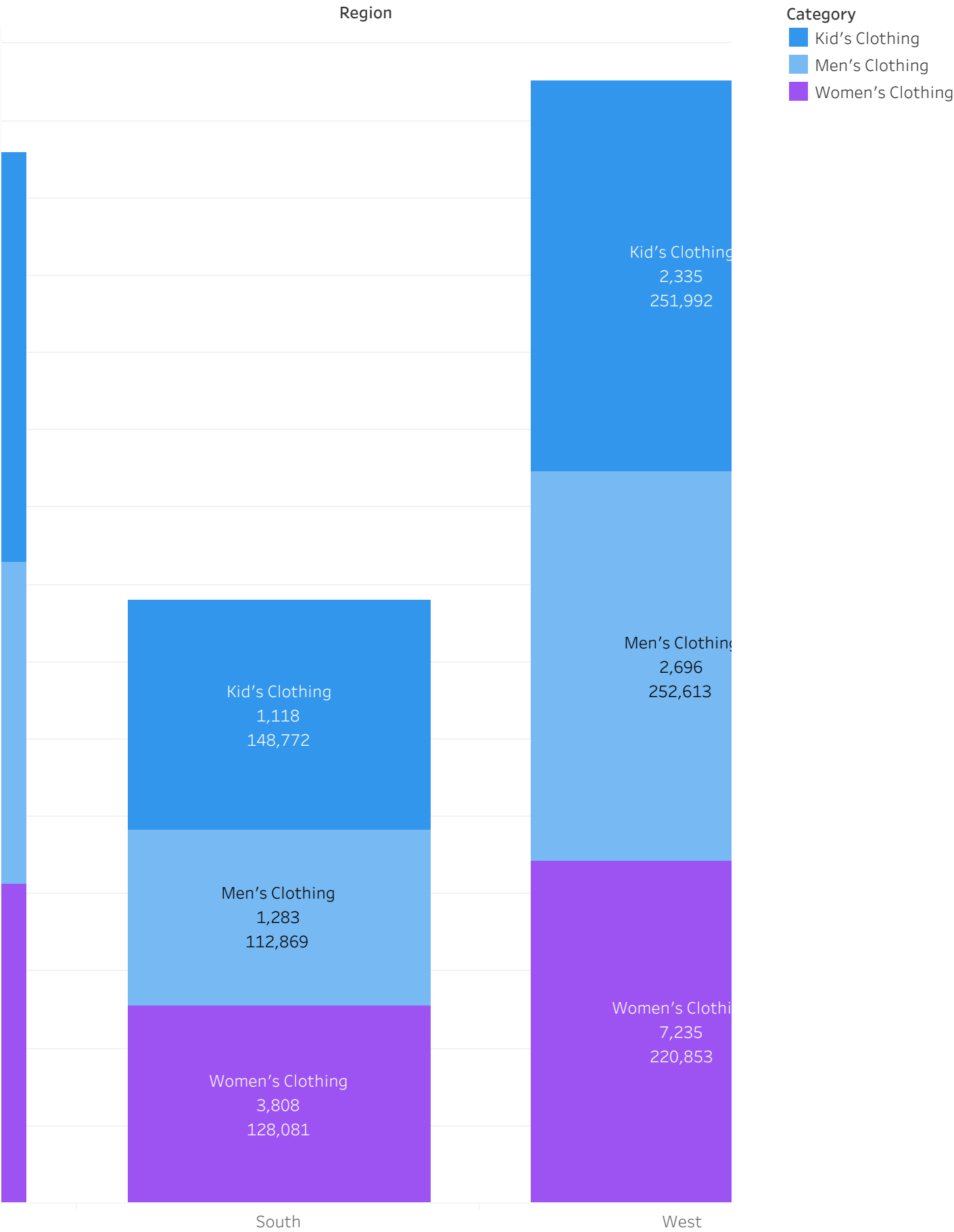
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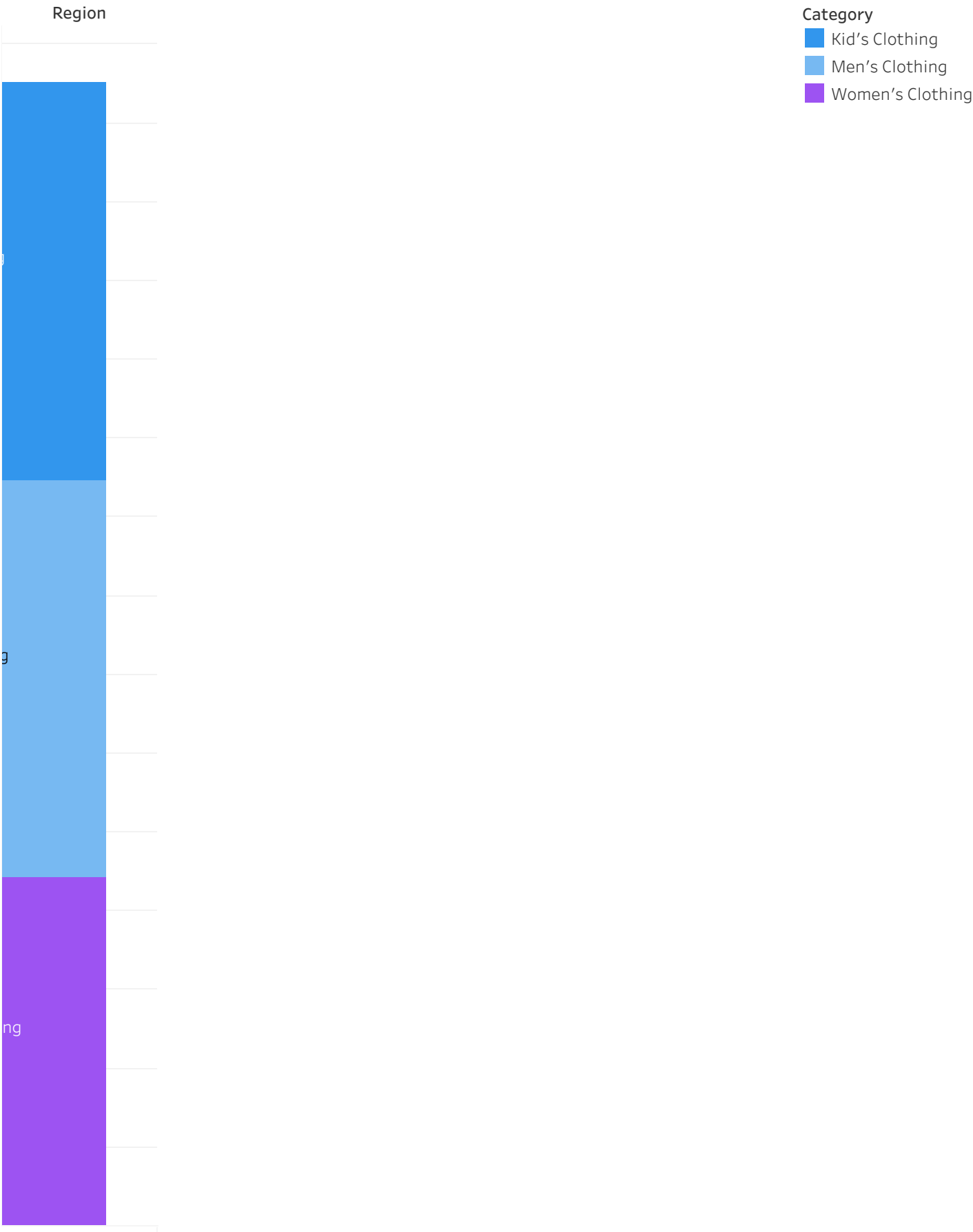
Region Wise Qty/Sales



