

ABC Sdn. Bhd.

Annual Sales Staff Ranking

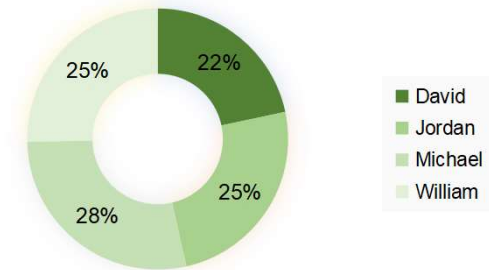
No.	Name	Sales Target	Sales Result	Completion Rate	Sales Performance	Rate of Completion
1	Name01	93,830	91,035	97.0%	<div></div>	<div></div>
2	Name02	92,181	89,188	96.8%	<div></div>	<div></div>
3	Name03	91,417	53,066	58.0%	<div></div>	<div></div>
4	Name04	85,061	57,906	68.1%	<div></div>	<div></div>
5	Name05	81,847	82,445	100.7%	<div></div>	<div></div>
6	Name06	80,979	73,292	90.5%	<div></div>	<div></div>
7	Name07	65,716	96,796	147.3%	<div></div>	<div></div>
8	Name08	83,113	50,580	60.9%	<div></div>	<div></div>
9	Name09	95,330	65,080	68.3%	<div></div>	<div></div>
10	Name10	98,893	64,355	65.1%	<div></div>	<div></div>
11	Name11	58,593	89,346	152.5%	<div></div>	<div></div>
12	Name12	88,500	98,163	110.9%	<div></div>	<div></div>
13	Name13	67,447	80,457	119.3%	<div></div>	<div></div>
14	Name14	71,612	57,457	80.2%	<div></div>	<div></div>
15	Name15	98,534	98,502	100.0%	<div></div>	<div></div>
16	Name16	96,351	58,634	60.9%	<div></div>	<div></div>
17	Name17	60,896	71,735	117.8%	<div></div>	<div></div>
18	Name18	91,263	91,324	100.1%	<div></div>	<div></div>
19	Name19	96,325	87,248	90.6%	<div></div>	<div></div>
20	Name20	81,902	65,848	80.4%	<div></div>	<div></div>
21	Name21	67,438	50,048	74.2%	<div></div>	<div></div>
22	Name22	72,924	79,262	108.7%	<div></div>	<div></div>
23	Name23	73,536	79,663	108.3%	<div></div>	<div></div>
24	Name24	59,674	67,097	112.4%	<div></div>	<div></div>
25	Name25	88,258	88,463	100.2%	<div></div>	<div></div>
26	Name26	96,007	89,237	92.9%	<div></div>	<div></div>
27	Name27	66,280	59,667	90.0%	<div></div>	<div></div>
28	Name28	83,572	85,511	102.3%	<div></div>	<div></div>
29	Name29	63,111	73,062	115.8%	<div></div>	<div></div>
30	Name30	51,742	81,499	157.5%	<div></div>	<div></div>
Total		2,402,332	2,275,966	94.7%		

Sample Sdn. Bhd.

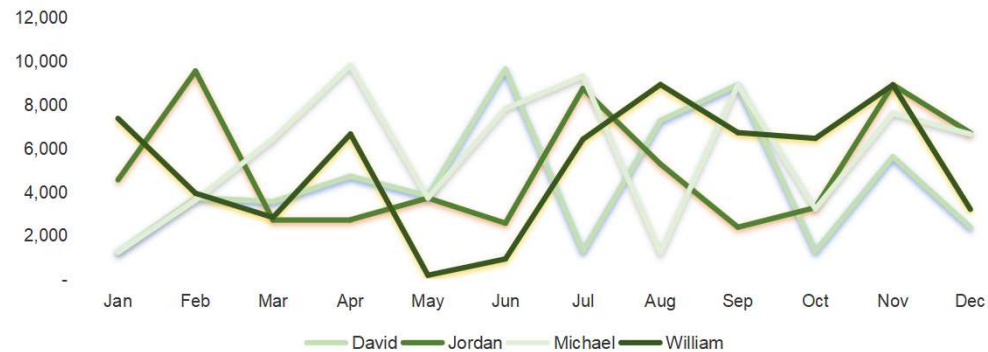
Sales Staff's Monthly Performance Chart

Sales Staff	David	Jordan	Michael	William
Jan	1,234	4,563	1,235	7,382
Feb	3,748	9,562	3,628	3,947
Mar	3,562	2,719	6,428	2,837
Apr	4,728	2,732	9,821	6,666
May	3,829	3,728	3,728	183
Jun	9,654	2,575	7,832	932
Jul	1,289	8,762	9,326	6,427
Aug	7,284	5,289	1,212	8,938
Sep	8,932	2,389	8,923	6,732
Oct	1,278	3,289	3,232	6,467
Nov	5,621	8,932	7,623	8,923
Dec	2,389	6,723	6,666	3,212
Total	53,548	61,263	69,654	62,646
Target	60,000	60,000	60,000	60,000
Completion Rate	89.25%	102.11%	116.09%	104.41%

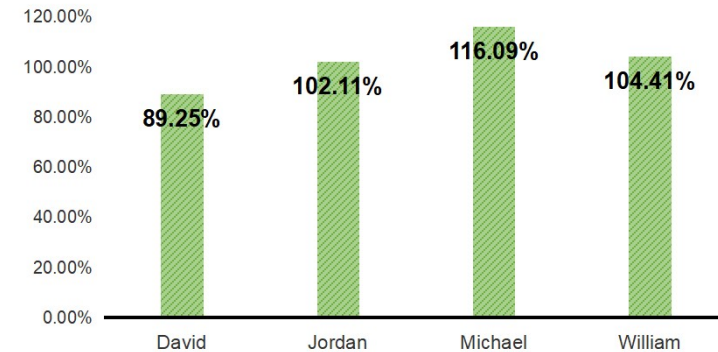
Sales Staff's Performance Chart



Sales Staff's Monthly Performance Chart



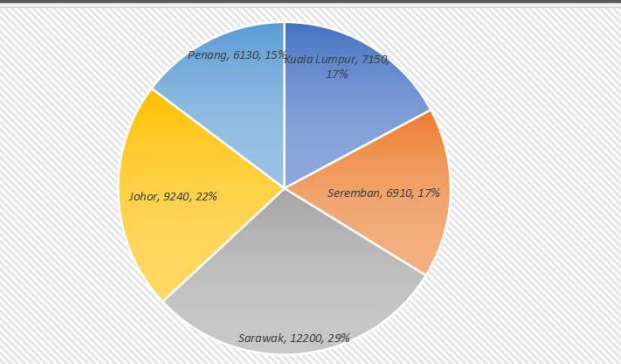
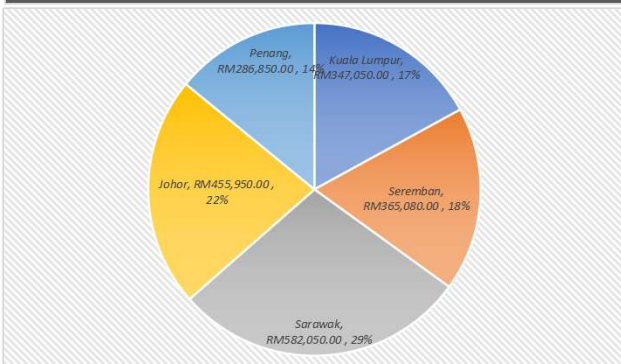
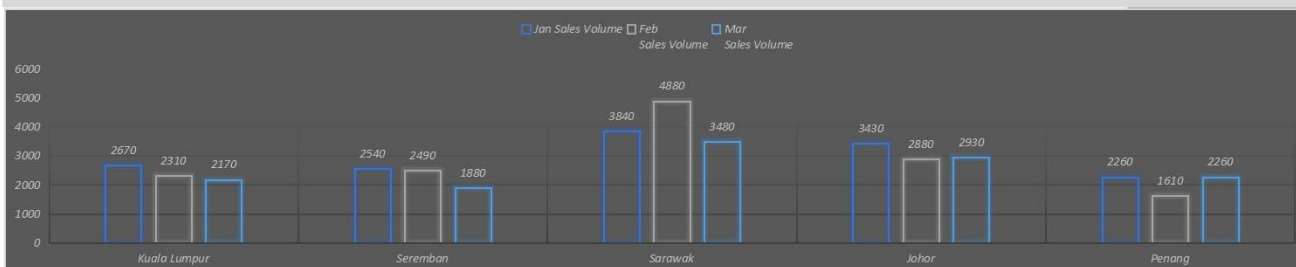
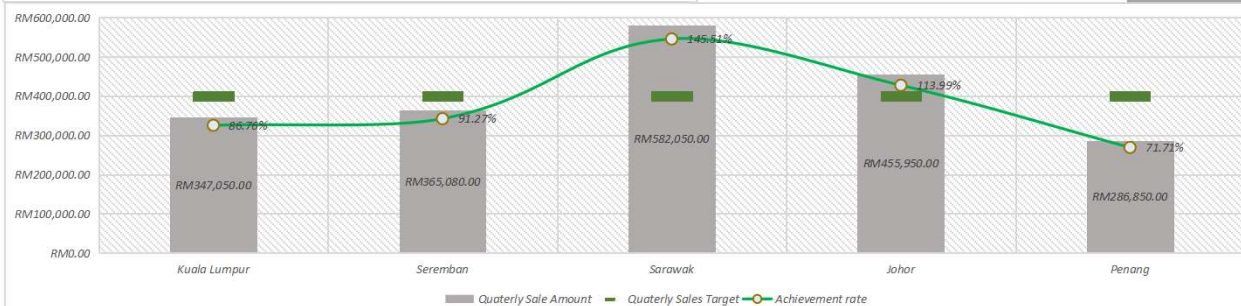
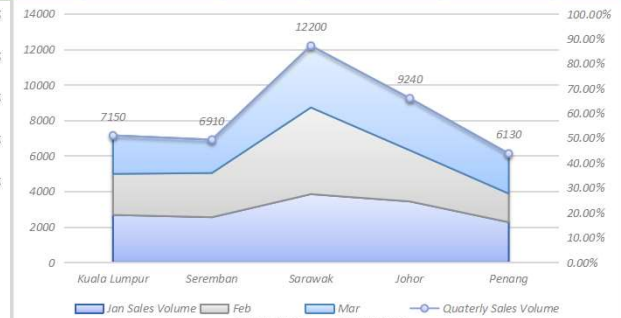
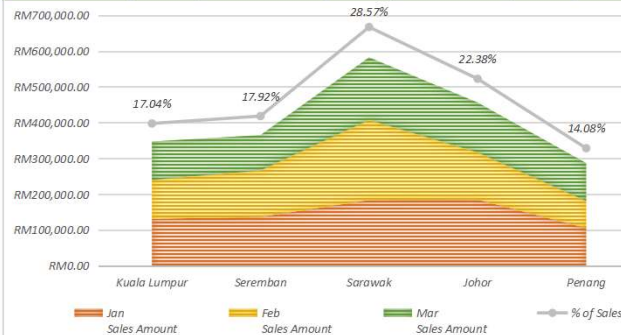
Sales Staff's Completion Rate





Quarterly Sales Analysis by Area

Area	Jan Sales Volume	Jan Sales Amount	Feb Sales Volume	Feb Sales Amount	Mar Sales Volume	Mar Sales Amount	Quarterly Sales Volume	Quarterly Sale Amount	% of Sales	Quarterly Sales Target	Achievement rate	Ranking
Kuala Lumpur	2670	RM131,450.00	2310	RM108,850.00	2170	RM106,750.00	7150	RM347,050.00	17.04%	RM400,000.00	86.76%	4
Seremban	2540	RM136,800.00	2490	RM129,700.00	1880	RM98,580.00	6910	RM365,080.00	17.92%	RM400,000.00	91.27%	3
Sarawak	3840	RM184,050.00	4880	RM223,550.00	3480	RM174,450.00	12200	RM582,050.00	28.57%	RM400,000.00	145.51%	1
Johor	3430	RM185,250.00	2880	RM131,650.00	2930	RM139,050.00	9240	RM455,950.00	22.38%	RM400,000.00	113.99%	2
Penang	2260	RM105,750.00	1610	RM75,350.00	2260	RM105,750.00	6130	RM286,850.00	14.08%	RM400,000.00	71.71%	5
Total	14740	RM743,300.00	14170	RM669,100.00	12720	RM624,580.00	41630	RM2,036,980.00	100.00%	RM2,000,000.00	101.85%	



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Mid Year Sales Data Analysis

Analysis by Month

Month	Sales Amount (RM)	No. of Sales	Sales per Customer (RM)
Jan	478,069.00	583	820.02
Feb	324,102.00	420	771.67
Mar	240,460.00	300	801.53
Apr	356,688.00	480	743.10
May	380,342.00	510	745.77
Jun	418,650.00	476	879.52

Analysis by Sales Team

Sales Team	Sales Amount (RM)	No. of Sales	Sales Ranking
Team 1	568,976.00	856	2
Team 2	865,513.00	1560	1
Team 3	200,033.00	400	4
Team 4	458,632.00	762	3
Team 5	185,643.00	1000	5

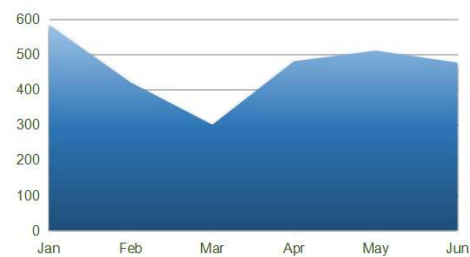
Analysis by Sales Staff

Best Sales Staff	Sales Amount (RM)	No. of Sales	Sales Ranking
David	120,300.00	130	1
Michael	85,642.00	98	2
Jordan	77,456.00	80	3
William	56,896.00	65	4
Derrick	45,893.00	42	5

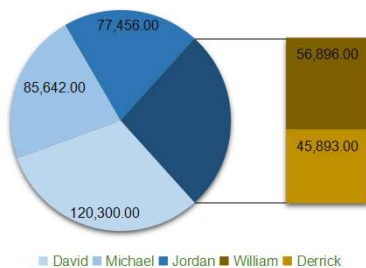
Sales Amount (RM)



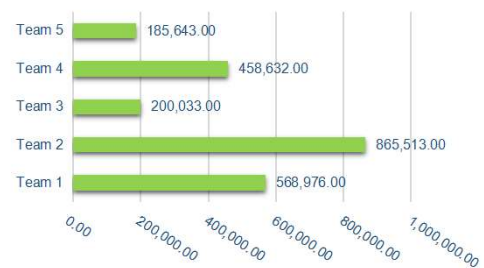
No. of Sales



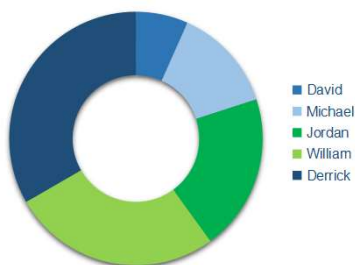
Sales Amount (RM)



