



Drug Sales Report (Top/Bottom Analysis)

Created by- Saddam Ansari

Month

Apr

Year

All

Quantity in Apr

21K

Mar : 20,991

Variance: ▲ +2.2%

COGS in Apr

\$999K

Mar : 1,056,413

Variance: ▼ -5.4%

Revenue in Apr

\$6M

Mar : 5,572,672

Variance: ▼ -0.6%

Profit in Apr

\$4.5M

Mar : 4,516,258

Variance: ▲ +23.4%

% Profit Margin in Apr

81.97%

Mar: ▲ +81.0%

Top

Bottom

5

6.0% of Unit Sold come from
Least Sold 5 Drugs

5 - Under Performing Drugs by Unit Sold

#Transaction

Pregabalin

336

Profit

Atorvastatin

300

Revenue

Fentanyl

286

Unit Sold

Ergocalciferol

263

Ciprofloxacin

109

1,294 Out of **21,454** of Unit Sold

Top

Bottom

32.4% of Unit Sold is come from
the Top 5 Customer

5 - Top Performing Customer by Unit Sold

David Johnson

1,858

Bob Smith

1,634

Bob Williams

1,334

John Williams

1,139

John Brown

981

6,946 Out of **21,454** of Unit Sold



Drug Sales Report (Customer Based Insights)

Created by- Saddam Ansari

Filter by Year

All

#Customer

200

AVG.Revenue

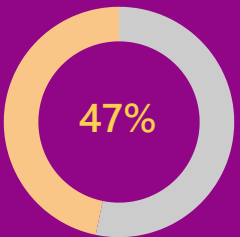
323K

Total Revenue

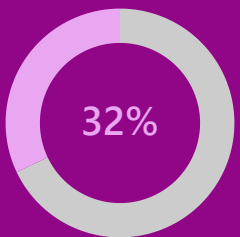
\$65M

Revenue by Gender

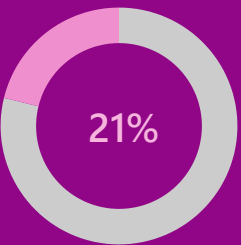
Male



Female



Other



\$30.2M

\$20.7M

\$13.7M

Map

Chart

Revenue by Country

65.96% of Revenue share is attributed to **Canada and Australia** Country



Filter by Month

All

Revenue by Buyer Type

Seller 56.76M



88%

User 7.91M



12%

Revenue by Age Group

69.28% of Revenue share is attributed to **51+ and 31-40** Age-group

\$34M



51+

\$11M



31-40

\$9M



41-50

\$8M



21-30

\$3M



0-20



Drug Sales Report (Trend Analysis)

Created by- Saddam Ansari

Filter by Year

All

Filter by Year

All

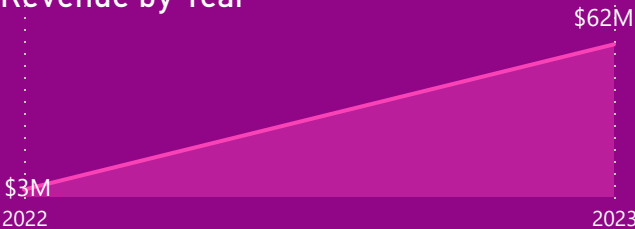
Transaction

15K

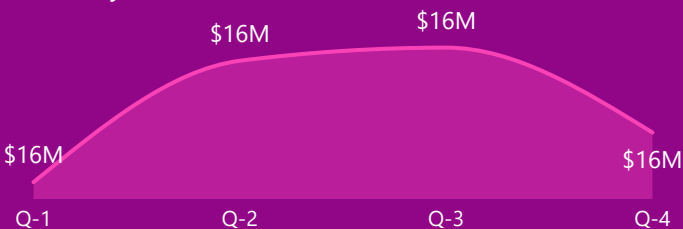
Total Revenue

\$65M

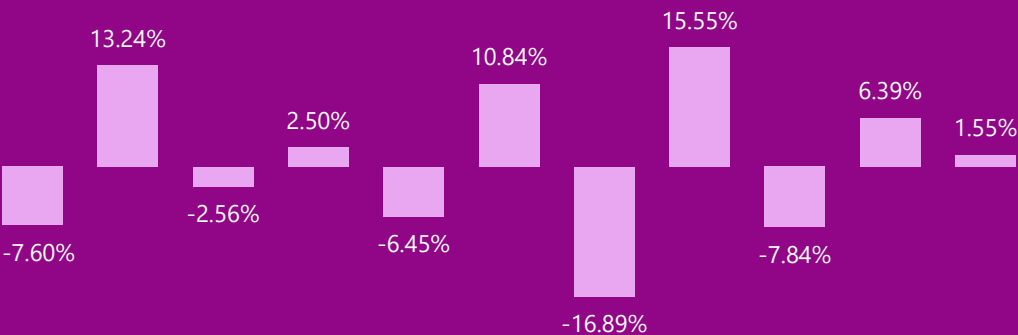
Revenue by Year



Revenue by Quarter



Revenue MoM Change



Revenue by Month



Revenue by Weekday for top 5 Drug

Highest Middle Lowest

Day	Clonazepam	Doxycycline	Ergocalciferol	Ezetimibe	Lisinopril
Mon					
Tue					
Wed					
Thu					
Fri					
Sat					
Sun					