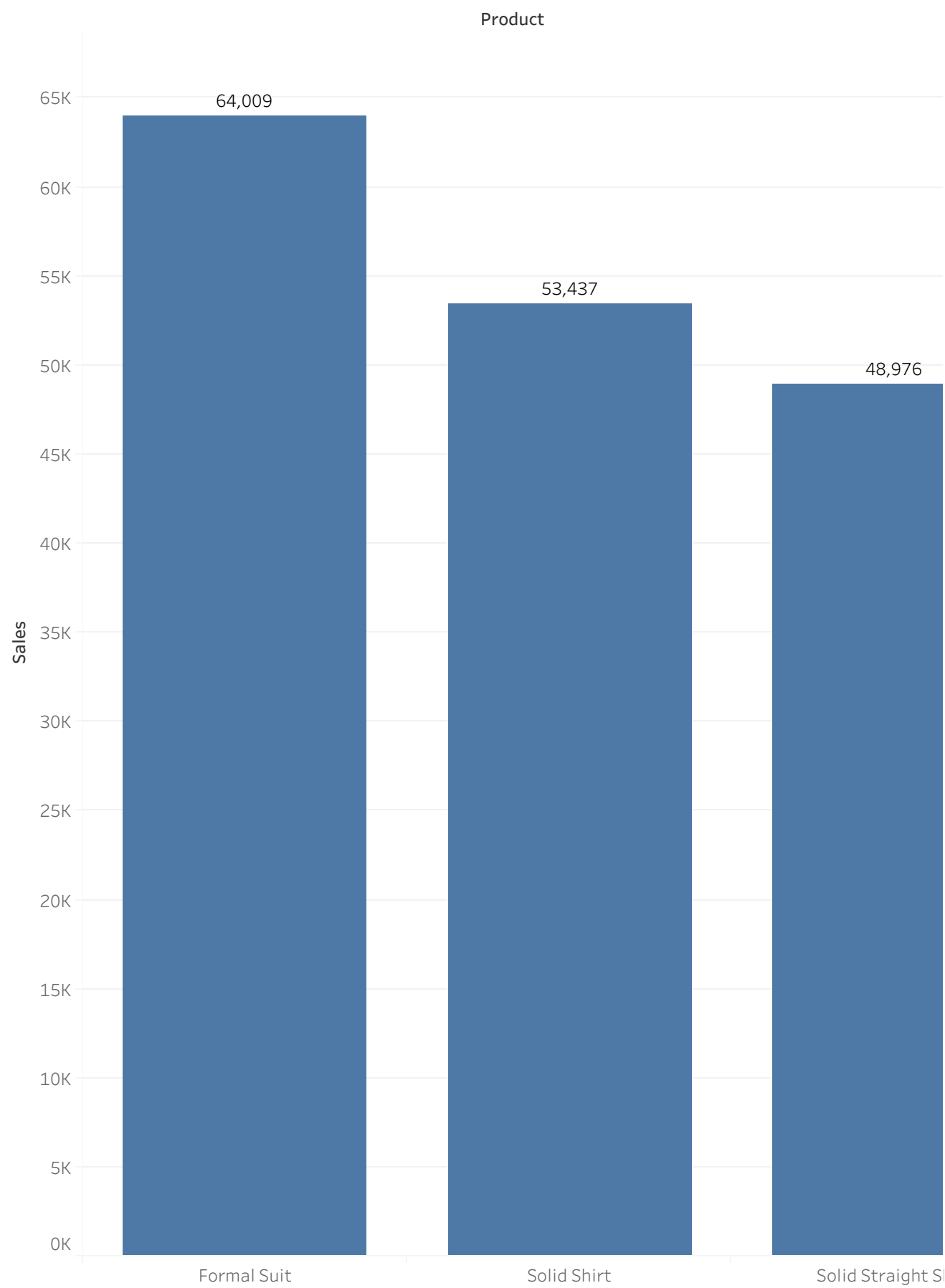
Region Wise Qty/Sales



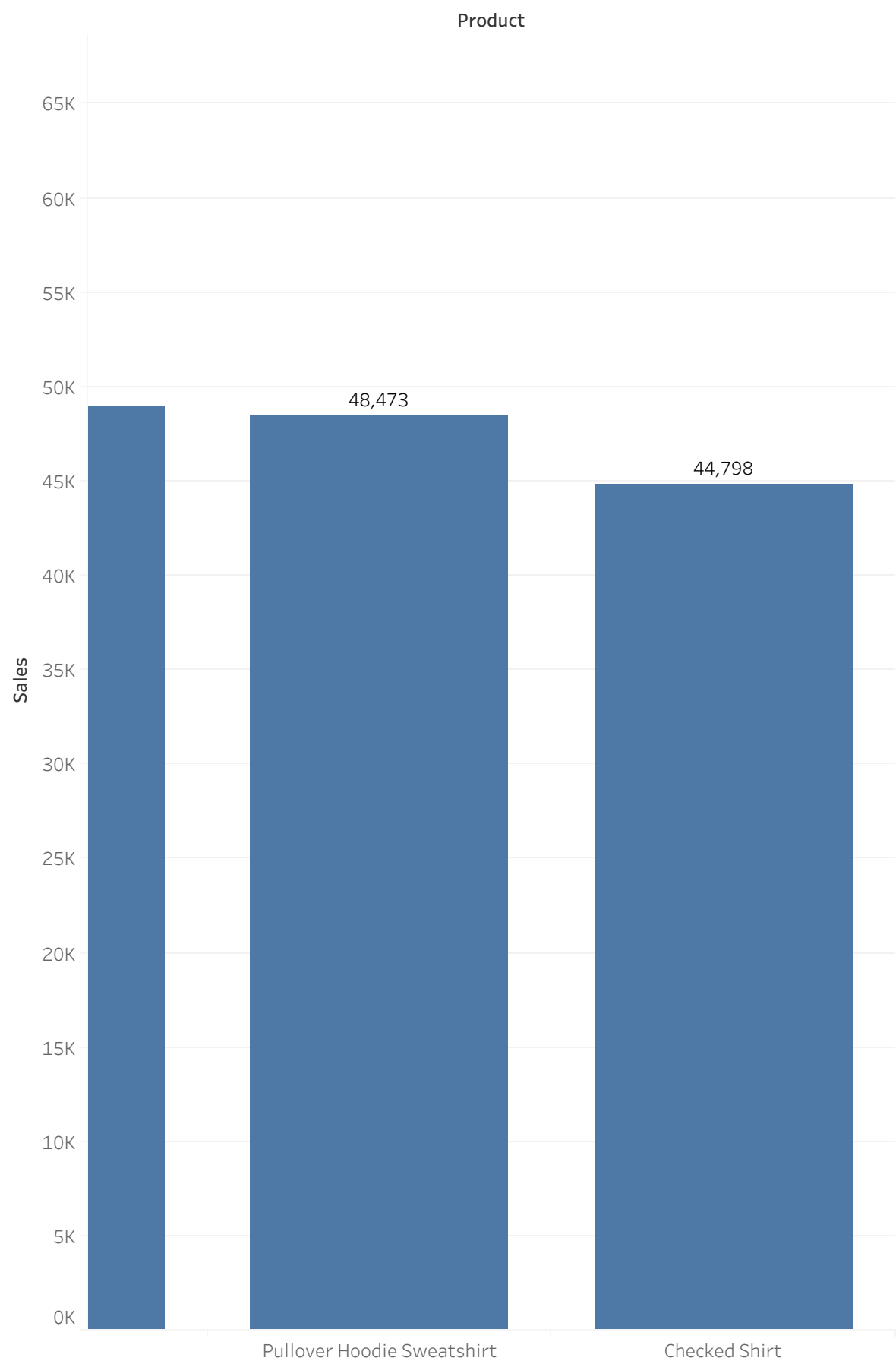
Region Wise Qty/Sales



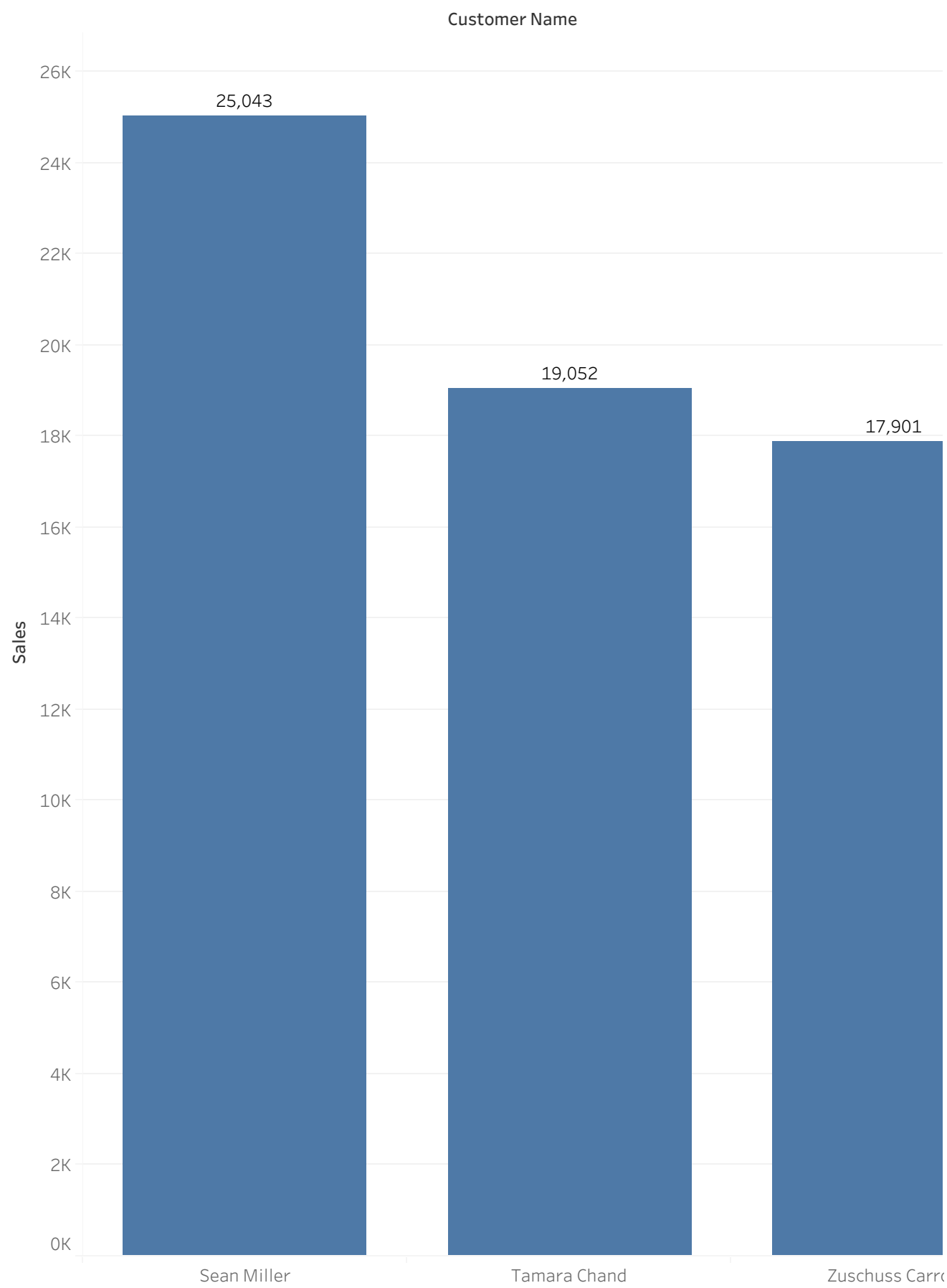