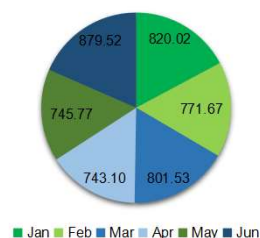
Sales Amount (RM)



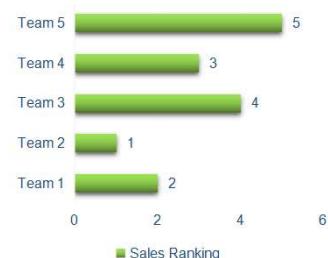
Sales Ranking



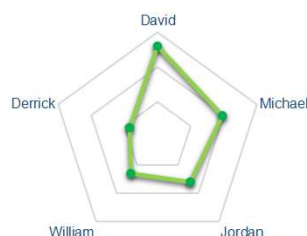
Sales per Customer (RM)



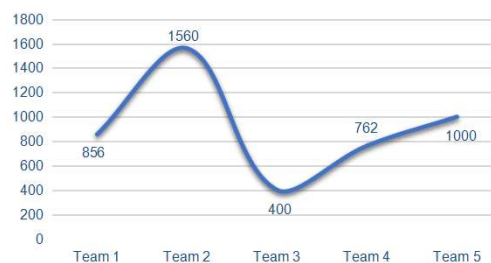
Sales Ranking



No. of Sales



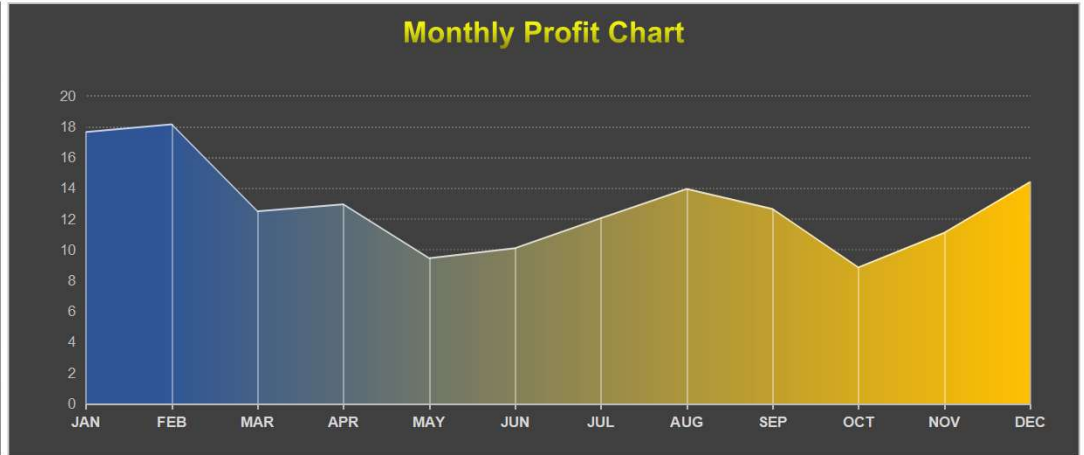
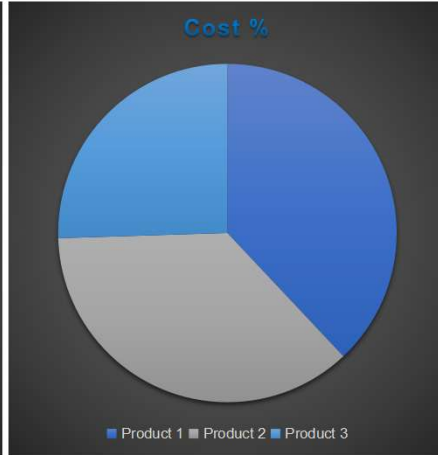
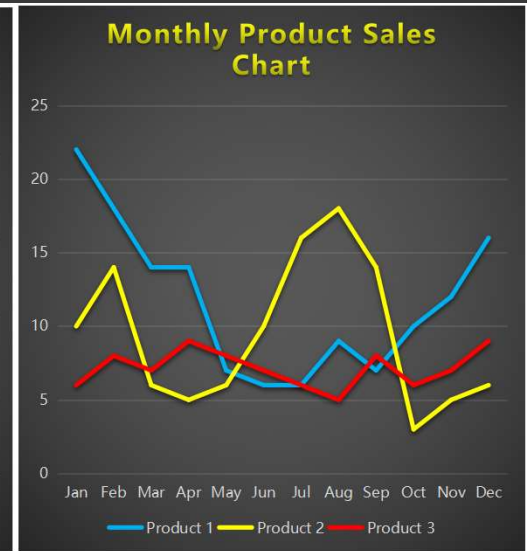
No. of Sales



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Sales Product Cost Vs Profit Analysis

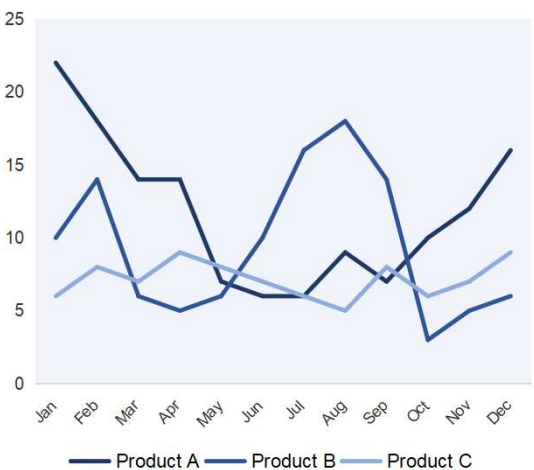
Month	Sales			Cost			Profit
	Product 1	Product 2	Product 3	Product 1	Product 2	Product 3	
Jan	22	10	6	11	6	3.3	17.7
Feb	18	14	8	9	8.4	4.4	18.2
Mar	14	6	7	7	3.6	3.85	12.55
Apr	14	5	9	7	3	5	13
May	7	6	8	3.5	3.6	4.4	9.5
Jun	6	10	7	3	6	3.85	10.15
Jul	6	16	6	3	9.6	3.3	12.1
Aug	9	18	5	4.5	10.8	2.7	14
Sep	7	14	8	3.5	8.4	4.4	12.7
Oct	10	3	6	5	1.8	3.3	8.9
Nov	12	5	7	6	3	3.85	11.15
Dec	16	6	9	8	3.6	4.95	14.45
Total	141	113	86	70.5	67.8	47.3	154.4
Margin	-	-	-	50%	60%	55%	-



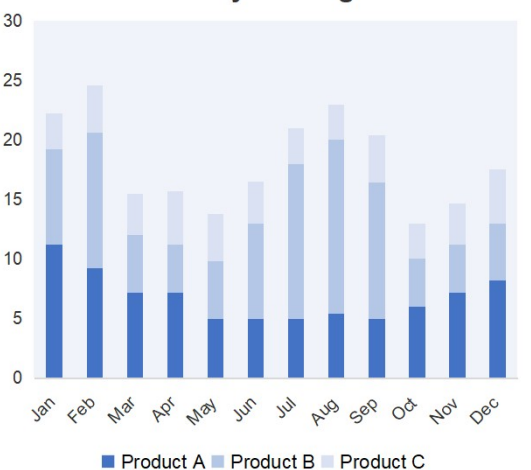
Sample Sdn. Bhd.

Sales Analysis ('000)							
Month	Sales			Cost			Profit
	Product A	Product B	Product C	Product A	Product B	Product C	
Jan	22	10	6	11.2	8	3	15.3
Feb	18	14	8	9.2	11.4	4	18.1
Mar	14	6	7	7.2	4.8	3.5	10.3
Apr	14	5	9	7.2	4	4.5	11.3
May	7	6	8	5	4.8	4	5.5
Jun	6	10	7	5	8	3.5	6.5
Jul	6	16	6	5	13	3	4.7
Aug	9	18	5	5.4	14.6	3	7.9
Sep	7	14	8	5	11.4	4	7.3
Oct	10	3	6	6	4	3	3.5
Nov	12	5	7	7.2	4	3.5	7.3
Dec	16	6	9	8.2	4.8	4.5	13.3
Total	141	113	86	81.6	92.8	43.5	111

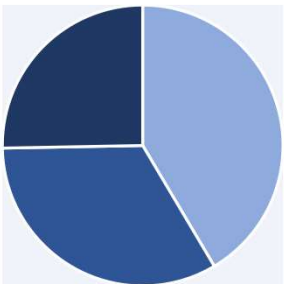
Monthly Product Sales Chart



Monthly Costing Chart

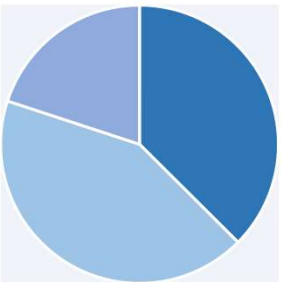


Sales %



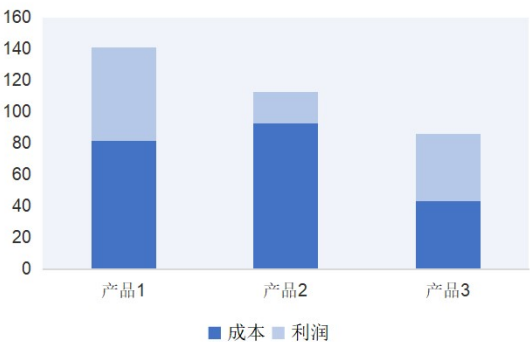
■ Product A ■ Product B ■ Product C

Cost %



■ Product A ■ Product B ■ Product C

Cost VS Product Chart



■ 成本 ■ 利润

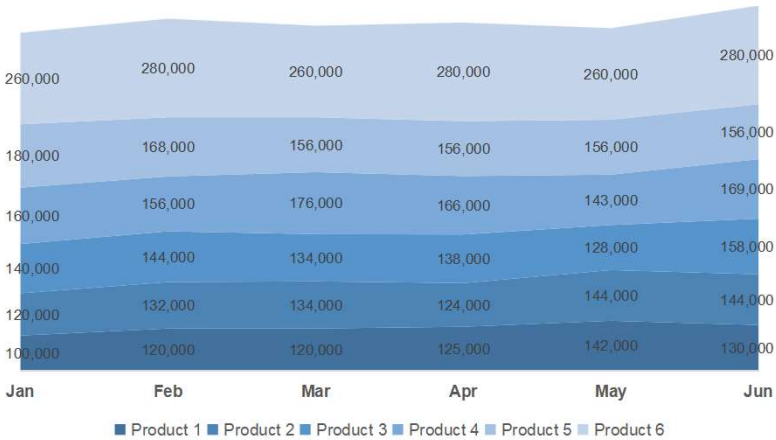
Monthly Profit Chart



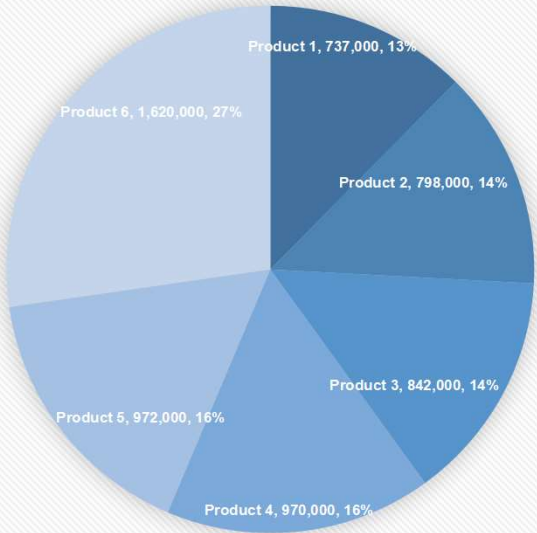
Mid Year Product Sales Report

Product	Jan	Feb	Mar	Apr	May	Jun	Total
Product 1	100,000	120,000	120,000	125,000	142,000	130,000	737,000
Product 2	120,000	132,000	134,000	124,000	144,000	144,000	798,000
Product 3	140,000	144,000	134,000	138,000	128,000	158,000	842,000
Product 4	160,000	156,000	176,000	166,000	143,000	169,000	970,000
Product 5	180,000	168,000	156,000	156,000	156,000	156,000	972,000
Product 6	260,000	280,000	260,000	280,000	260,000	280,000	1,620,000
Total	960,000	1,000,000	980,000	989,000	973,000	1,037,000	5,939,000
%	16.16%	16.84%	16.50%	16.65%	16.38%	17.46%	100.00%

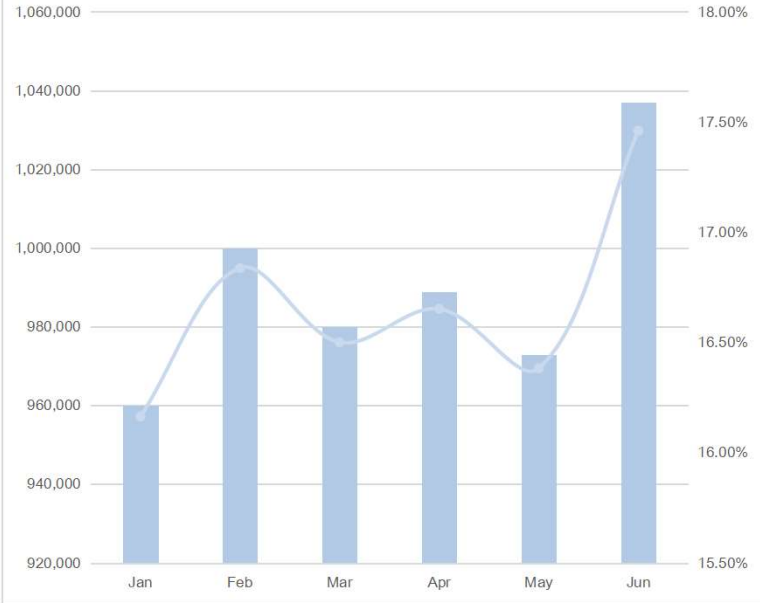
Monthly Culmulative Sales Chart



Monthly Culmulative Sales Chart



Monthly Culmulative Sales %



Sample Sdn. Bhd.

Sales Statistic

Sales Amount

RM9,146.00

Sales Quantity

5019

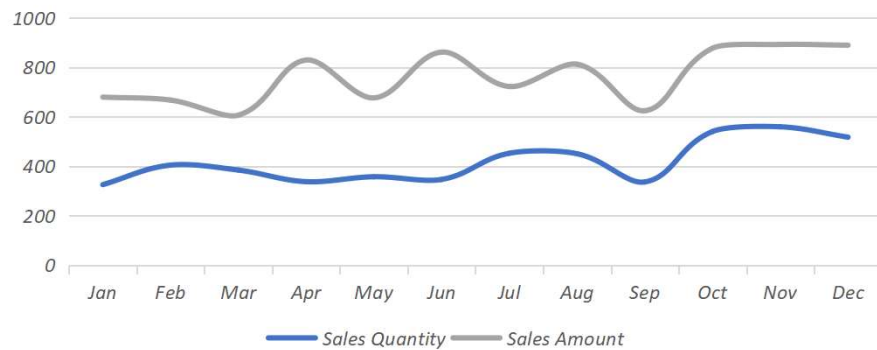
No. of Product

241

No. Area

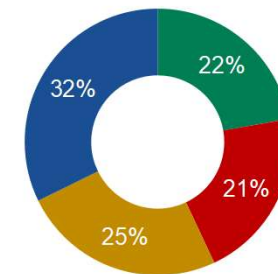
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Monthly Sales

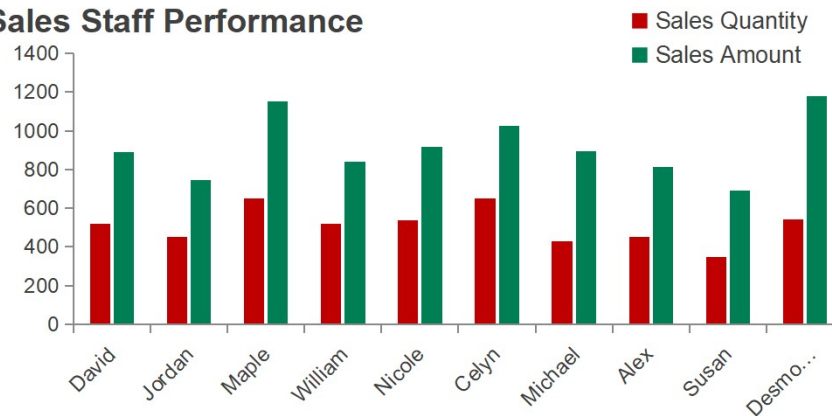


Sales Quantity

Jan-Mar Apr-Jun
Jul-Sep Oct-Dec

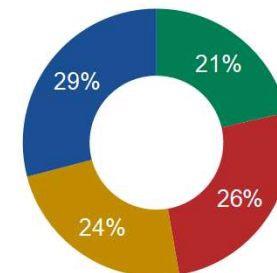


Sales Staff Performance



Sales Amount

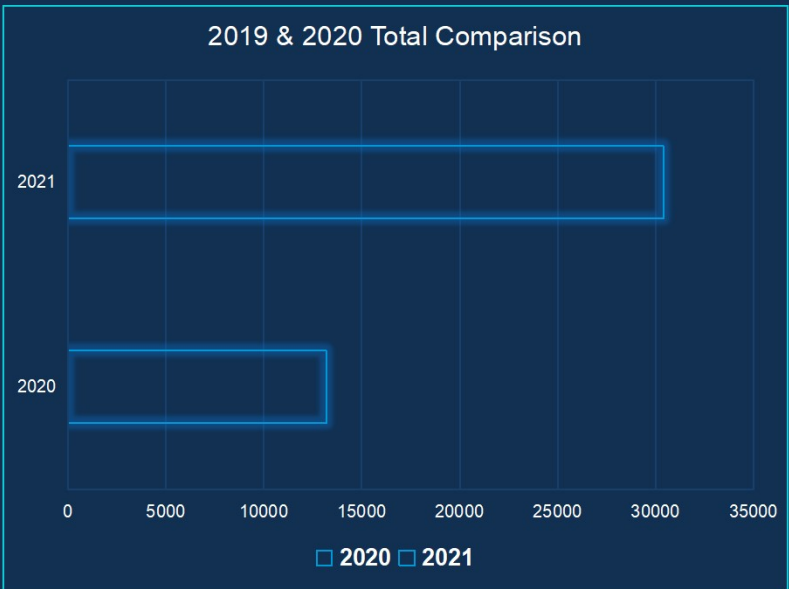
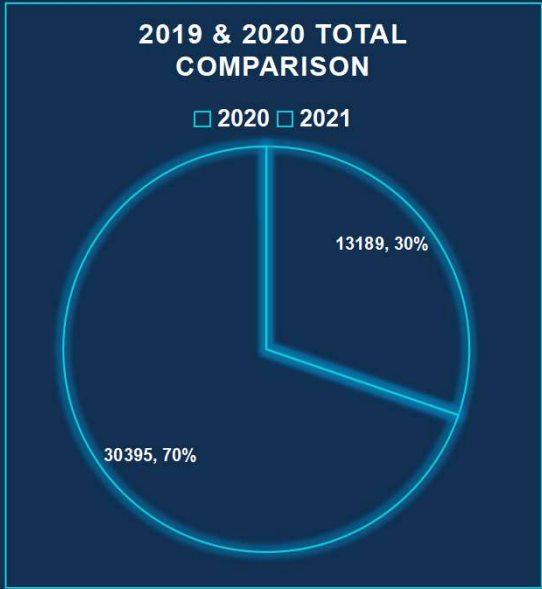
Jan-Mar Apr-Jun Jul-Sep Oct-Dec



Sample Sdn. Bhd.

Market Data Analysis

Year	Market A	Market B	Market C	Market D	Market E	Total		Market D		Market E	
							Month	2020	2021	2020	2021
2020	3371	2705	534	5756	823	13189	Jan	23	245	5	10
2021	7095	8597	936	12465	1302	30395	Feb	173	1096	58	124
							Mar	199	1009	33	37
							Apr	488	1037	137	108
							May	644	1284	189	220
							Jun	278	1143	65	56
							Jul	817	1431	27	56
							Aug	1939	1012	27	158
							Sep	291	1204	72	85
							Oct	208	1001	87	86
							Nov	328	1309	73	236
							Dec	368	694	50	126

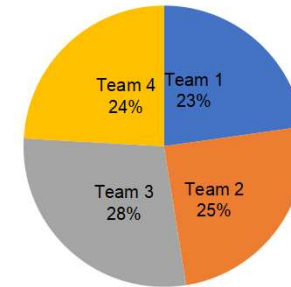


Sample Sdn. Bhd.

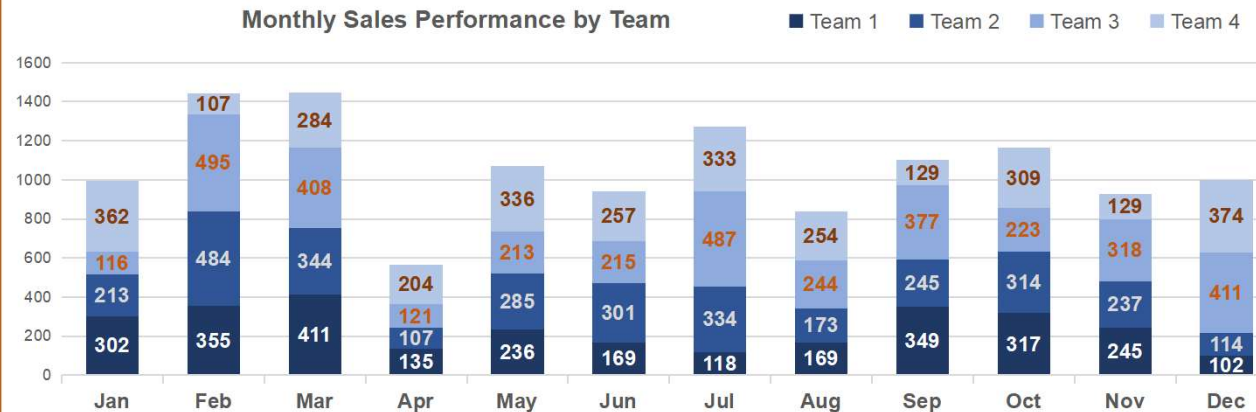
Sales Report

Team	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Team 1	302	355	411	135	236	169	118	169	349	317	245	102	2908
Team 2	213	484	344	107	285	301	334	173	245	314	237	114	3151
Team 3	116	495	408	121	213	215	487	244	377	223	318	411	3628
Team 4	362	107	284	204	336	257	333	254	129	309	129	374	3078
Total	993	1441	1447	567	1070	942	1272	840	1100	1163	929	1001	12765

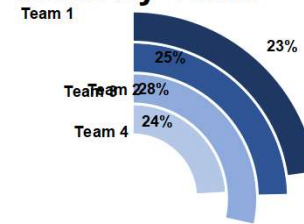
Sales by Team



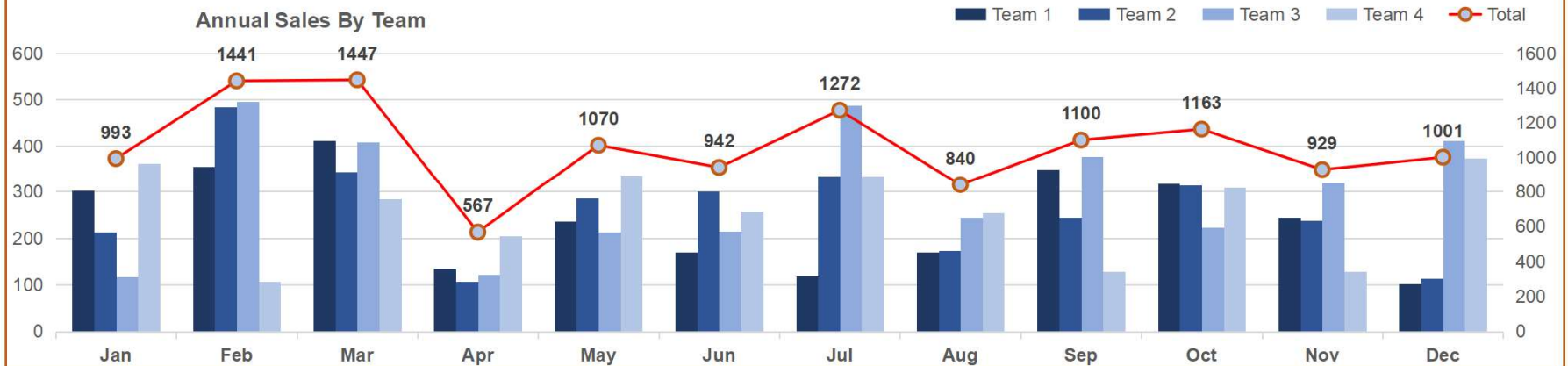
Monthly Sales Performance by Team



Sales by Team



Annual Sales By Team



Sample Sdn. Bhd.

Weekly Sales Report

Date	Sold Unit	Price/Unit	Sales Amount
15-02-2021	89	120	10,680
16-02-2021	23	120	2,760
17-02-2021	45	120	5,400
18-02-2021	77	130	10,010
19-02-2021	80	130	10,400
20-02-2021	46	120	5,520
21-02-2021	65	120	7,800

Weekly Sold: **425**

Weekly Sales: **52,570.00**

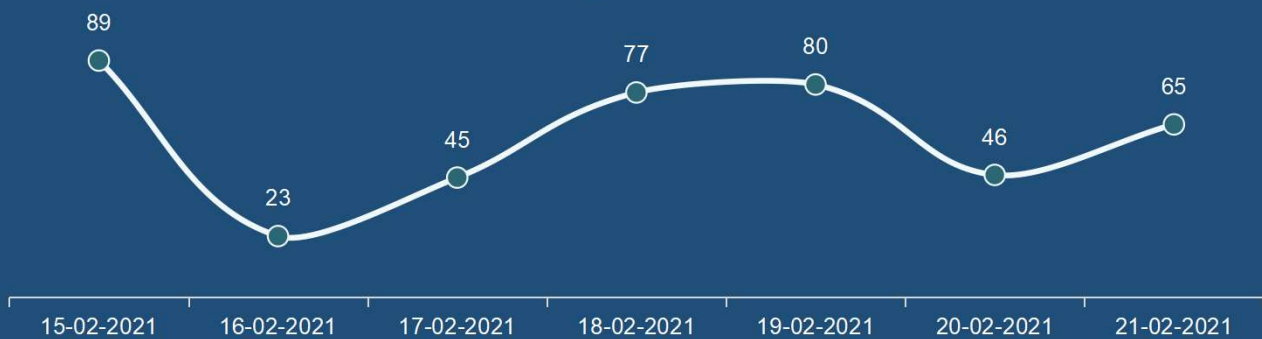
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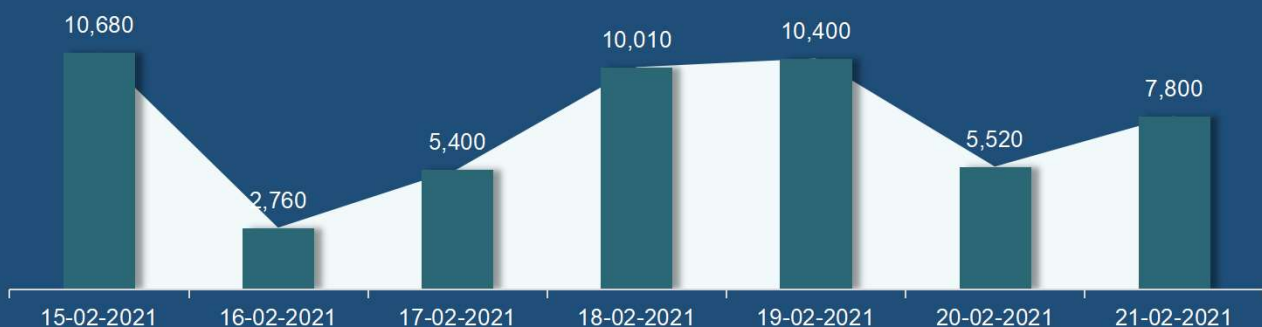
RM52,570

Increase of RM4,909
compared with last week

Weekly Sold Unit



Weekly Sales Amount (RM)



Sample Sdn. Bhd.