Top 5 products by sales



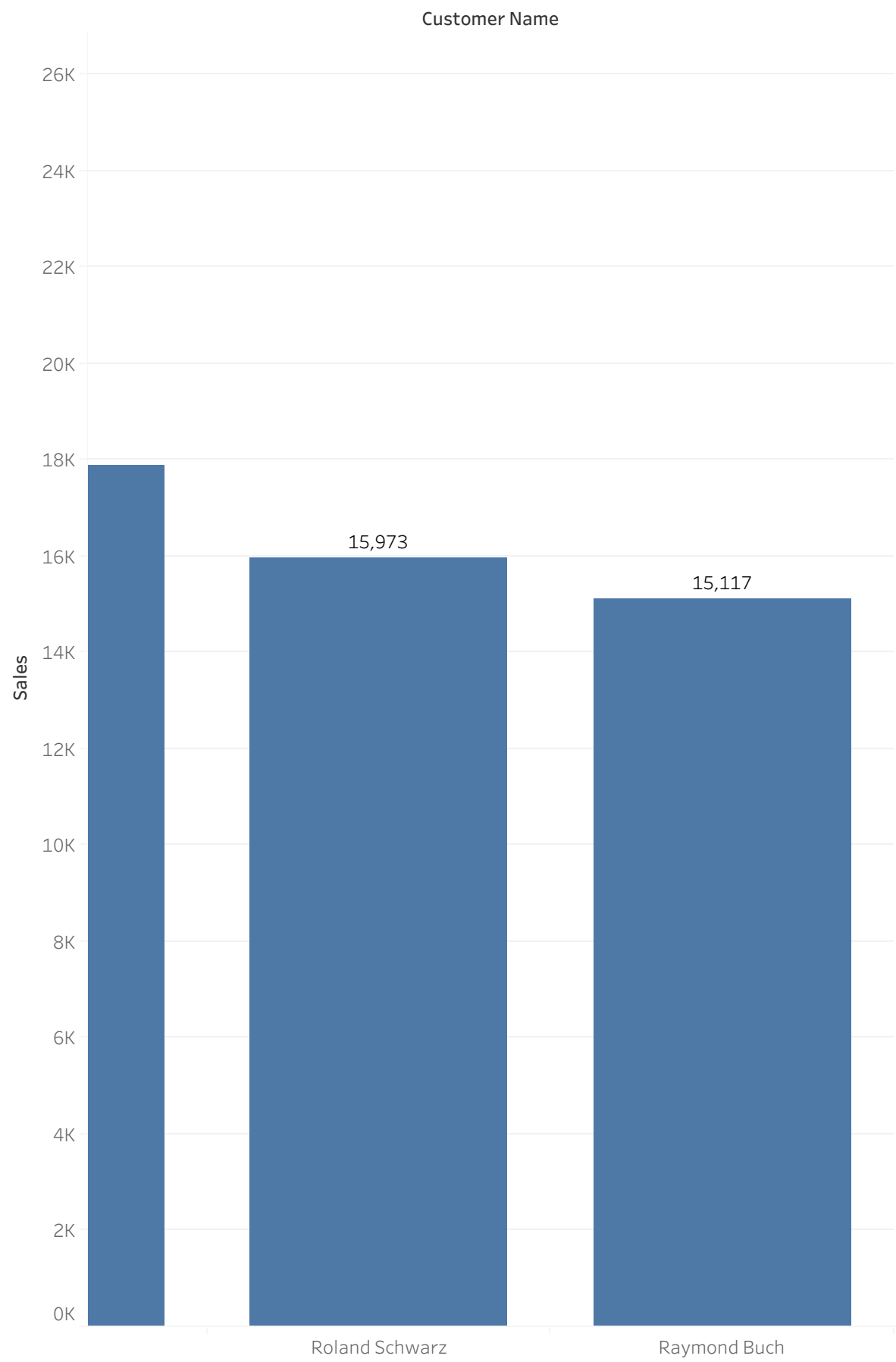
Top 5 products by sales



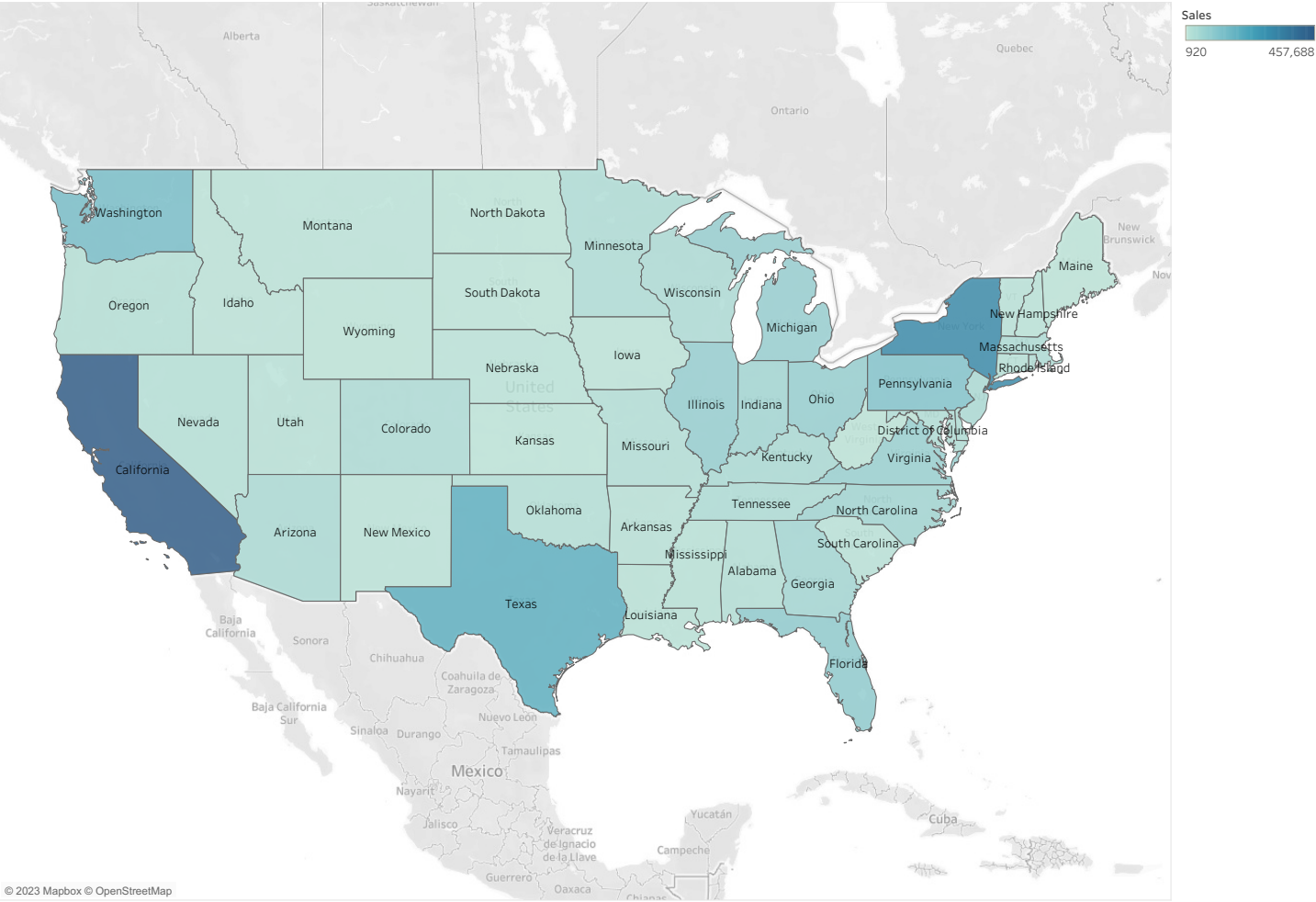
Name of top 5 customer by sales



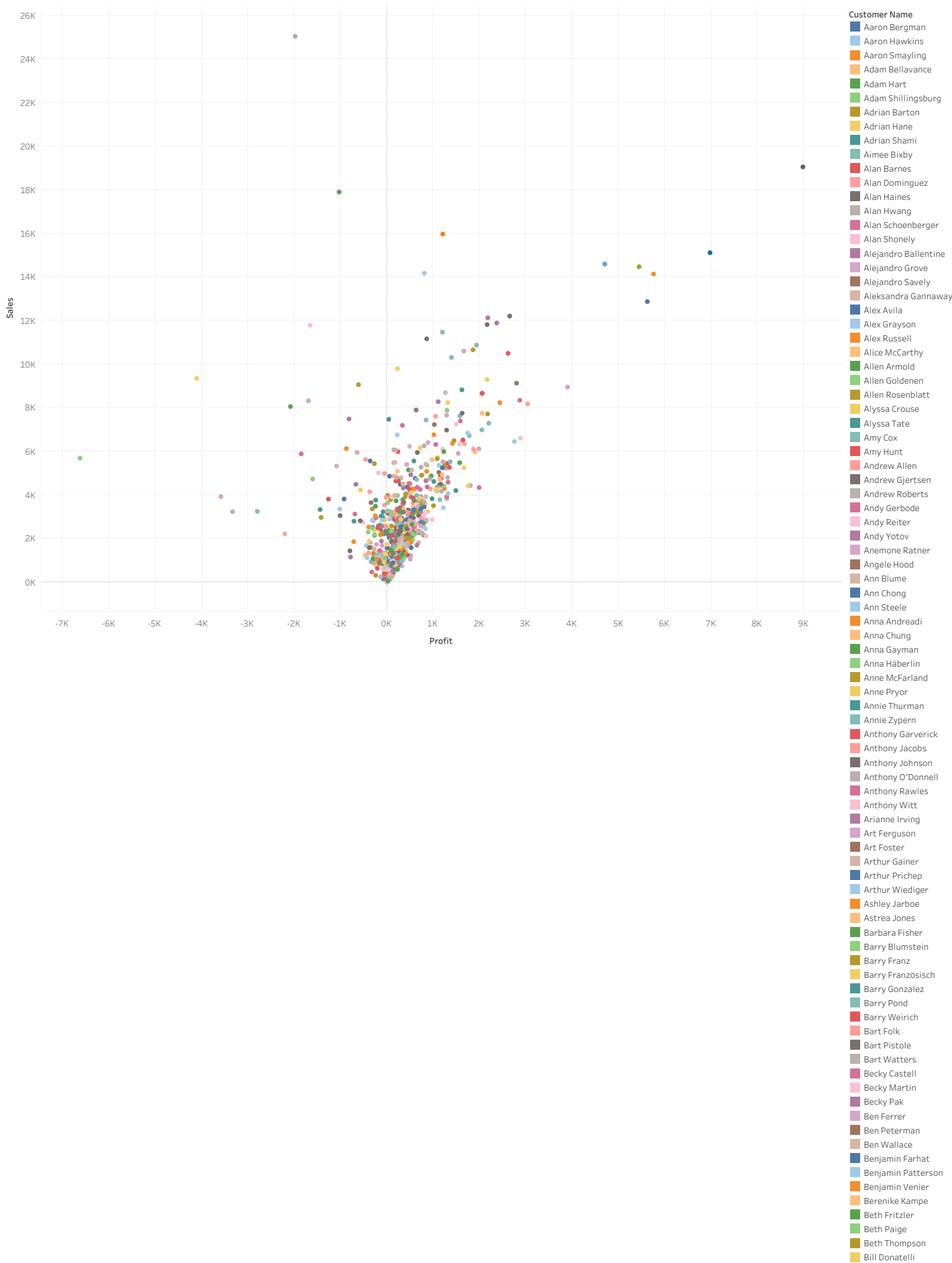
Name of top 5 customer by sales

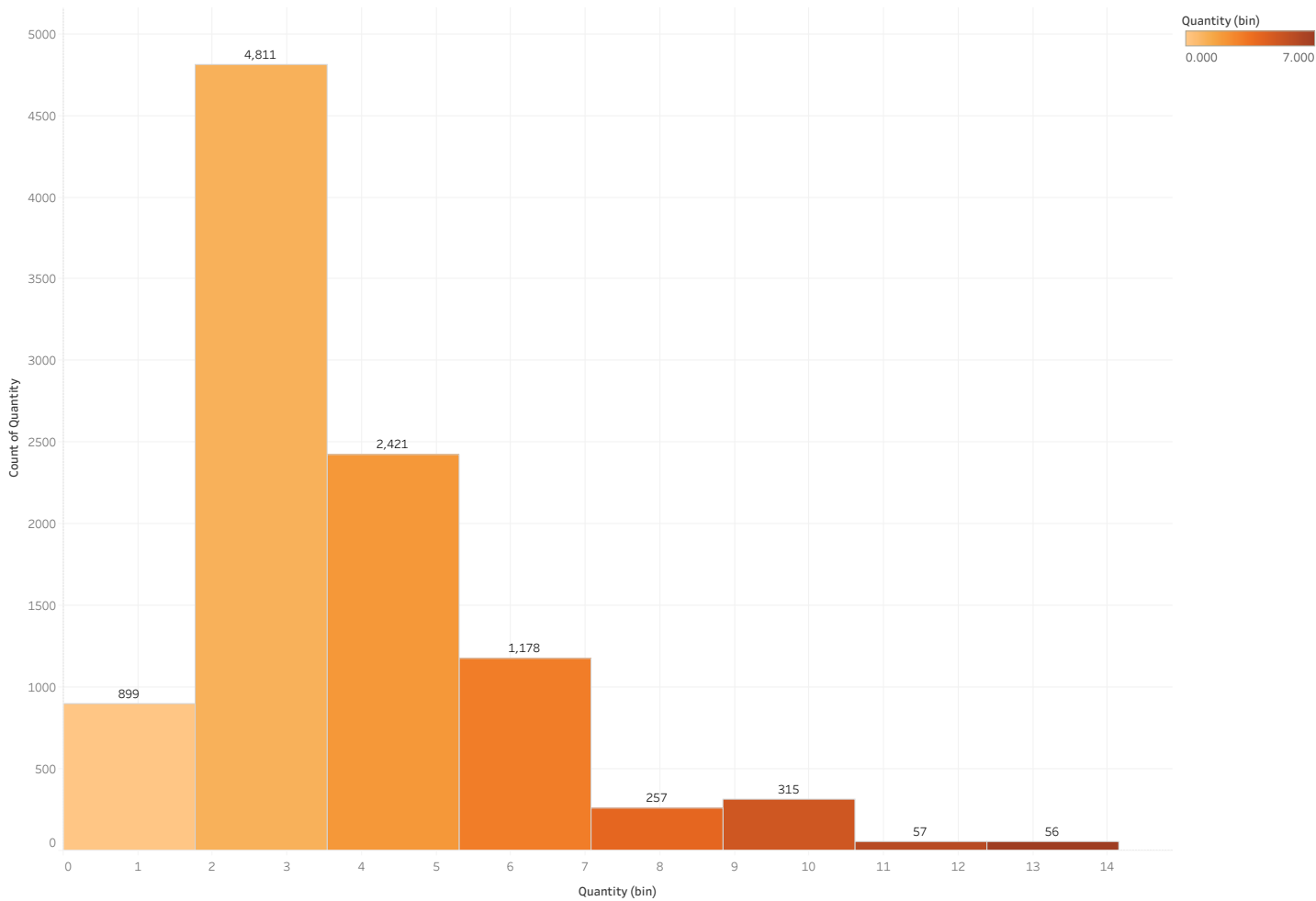