Sales Product Analysis

Product	2019	2020	2021	Average	Total
A	157	133	168	153	458
B	167	165	152	161	484
C	171	121	149	147	441
D	120	121	195	145	436
E	117	101	188	135	406
F	185	114	189	163	488
G	113	189	113	138	415
H	133	101	103	112	337

F

Best Selling
Product

H

Worst Selling
Product

1257

163

Highest in
Average

488

Highest in Total

2021 Total
Sales

Product Sales Analysis 2019-2021



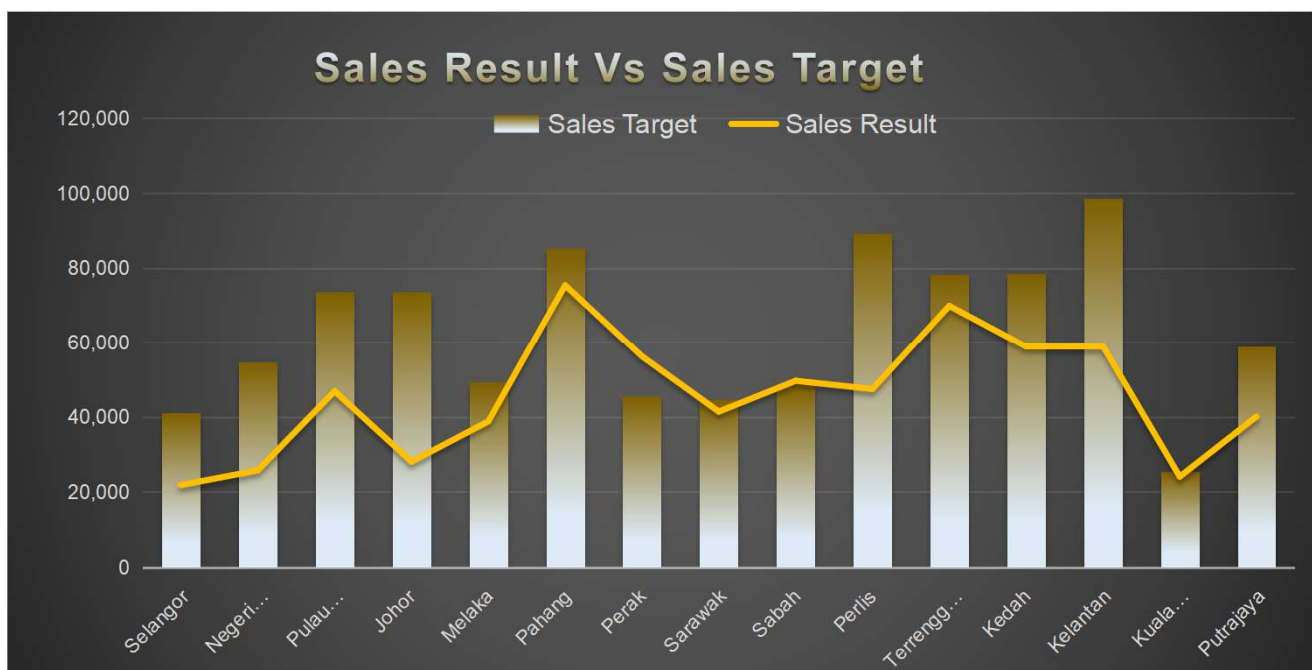
Product Average Sales Analysis 2019-2021



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Sales Report by States

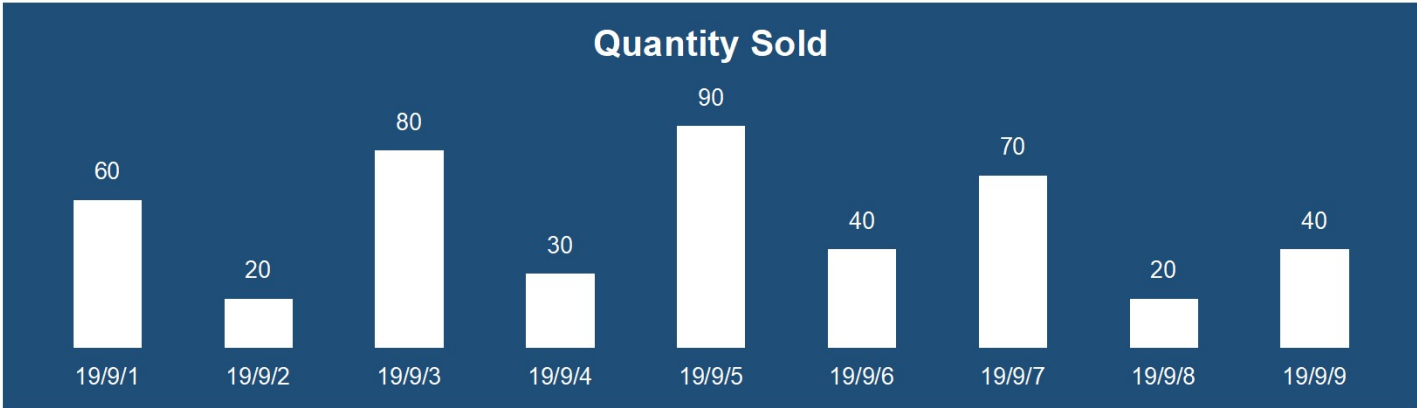
Area	Sales Target	Sales Result
Selangor	41,070	21,850
Negeri Sembilan	54,708	25,774
Pulau Penang	73,597	46,894
Johor	73,598	28,072
Melaka	49,221	38,819
Pahang	85,215	75,368
Perak	45,574	56,215
Sarawak	44,555	41,427
Sabah	48,521	49,651
Perlis	89,251	47,459
Terrengganu	78,211	69,851
Kedah	78,522	58,858
Kelantan	98,552	58,954
Kuala Lumpur	25,556	24,103
Putrajaya	58,896	40,125
Total	98,552	683,420



Sample Sdn Bhd

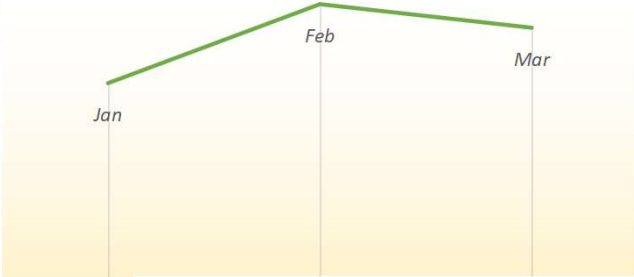
Product Sales Report

Date	Product	Quantity Sold	Price per Unit	Amount
01/09/2019	Product01	60	25	1500
02/09/2019	Product02	20	35	700
03/09/2019	Product03	80	19	1520
04/09/2019	Product04	30	30	900
05/09/2019	Product05	90	28	2520
06/09/2019	Product06	40	23	920
07/09/2019	Product07	70	27	1890
08/09/2019	Product08	20	19	380
09/09/2019	Product09	40	26	1040



Sample Sdn. Bhd.

Sales Staff Quaterly Performance Analysis

No.	Name	Jan	Feb	Mar	Total	Sales %	Sales Amount by Month	
2	David	123	123	293	539	7%		
3	William	321	321	263	905	12%		
4	Jordan	123	412	666	1201	17%		
5	Desmond	32	987	333	1352	19%		
6	Chloe	456	372	123	951	13%		
7	Wendy	321	284	726	1331	18%		
8	Christine	593	271	127	991	14%		
Total		1969	2770	2531	7270			

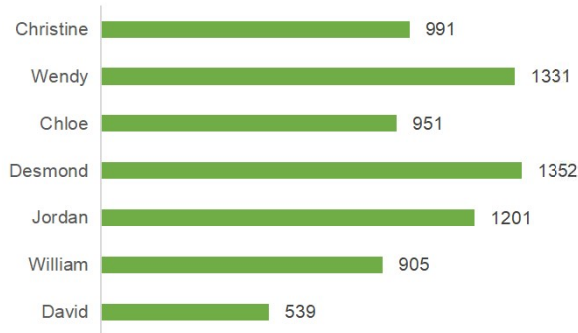
RM7,270.00

Total Sales

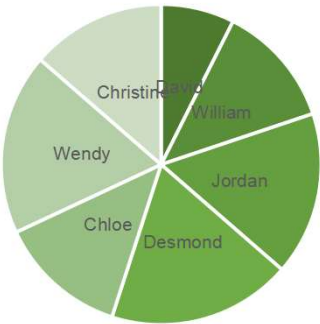
RM1,352.00

Highest Sales

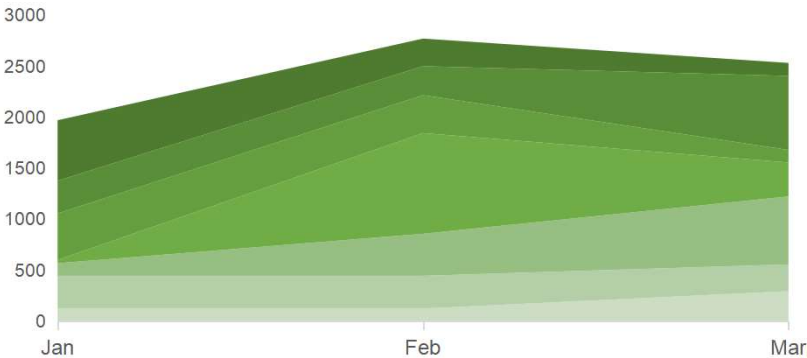
Staff Ranking



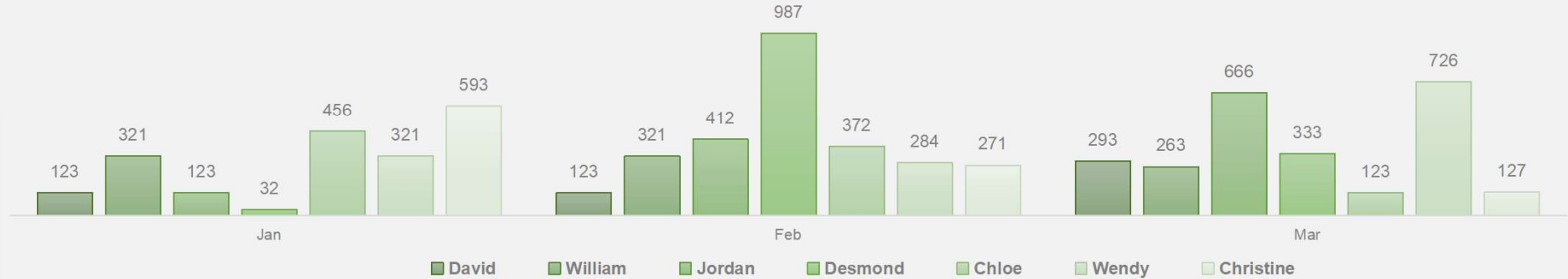
Sales %



Quarter Sales Report



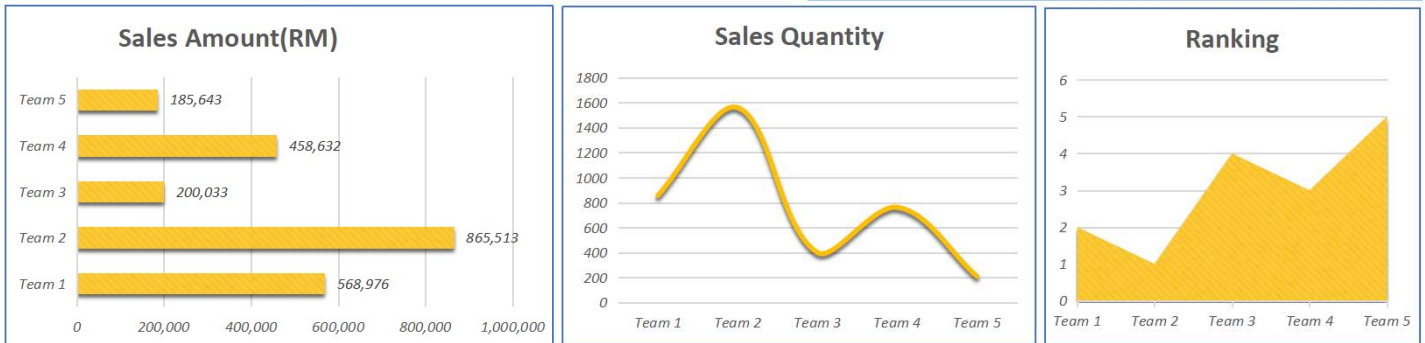
Monthly Employee Performance



Sample Sdn. Bhd.

Mid Year Sales Analysis Report

Analysis By Month			
Month	Sales(RM)	Sales Quantity	Average Price per Sales
Jan	478,069	583	820.02
Feb	324,102	420	771.67
Mar	240,460	300	801.53
Apr	356,688	480	743.10
May	380,342	510	745.77
Jun	418,650	476	879.52
Analysis By Team			
Team	Sales Amount(RM)	Sales Quantity	Ranking
Team 1	568,976	856	2
Team 2	865,513	1560	1
Team 3	200,033	400	4
Team 4	458,632	762	3
Team 5	185,643	210	5
Analysis By Sales Person			
Sales Person	Sales Amount(RM)	Sales Quantity	Ranking
David	120,300	130	1
William	85,642	98	2
Jordan	77,456	80	3
Michael	56,896	65	4
Desmond	45,893	42	5

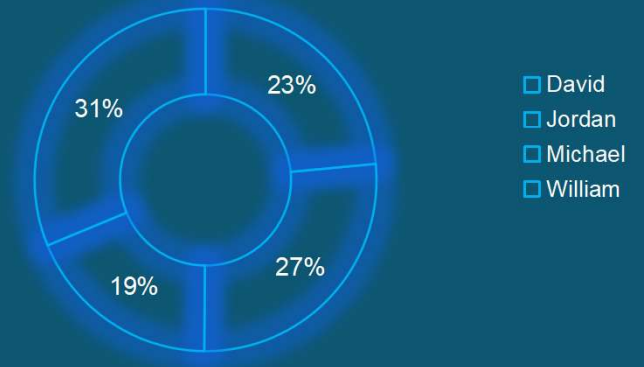


Sample Sdn. Bhd.

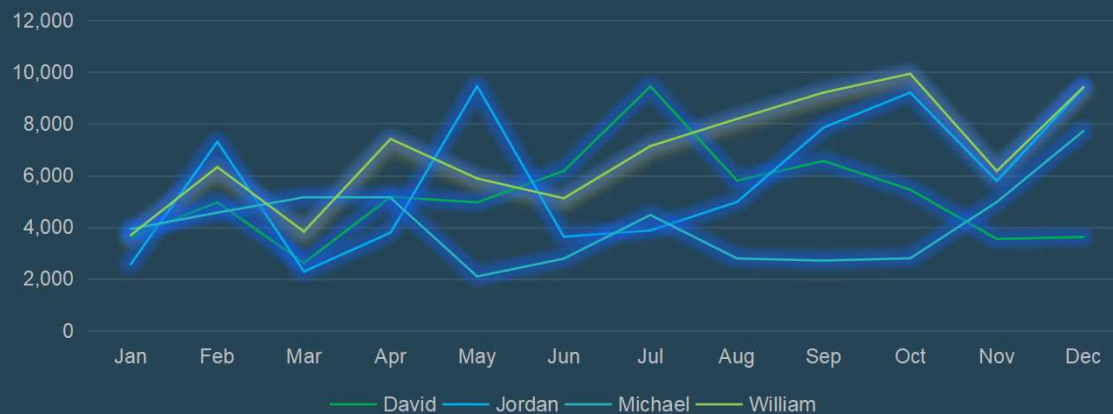
Sales Result Analysis

Sales Person	David	Jordan	Michael	William
Jan	3,625	2,563	3,925	3,689
Feb	4,958	7,299	4,558	6,320
Mar	2,610	2,280	5,152	3,824
Apr	5,165	3,785	5,133	7,408
May	4,956	9,454	2,088	5,880
Jun	6,169	3,627	2,779	5,113
Jul	9,443	3,870	4,468	7,132
Aug	5,800	4,971	2,785	8,185
Sep	6,559	7,851	2,703	9,206
Oct	5,447	9,204	2,792	9,932
Nov	3,539	5,783	4,968	6,166
Dec	3,616	9,385	7,718	9,417
Total	61,887	70,072	49,069	82,272
Target	60,000	60,000	60,000	60,000
Completion %	103.15%	116.79%	81.78%	137.12%

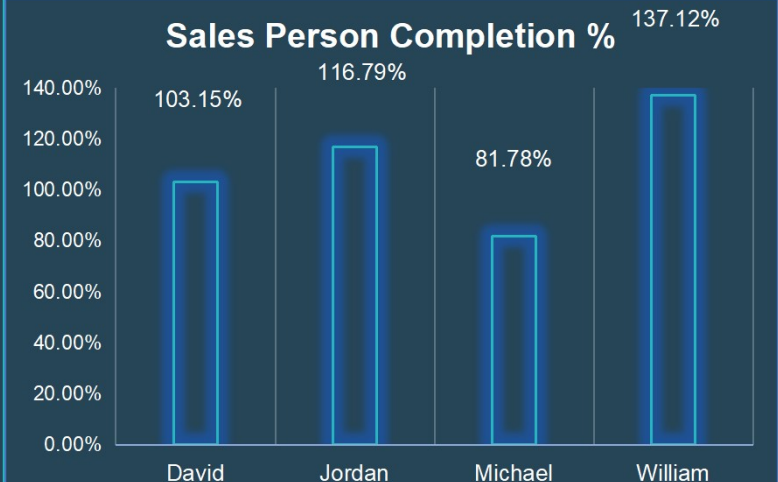
Sales Person Sales %



Monthly Sales Result



Sales Person Completion %





Area Vs Product Sales Statistic

Note: This form is suitable for market research management. This tool mainly used to calculate the sales by area and sales of different products in a specific time period. The data in the table are automatically generated.