State wise sales variation

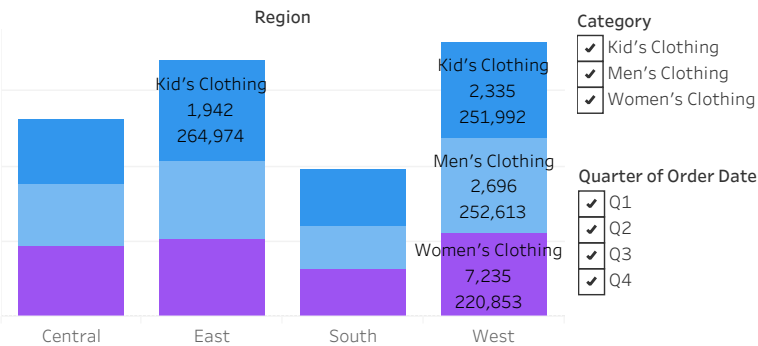
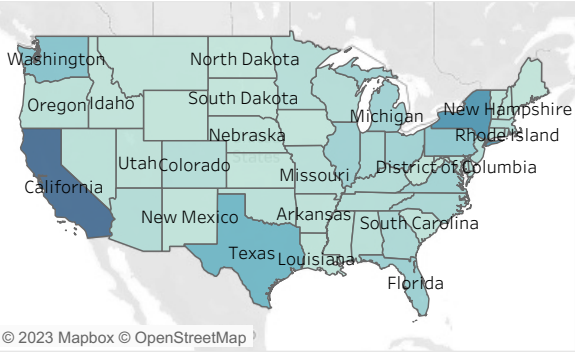
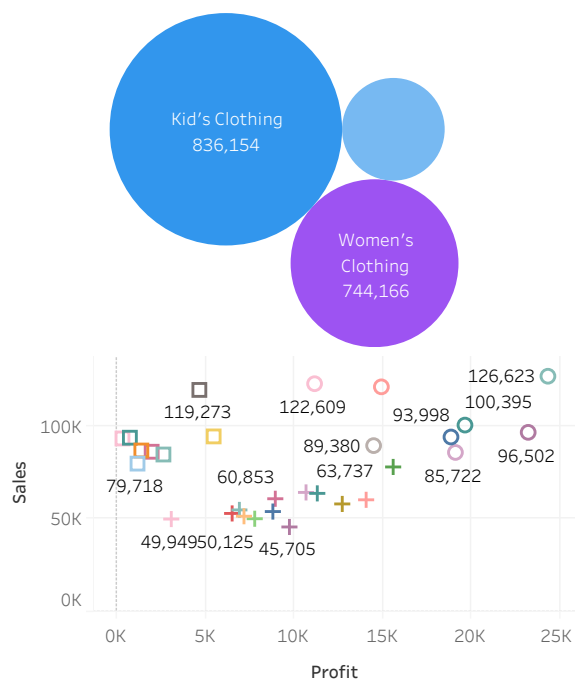


Customer wise Sales V/S Profit Analysis

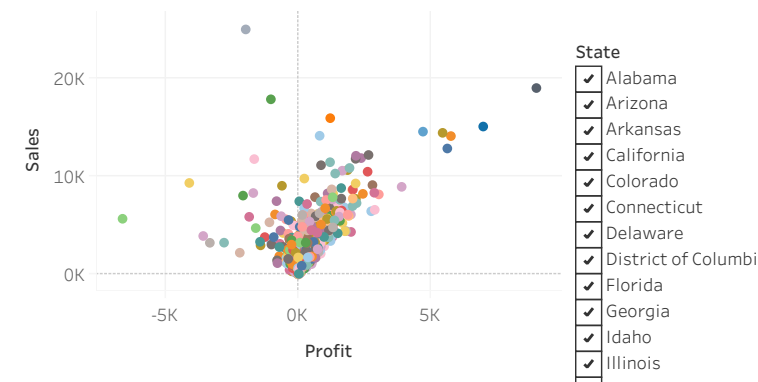




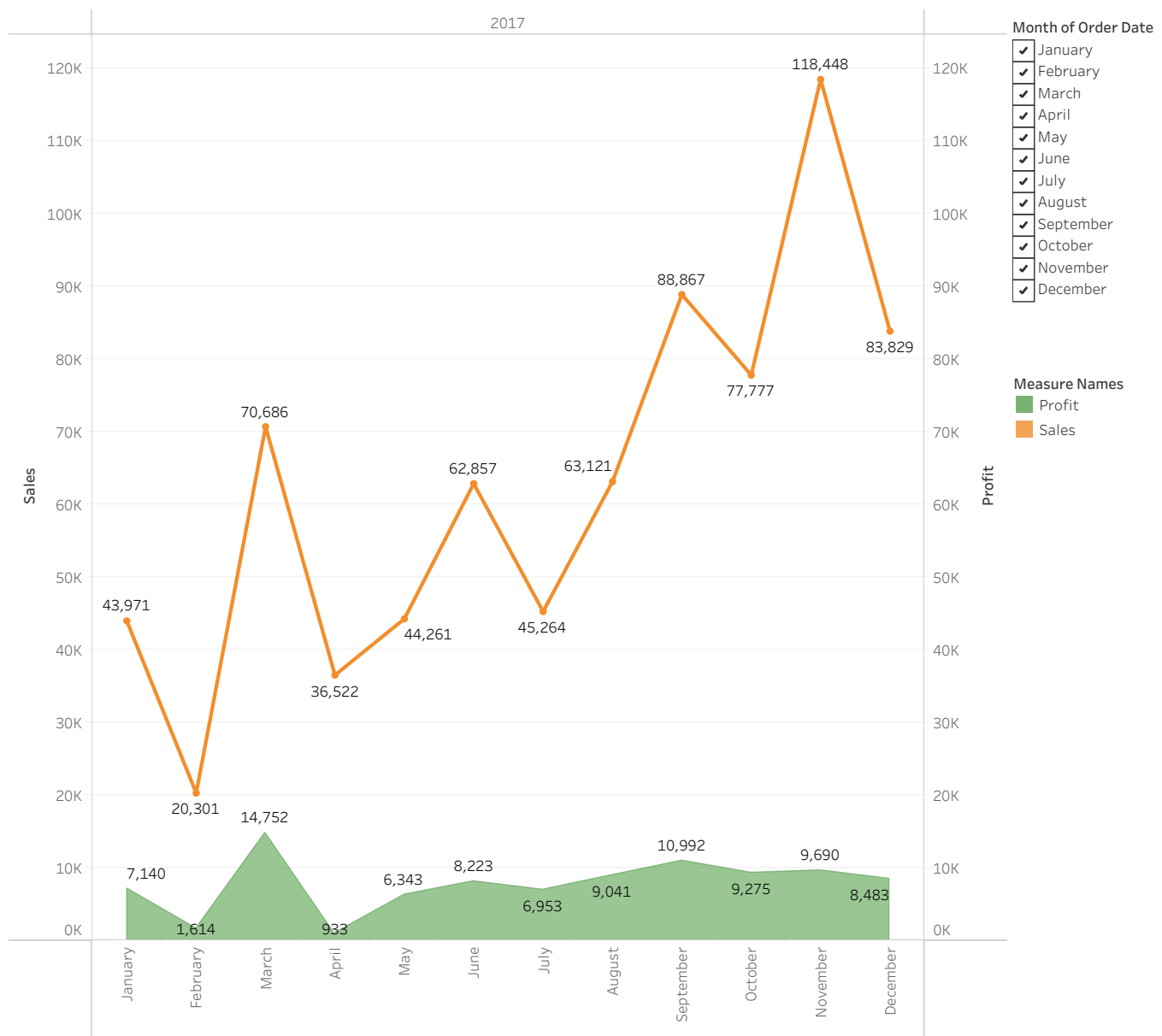
Category-wise Sales



State	Order Date					
	2014				2015	
	Q4	Q3	Q2	Q1	Q4	
Alabama	885		365			
Arizona	-691	97	-9	-300	25	
Arkansas	153	1,203	238	437	10	
California	5,073	3,543	2,412	1,610	5,86	
Colorado	408	5	32	-7	-1,28	
Connecticut	258	472	16		1	
Delaware	1,195	104	36	3	56	
District of C..						
Florida	358	150	65	1,557	2,14	