Person In Charge :

Department :

Position :

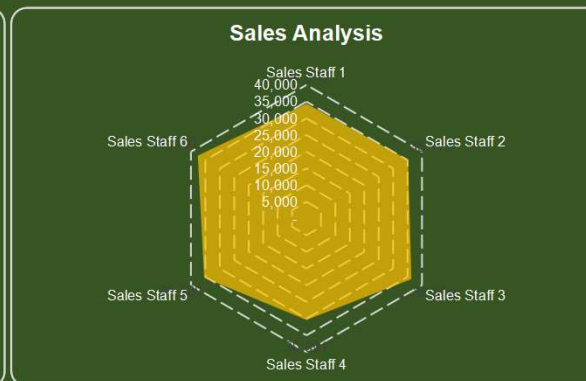
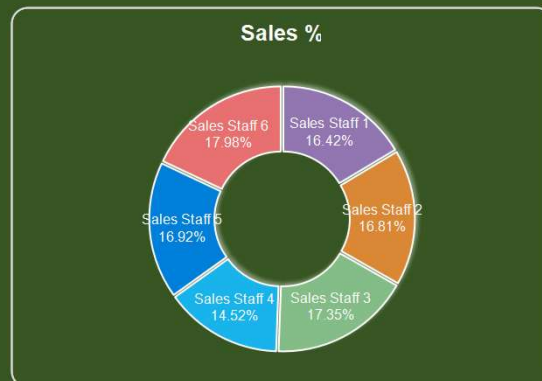
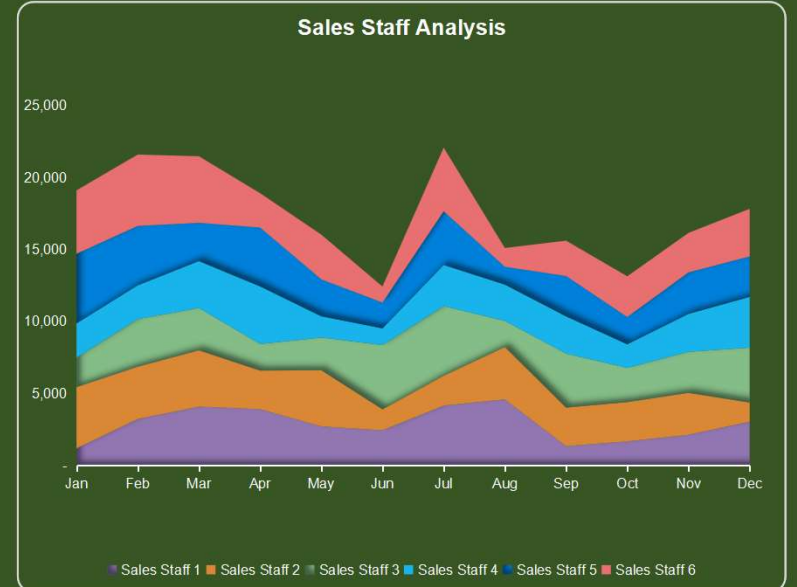
Date:

Sales Area	Area 1		Area 2		Area 3		Area 4		Area 5		Total	
Product Name	Sold Quantity	Sales Amount	Sold Quantity	Sales Amount	Sold Quantity	Sales Amount	Sold Quantity	Sales Amount	Sold Quantity	Sales Amount	Sold Quantity	Sales Amount
Product 1	289	RM1,565.00	290	RM2,600.00	380	RM3,600.00	290	RM2,600.00	290	RM2,600.00	1539	RM12,965.00
Product 2	126	RM1,800.00	291	RM1,900.00	291	RM1,900.00	276	RM1,600.00	291	RM1,900.00	1275	RM9,100.00
Product 3	510	RM3,890.00	292	RM2,010.00	492	RM5,010.00	292	RM2,010.00	392	RM3,810.00	1978	RM16,730.00
Product 4											0	RM0.00
Product 5											0	RM0.00
Product 6											0	RM0.00
Product 7											0	RM0.00
Product 8											0	RM0.00
Product 9											0	RM0.00
Product 10	1	RM1.00	1	RM1.00	1	RM1.00	1	RM1.00	1	RM1.00	5	RM5.00
Product 11											0	RM0.00
Product 12											0	RM0.00
Total	926	RM7,256.00	874	RM6,511.00	1164	RM10,511.00	859	RM6,211.00	974	RM8,311.00	4797	RM38,800.00

Sample Sdn. Bhd.

Sales Analysis

Month	Sales Staff 1	Sales Staff 2	Sales Staff 3	Sales Staff 4	Sales Staff 5	Sales Staff 6	Total	Ranking
Jan	1,181	4,250	2,054	2,371	4,837	4,400	19,093	4
Feb	3,213	3,635	3,303	2,350	4,125	4,956	21,582	2
Mar	4,073	3,912	2,938	3,262	2,657	4,622	21,464	3
Apr	3,900	2,678	1,845	4,004	4,087	2,385	18,899	5
May	2,704	3,899	2,270	1,478	2,564	3,106	16,021	8
Jun	2,433	1,453	4,466	1,159	1,793	1,110	12,414	12
Jul	4,150	2,070	4,837	2,858	3,732	4,418	22,065	1
Aug	4,578	3,637	1,813	2,524	1,234	1,306	15,092	10
Sep	1,331	2,676	3,751	2,589	2,800	2,455	15,602	9
Oct	1,662	2,727	2,375	1,640	1,898	2,824	13,126	11
Nov	2,118	2,914	2,852	2,631	2,883	2,741	16,139	7
Dec	3,033	1,324	3,815	3,525	2,810	3,307	17,814	6
Total	34,376	35,175	36,319	30,391	35,420	37,630	209,311	



Sample Sdn. Bhd.

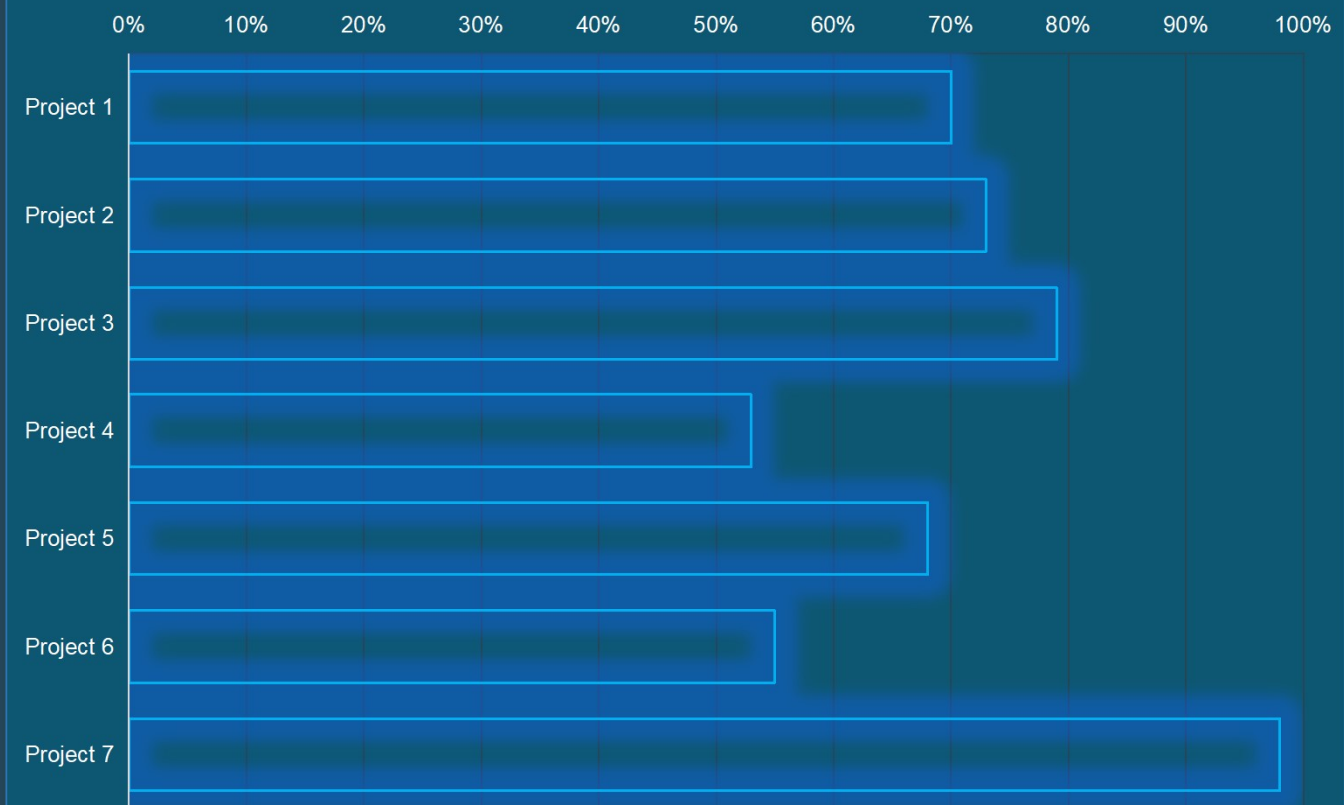
Consumer Market Survey Analysis

Date :

Department :

No	Project	Sample No.	Sample Description	Effective Quantity	Ratio of effective results
1	Project 1	100		70	70%
2	Project 2	100		73	73%
3	Project 3	100		79	79%
4	Project 4	100		53	53%
5	Project 5	100		68	68%
6	Project 6	100		55	55%
7	Project 7	100		98	98%

Market Survey Result



Market Survey Result:

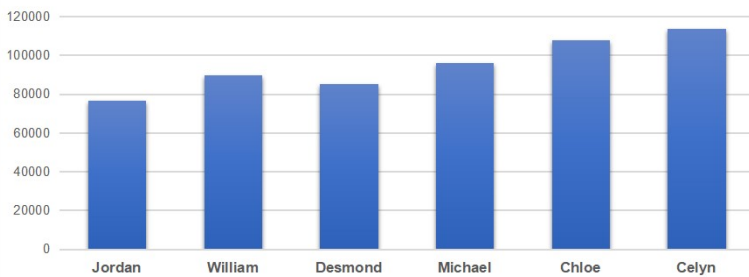
- 1.
- 2.
- 3.
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Sample Sdn. Bhd.

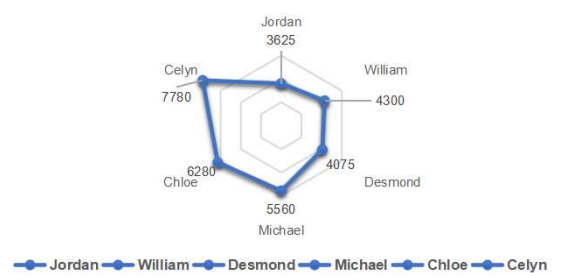
Sales Commission Calculation

Team:	Team 1			Unit	(RM)				Month		Feb-20
Name	Date	Payment Date	Customer Name	Sold Quantity	Price/Unit	Amount(RM)	Commission %	Commission Amount	Deducted Amount	Total Commisson	Remarks
Jordan	20/12/2020	20/02/2020	ABC Sdn Bhd	255	300	76500	5%	3825	200	3625	-
William	21/12/2020	21/02/2020	ABCD Sdn Bhd	300	300	90000	5%	4500	200	4300	-
Desmond	22/12/2020	22/02/2020	ABC Sdn Bhd	285	300	85500	5%	4275	200	4075	-
Michael	23/12/2020	23/02/2020	ABCD Sdn Bhd	320	300	96000	6%	5760	200	5560	-
Chloe	24/12/2020	24/02/2020	ABC Sdn Bhd	360	300	108000	6%	6480	200	6280	-
Celyn	25/12/2020	25/02/2020	ABCD Sdn Bhd	380	300	114000	7%	7980	200	7780	-
Total			Total	1900		570000		32820	1200	31620	

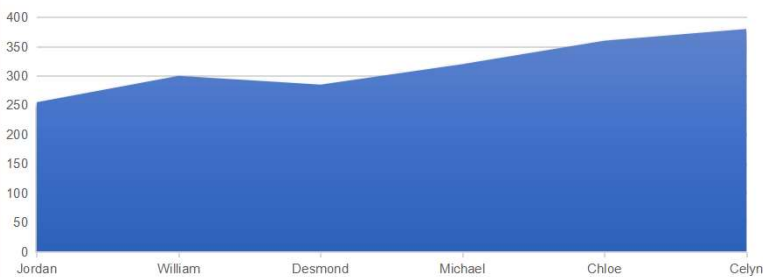
Sales Amount



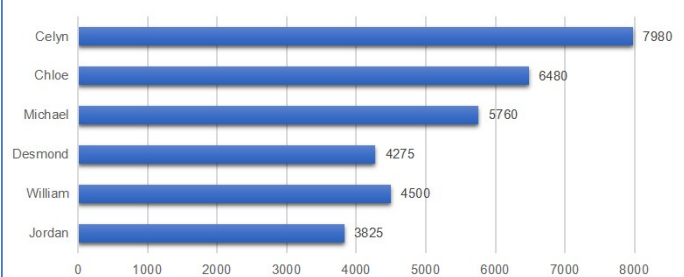
Commission Paid Out



Quantity Sold

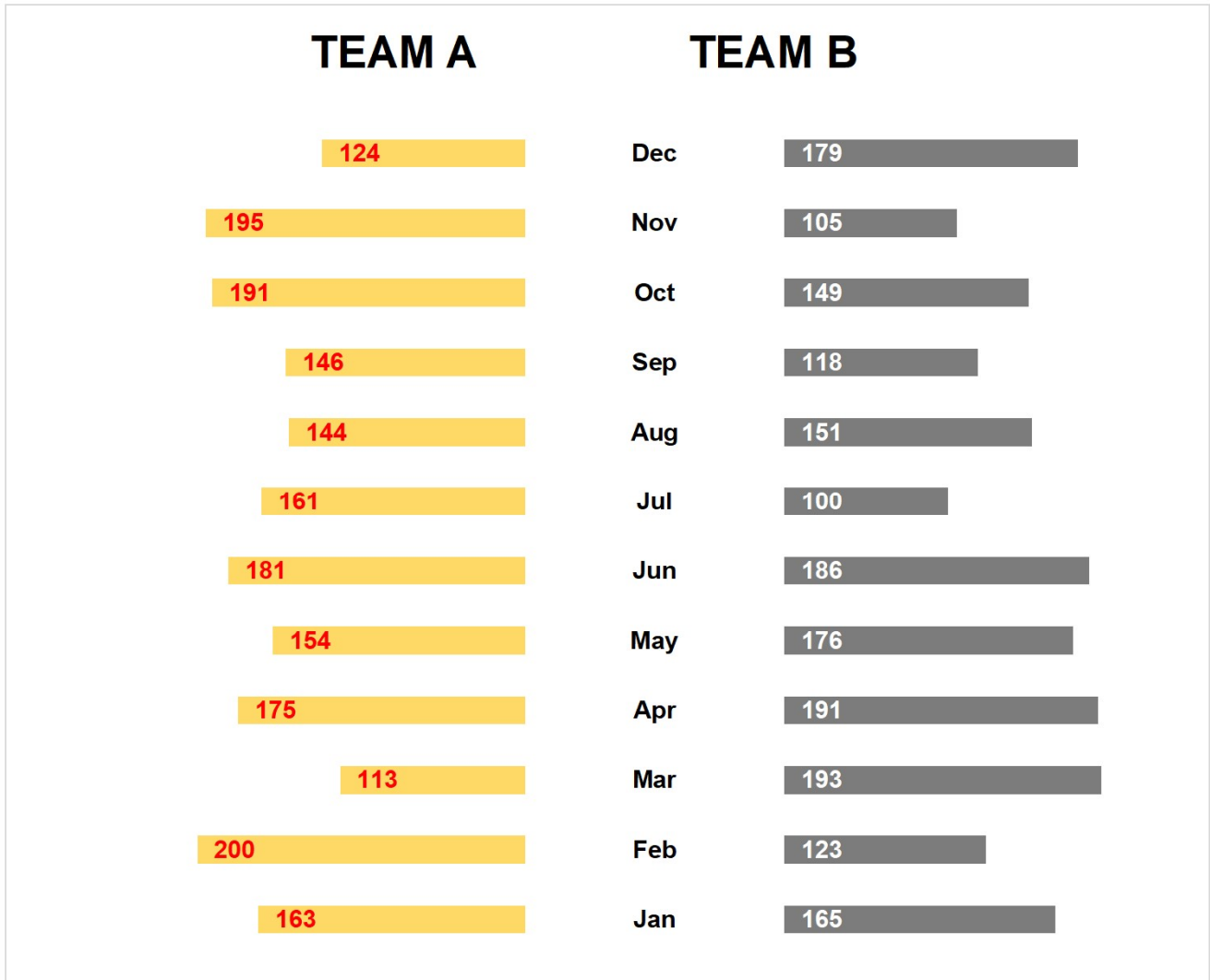


Commission Amount



Sample Sdn. Bhd.

Sales Team Monthly Sales Comparison		
Sales Team	Team A	Team B
Jan	163	165
Feb	200	123
Mar	113	193
Apr	175	191
May	154	176
Jun	181	186
Jul	161	100
Aug	144	151
Sep	146	118
Oct	191	149
Nov	195	105
Dec	124	179
Total	1947	1836

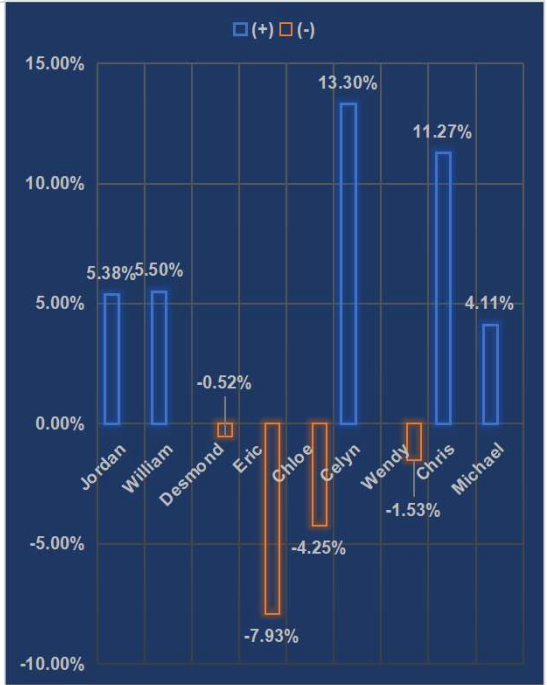
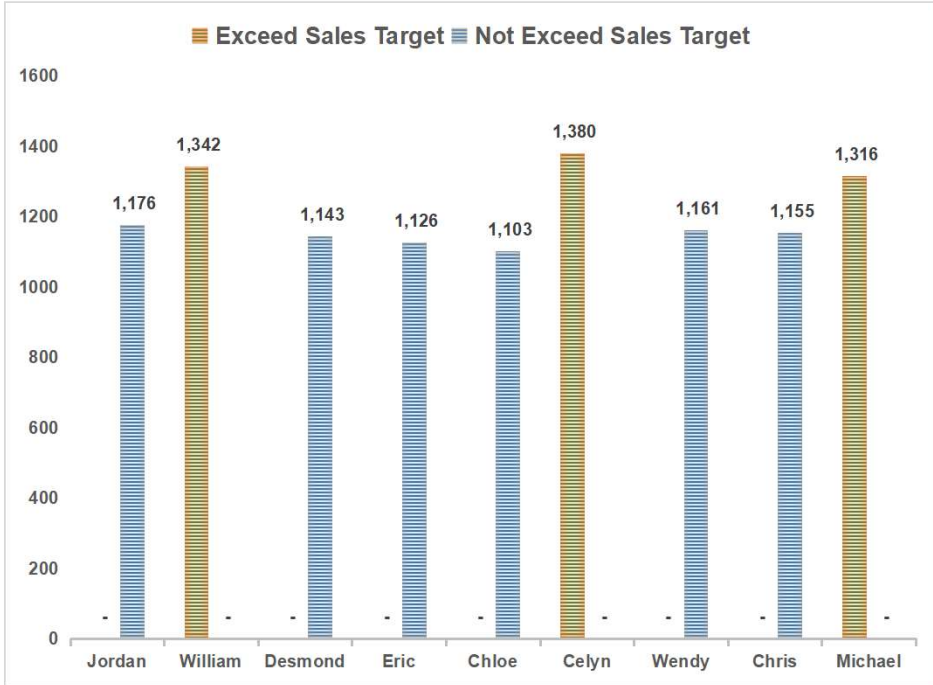
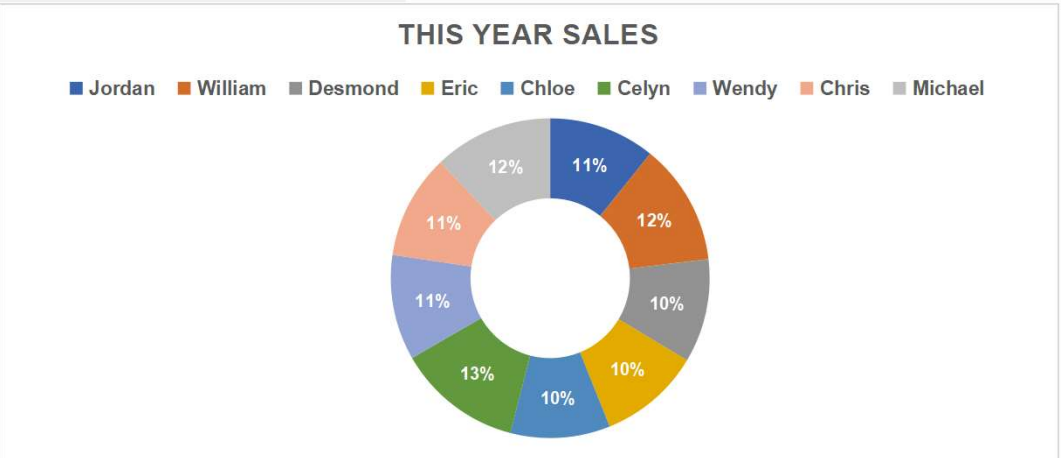


Sample Sdn. Bhd.

Sales Staff Yearly Performance Analysis

Name	Last Year Sales	This Year Sales	Sales Target	Growth Rate	(+)	(-)	Exceed Sales Target	Not Exceed Sales Target
Jordan	1116	1176	1200	5.38%	5.38%			1176
William	1272	1342	1200	5.50%	5.50%		1342	
Desmond	1149	1143	1200	-0.52%		-0.52%		1143
Eric	1223	1126	1200	-7.93%		-7.93%		1126
Chloe	1152	1103	1200	-4.25%		-4.25%		1103
Celyn	1218	1380	1200	13.30%	13.30%		1380	
Wendy	1179	1161	1200	-1.53%		-1.53%		1161
Chris	1038	1155	1200	11.27%	11.27%			1155
Michael	1264	1316	1200	4.11%	4.11%		1316	

Highest Sales	
Name	Sales Amount
Celyn	1380
Highest Growing Rate	
Name	Growth Rate
Celyn	13.30%

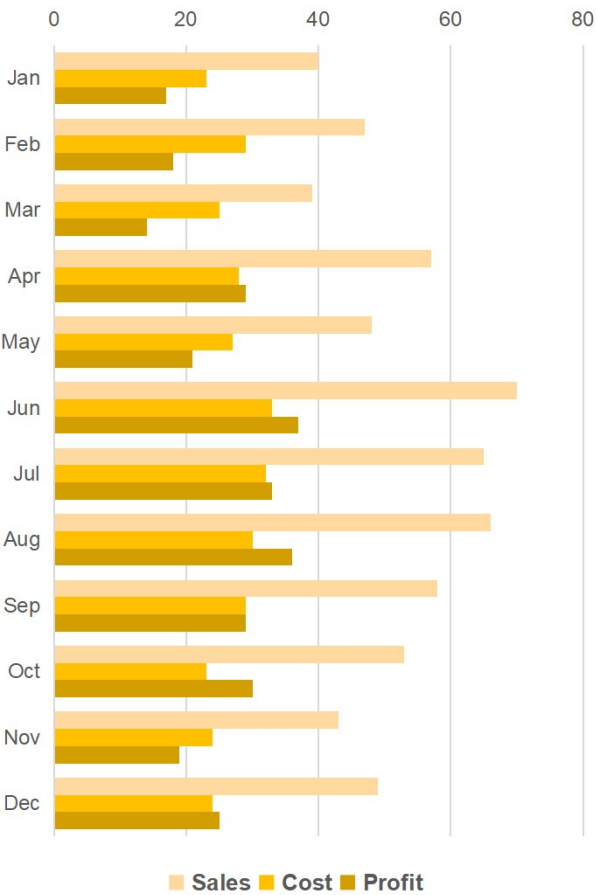


Sample Sdn. Bhd.

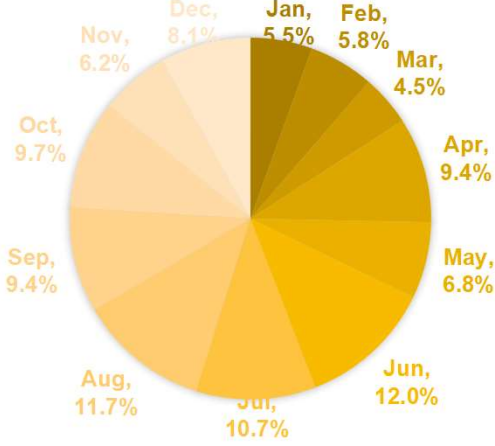
Yearly Sales Analysis

Month	Sales	Cost	Profit	Profit Margin
Jan	40	23	17	5.5%
Feb	47	29	18	5.8%
Mar	39	25	14	4.5%
Apr	57	28	29	9.4%
May	48	27	21	6.8%
Jun	70	33	37	12.0%
Jul	65	32	33	10.7%
Aug	66	30	36	11.7%
Sep	58	29	29	9.4%
Oct	53	23	30	9.7%
Nov	43	24	19	6.2%
Dec	49	24	25	8.1%
Total	635	327	308	100.0%

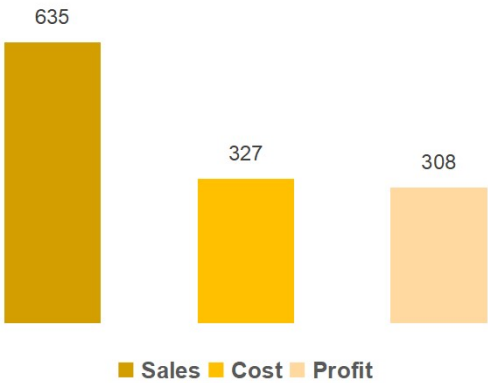
Monthly Sales, Cost & Profit



Monthly Profit Chart



Sales Vs Cost Vs Profit



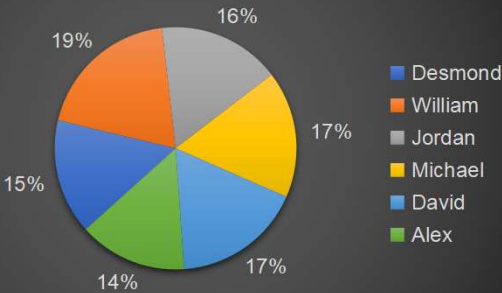
Sample Sdn. Bhd.