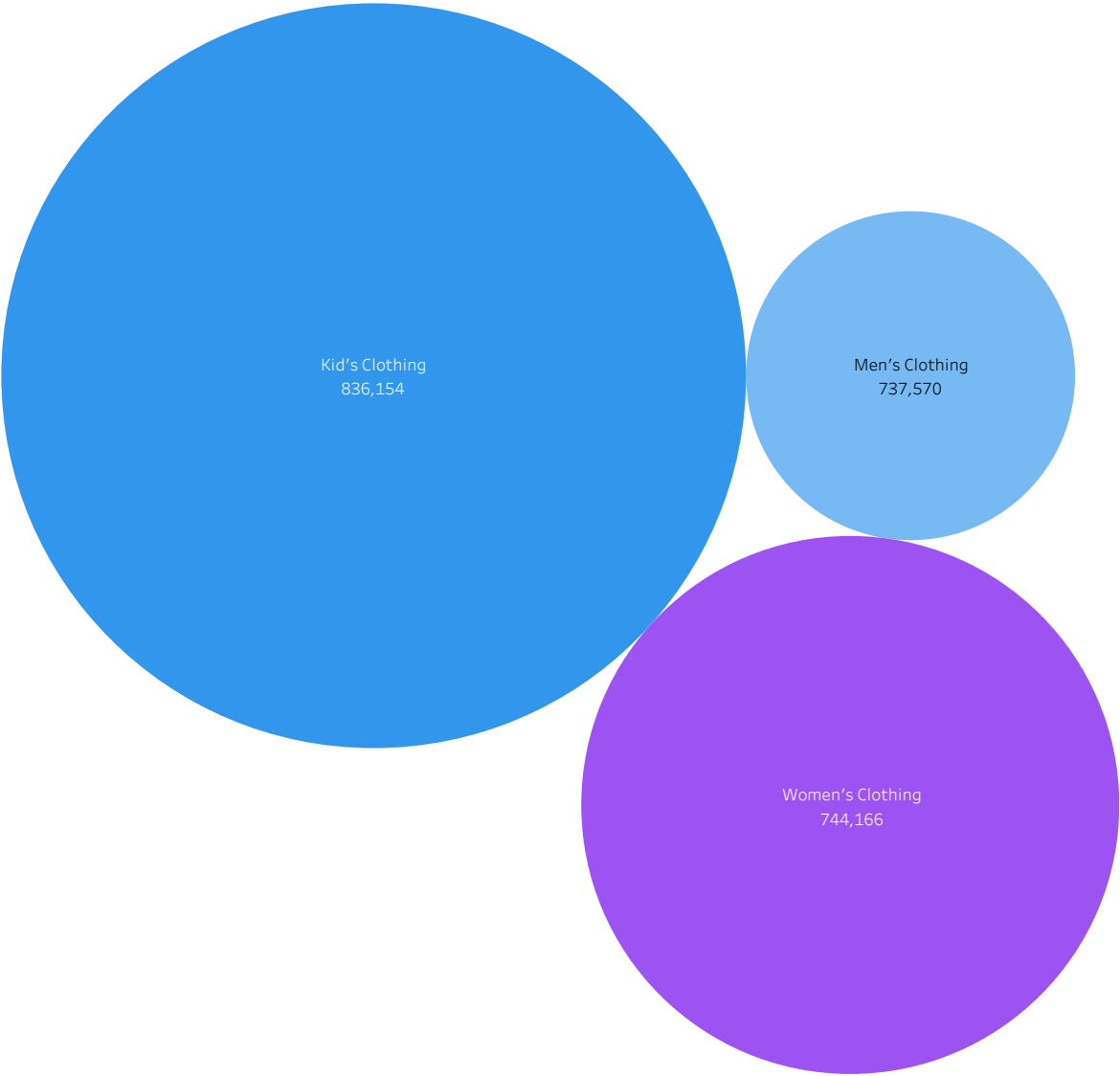
Sales/Profit for the Y..	Category Wise Sales	Sales by Category an..	Sales vs Profit	Aggregated values fo..	Sales for all the quart..
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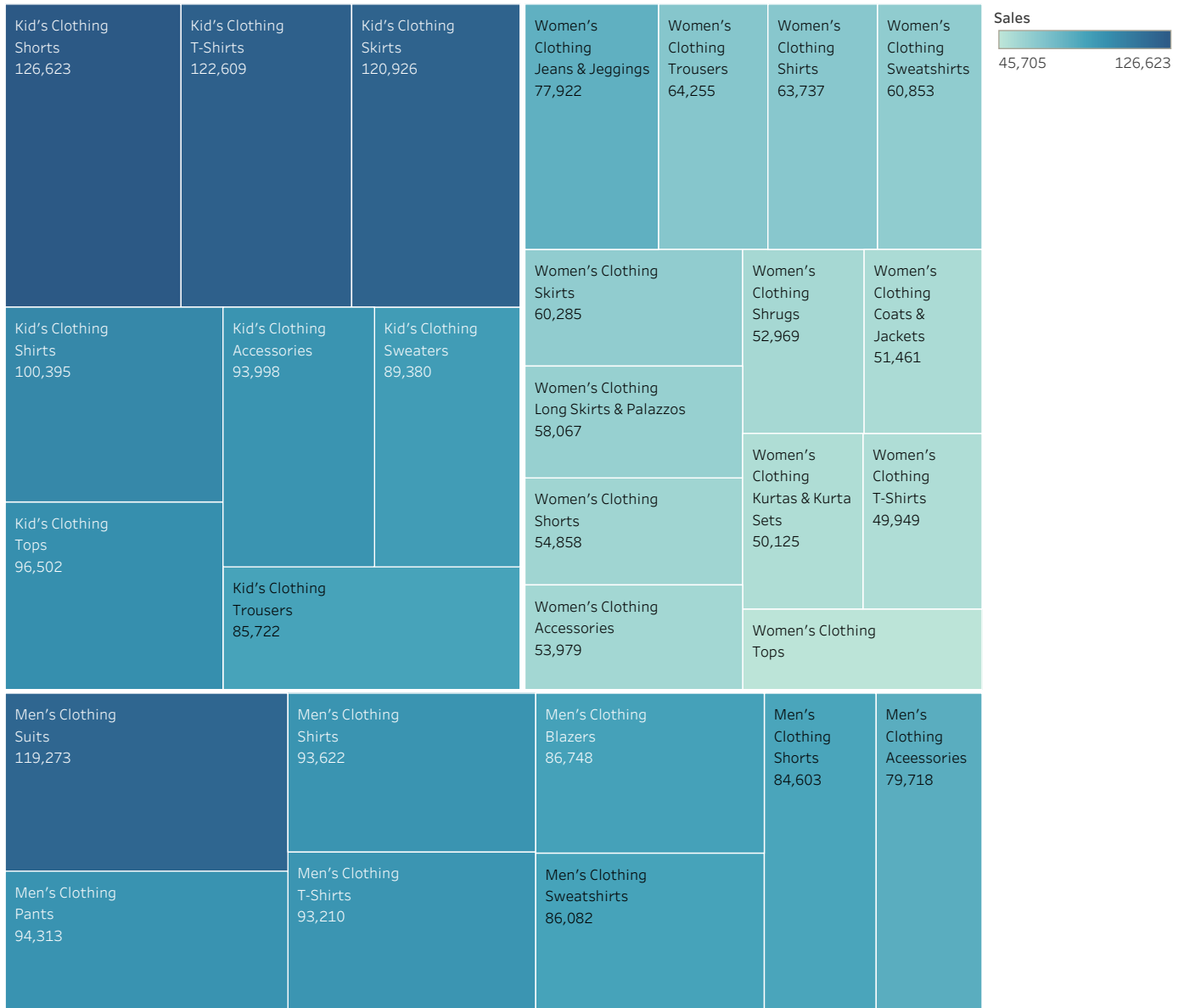
Sales/Profit for the Y..	Category Wise Sales	Sales by Category an..	Sales vs Profit	Aggregated values fo..	Sales for all the quart..
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Category