Quarterly Sales Analysis

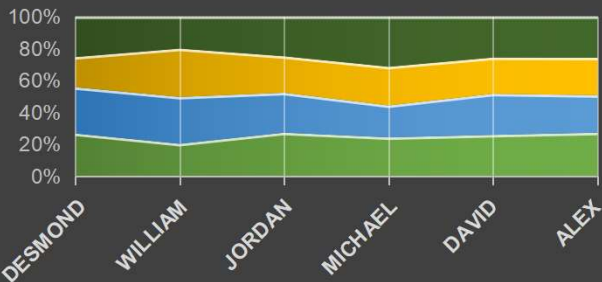
in '000

Name	Quarter 1	Quarter 2	Quarter 3	Quarter 4	Total	%
Desmond	230	250	163	220	863	15%
William	220	320	330	220	1090	19%
Jordan	250	230	210	230	920	16%
Michael	230	190	230	300	950	17%
David	250	250	220	250	970	17%
Alex	220	190	190	210	810	14%

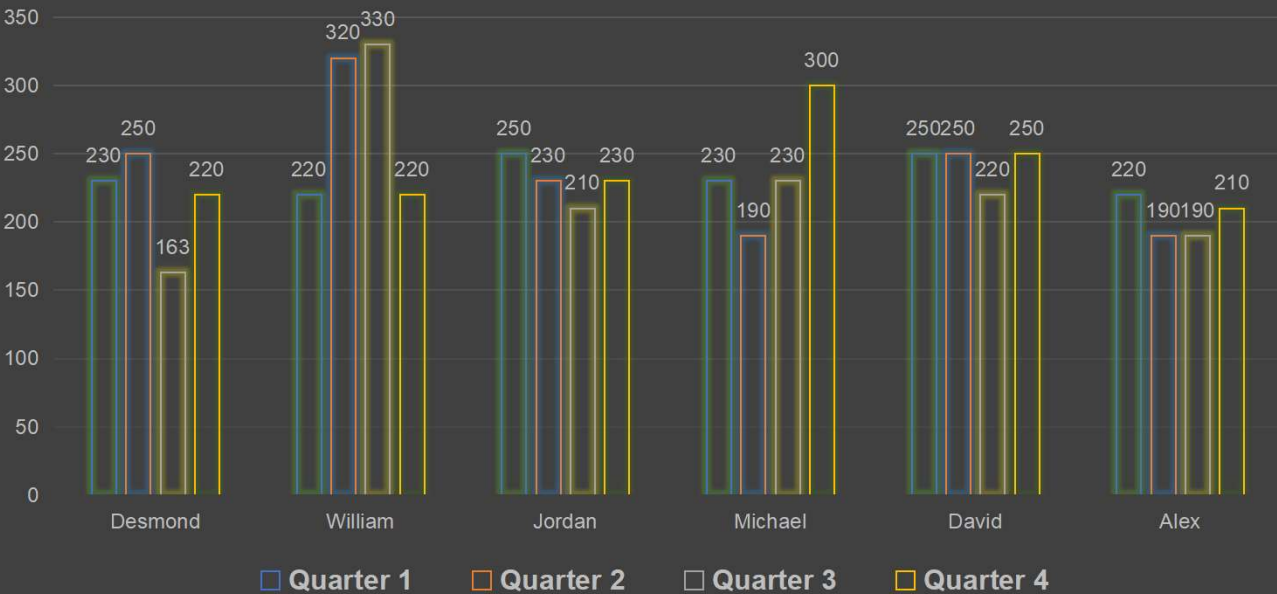
Personal Sales Chart




Quarter Sales Data



Sales Data by Quarter



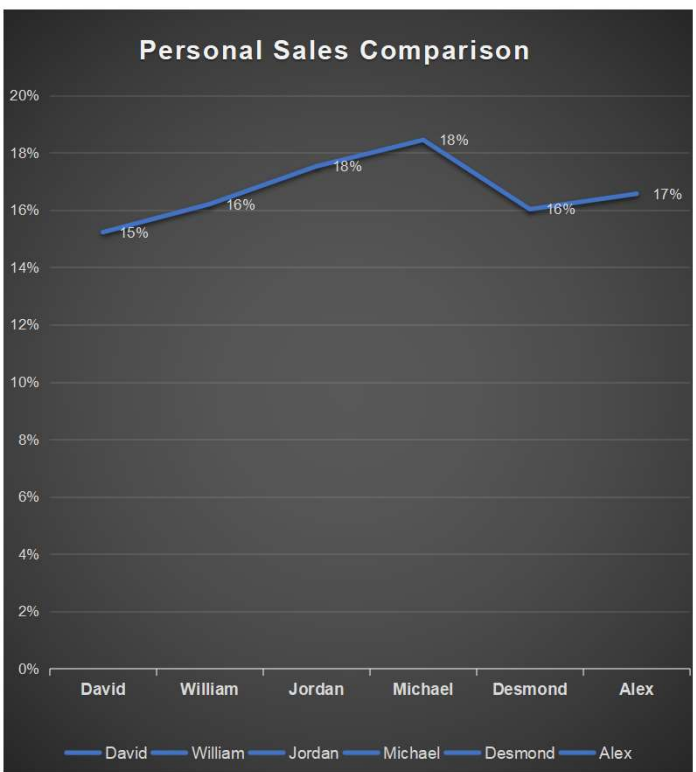
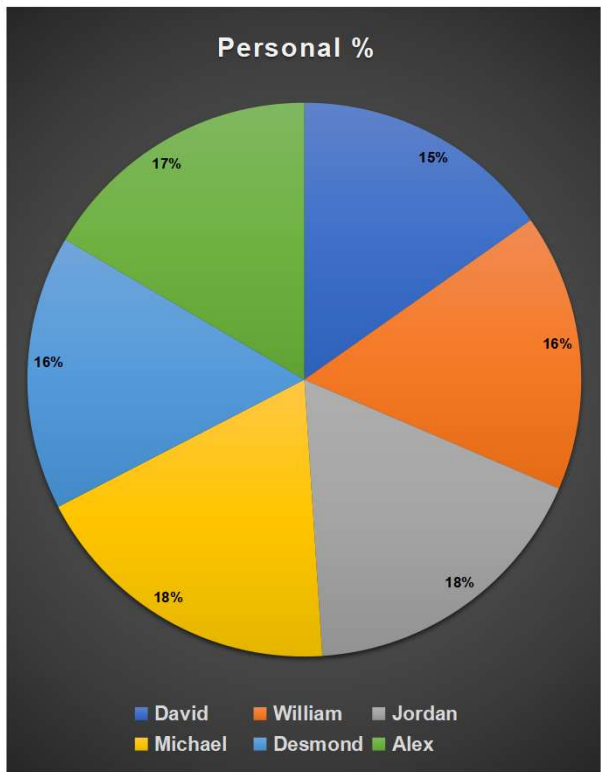
Sample Sdn. Bhd.

Sales Analysis by Quater 						
Name	Quater 1	Quater 2	Quater 3	Quater 4	Total	%
David	246	141	163	212	762	15%
William	135	219	251	206	811	16%
Jordan	122	204	290	261	877	18%
Michael	200	254	278	191	923	18%
Desmond	189	204	166	243	802	16%
Alex	238	235	239	117	829	17%

*in thousand

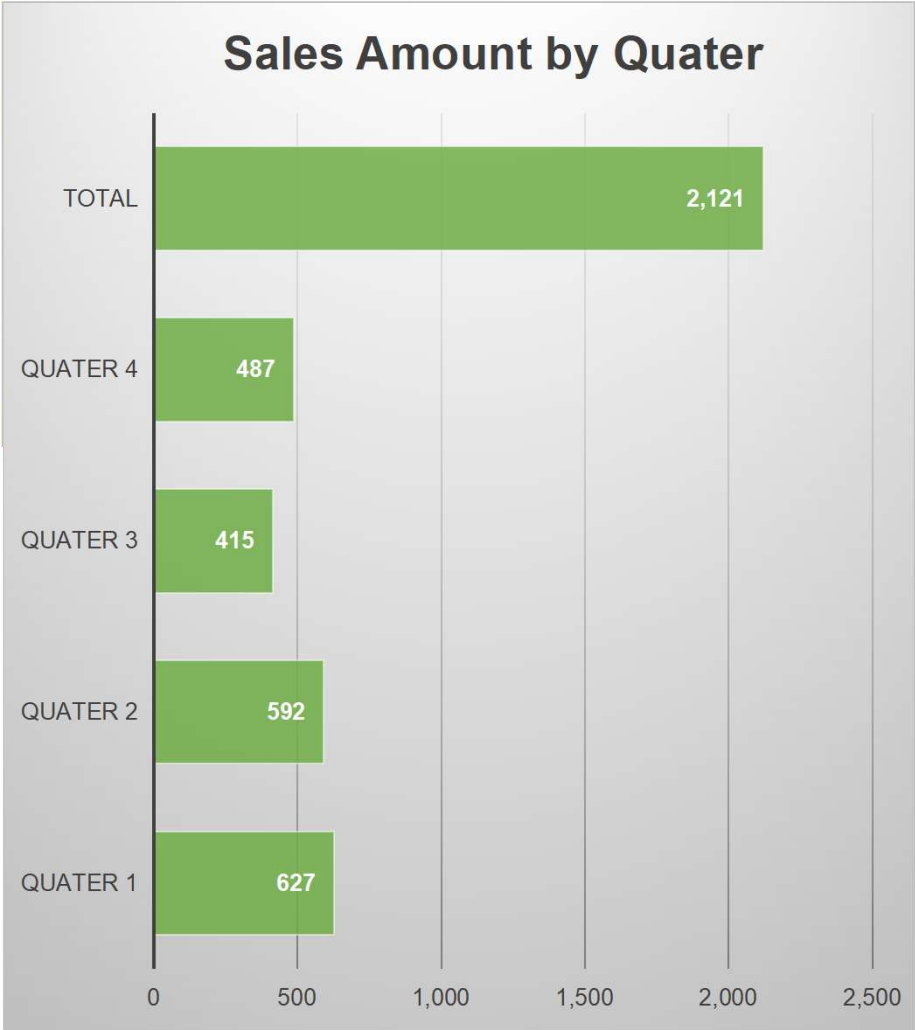


Total Sales: RM5004



Sample Sdn. Bhd.

Sales Data Analysis by Quater		
Quater	Quantity Sold	Sales Amount(RM)
Quater 1	627	660,679
Quater 2	592	516,700
Quater 3	415	676,303
Quater 4	487	433,743
Total	2,121	2,287,425

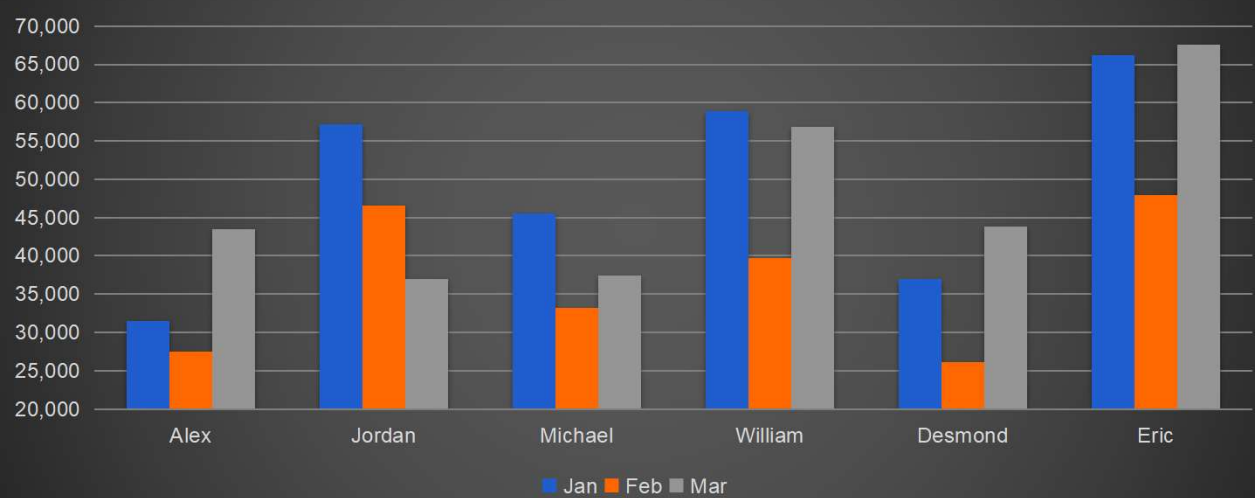


Sample Sdn. Bhd.

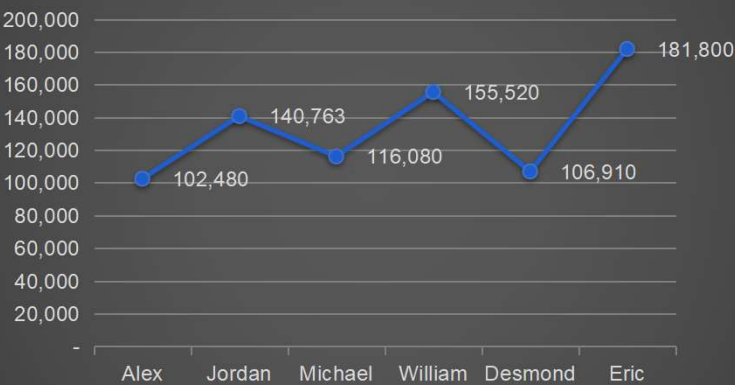
Sales Staff Monthly Sales Comparison - Quater 1

Staff No.	Staff Name	Jan	Feb	Mar	Total
2201	Alex	31,500	27,470	43,510	102,480
2202	Jordan	57,210	46,573	36,980	140,763
2203	Michael	45,510	33,150	37,420	116,080
2204	William	58,870	39,760	56,890	155,520
2205	Desmond	36,910	26,150	43,850	106,910
2206	Eric	66,240	47,950	67,610	181,800

Sales Staff Monthly Sales Chart



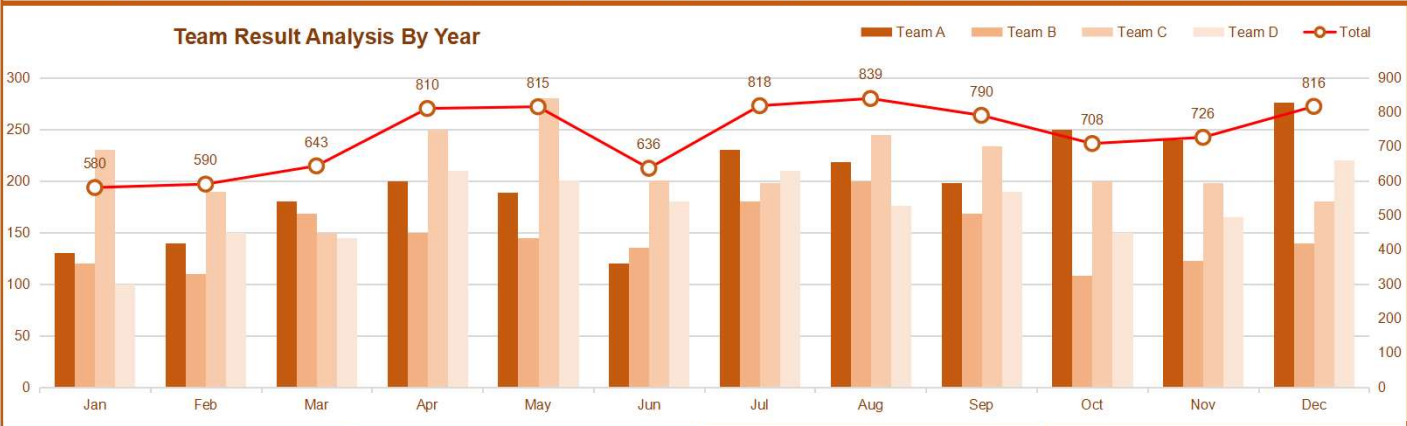
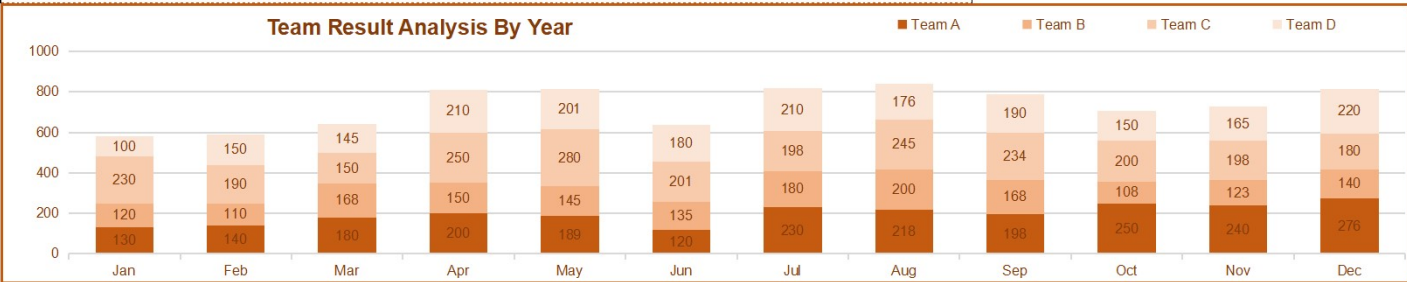
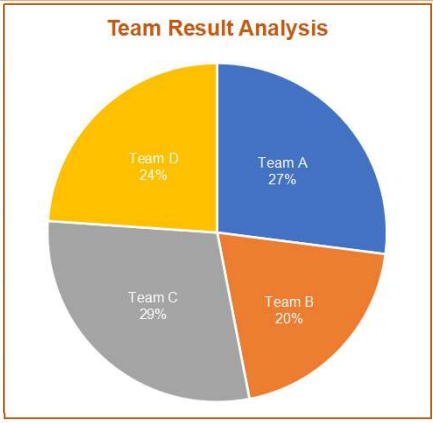
Quarter Sales Comparison



Sample Sdn. Bhd.