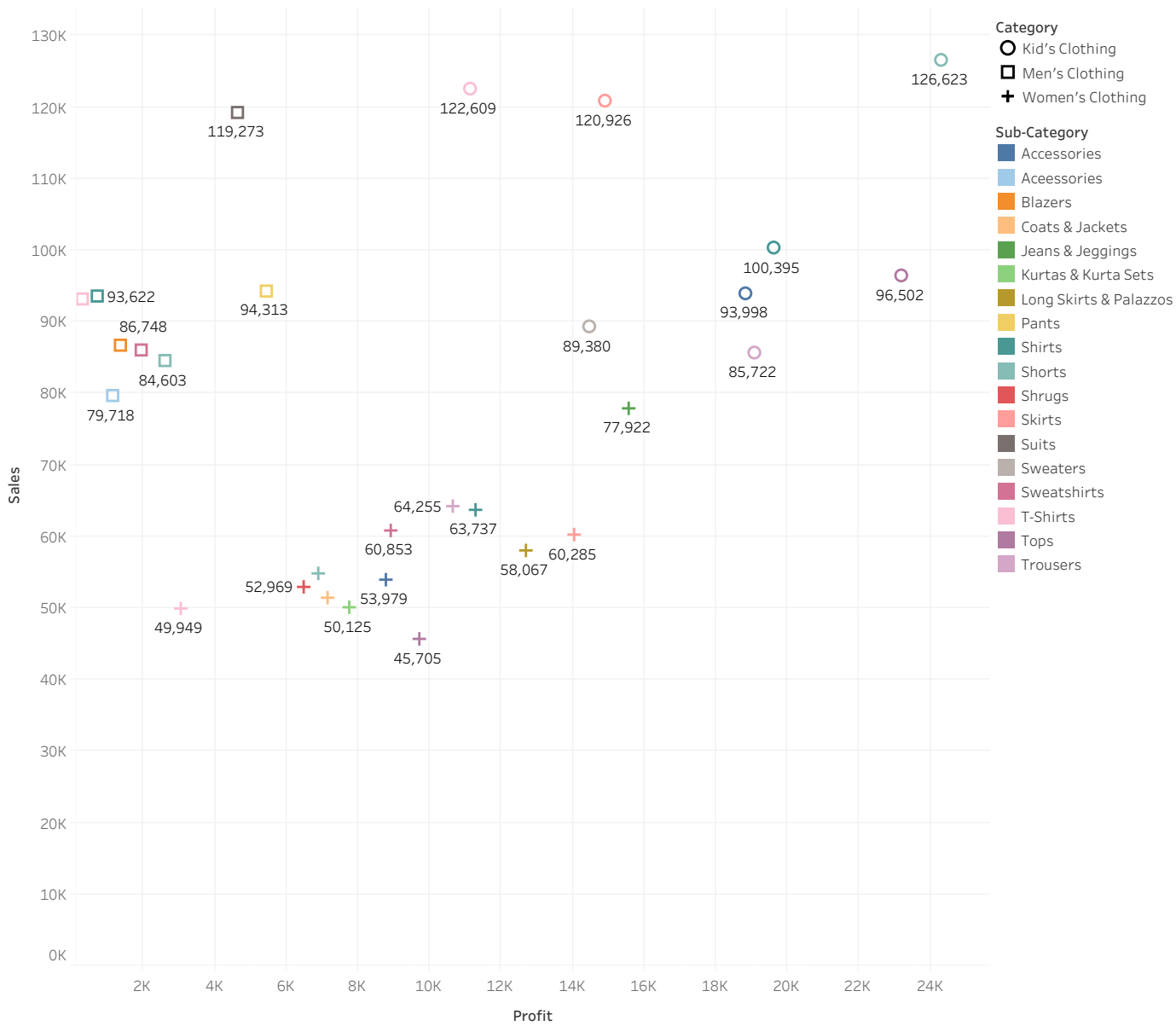
- Kid's Clothing
- Men's Clothing
- Women's Clothing



Sales/Profit for the Y..	Category Wise Sales	Sales by Category an..	Sales vs Profit	Aggregated values fo..	Sales for all the quart..
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Sales/Profit for the Y..	Category Wise Sales	Sales by Category an..	Sales vs Profit	Aggregated values fo..	Sales for all the quart..
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Sales/Profit for the Y..	Category Wise Sales	Sales by Category an..	Sales vs Profit	Aggregated values fo..	Sales for all the quart..
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State	2014				2015				2016				2017
	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	Q4	Q3	Q2	Q1	
Alabama	885		365			604	346	250	2,104	383	352		
Arizona	-691	97	-9	-300	251	-117	102		-677	-181	-664	36	
Arkansas	153	1,203	238	437	100			3	392	115	407		
California	5,073	3,543	2,412	1,610	5,869	3,066	3,163	2,273	7,984	6,339	3,468	2,215	
Colorado	408	5	32	-7	-1,280	8	122	9	-1,595	87	204	-85	
Connecticut	258	472	16		13	236	178		527	22	232	78	
Delaware	1,195	104	36	3	566	260	5	777	141		328	507	
District of C..							974		13		37		
Florida	358	-150	-65	-1,557	-2,143	186	-56	254	-161	-396	-49	134	
Georgia	505	319	597	71	200	712	593	3,259	606	531	620	1,790	
Idaho	59		3		183	1	101			266		14	
Illinois	-177	-1,089	-685	-93	45	734	-948	-841	-253	-1,349	-374	-834	
Indiana	784		48	36	1,077	715	121	77	9,935	61	276	112	
Iowa				110	77	414			220	88			
Kansas	86	180					68	8	132	90	9		
Kentucky	350	7	385	1,567	569	1,948	274	131	793	125	36	263	
Louisiana	191		90	327		178	111			82		6	
Maine		257					32			165			
Maryland	169	114	202		353	1,065		1,296	193	116	12	731	
Massachus..	1,116	556	389		497	1,356	89	14	414	254	256	135	
Michigan	601	497	512	206	1,936	283	2,927	21	6,304	1,255	1,382	52	
Minnesota	290	4,669	1,164	115	644	93	909	74	20	183	173	28	
Mississippi		179	323	43		105			82	785	319	291	
Missouri	84	254		107	2,825	63	5		1,029	167	24	146	
Montana		5	125		217			21					
Nebraska	27	32			60		81	62	149	696	9		
Nevada	59	111	55	25	452	17			1,747	25	502	19	
New Hamps..	27		81		529	32		340	7	8		202	
New Jersey	61	670	463	50	840	246	154	75	1,496	374	2,932	145	
New Mexico	115	19		23	123	2	0	23	25				
New York	8,385	4,796	1,098	-531	9,693	5,046	3,722	816	4,998	4,735	3,823	3,099	
North Carol..	-168	-1,390	158	-16	80	141	147	-1,616	-373	322	77	234	
North Dako..													
Ohio	-1,538	31	-297	-327	-3,209	13	-739	-1,566	-7,361	32	103	-377	
Oklahoma	134	470	157		439	221			909	143	24	601	
Oregon	-415	216	39	25	-52	-66	3	3	-702	133		3	
Pennsylvan..	-731	-1,176	-475	19	-1,164	-2,587	-72	-77	-383	-3,200	553	-1,155	
Rhode Island	1,564					108	14	-27	4,323	781	56		
South Carol..	115	22	234	105	764	22	15		125	10			

Quarter of Order Date

- ☒ Q1
☒ Q2
☒ Q3
☒ Q4

Category

- ☒ Kid's Clothing
☒ Men's Clothing
☒ Women's Clothing

Profit