Yearly Sales Result Analysis

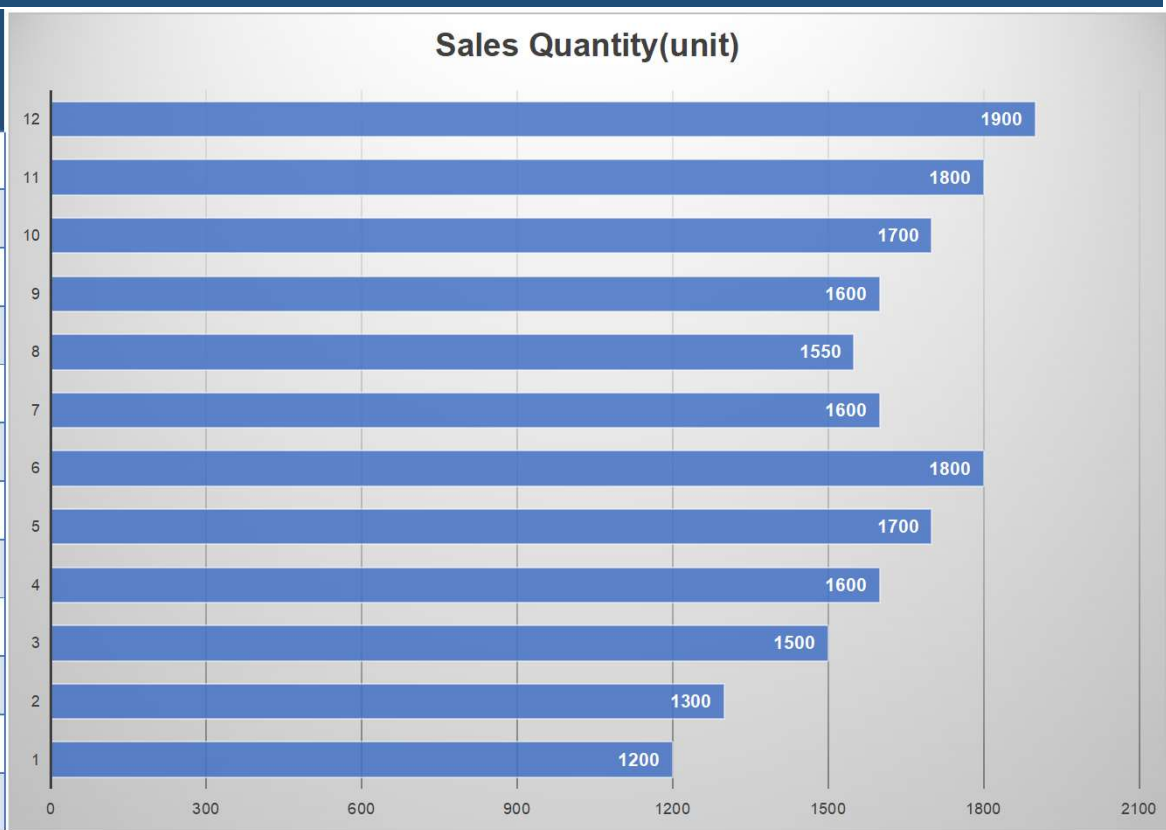
Team	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Team A	130	140	180	200	189	120	230	218	198	250	240	276	2371
Team B	120	110	168	150	145	135	180	200	168	108	123	140	1747
Team C	230	190	150	250	280	201	198	245	234	200	198	180	2556
Team D	100	150	145	210	201	180	210	176	190	150	165	220	2097
Total	580	590	643	810	815	636	818	839	790	708	726	816	8771



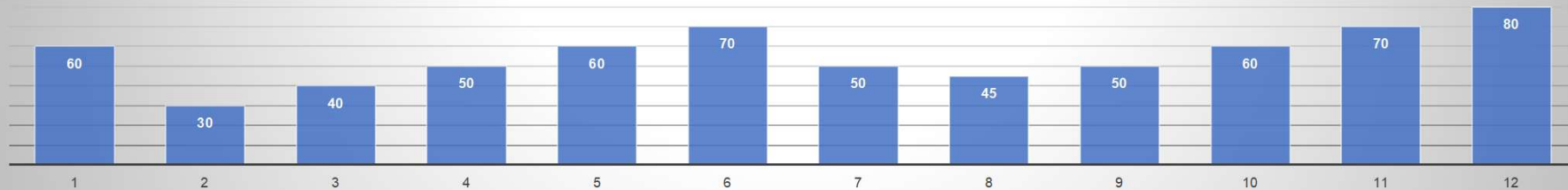
Sample Sdn. Bhd.

Sales Chart

Month	Sales Amount(RM)	Sales Quantity(unit)
1	60	1200
2	30	1300
3	40	1500
4	50	1600
5	60	1700
6	70	1800
7	50	1600
8	45	1550
9	50	1600
10	60	1700
11	70	1800
12	80	1900

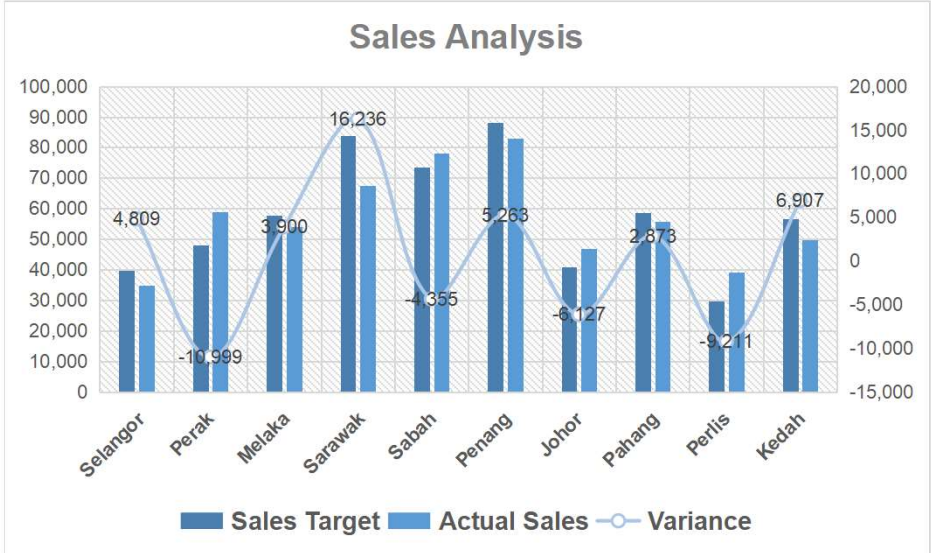
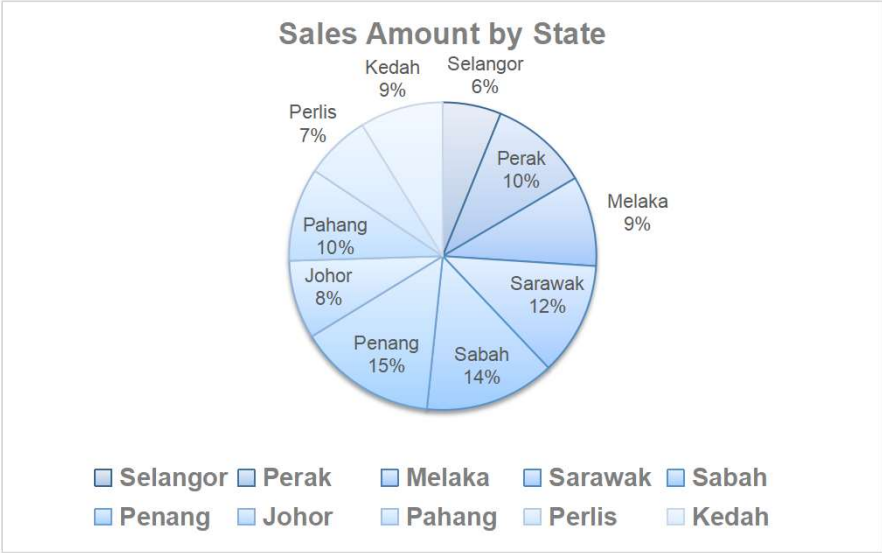
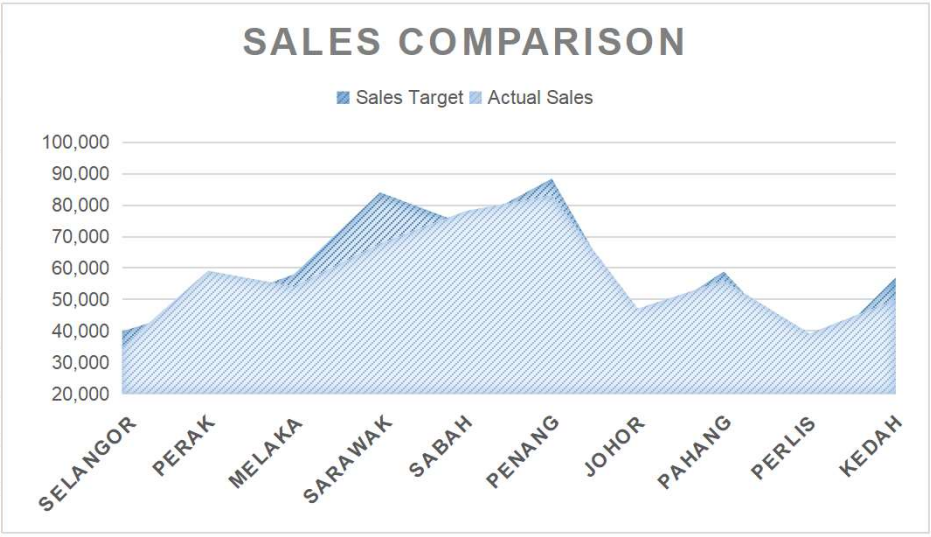


Sales Amount(RM)



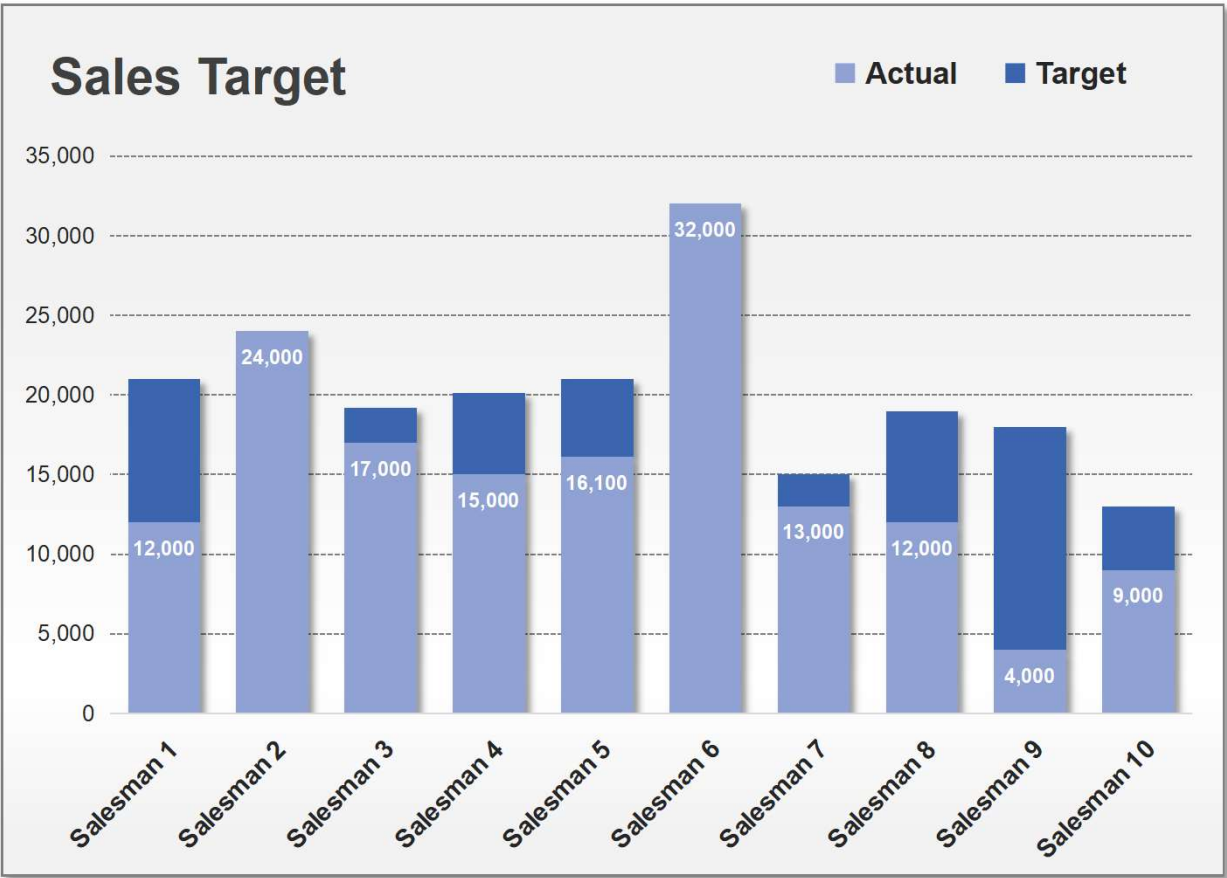
Sales Analysis by State

Area	Sales Target	Actual Sales	Variance
Selangor	39,809	35,000	4,809
Perak	48,000	58,999	-10,999
Melaka	57,890	53,990	3,900
Sarawak	83,890	67,654	16,236
Sabah	73,645	78,000	-4,355
Penang	88,263	83,000	5,263
Johor	40,873	47,000	-6,127
Pahang	58,763	55,890	2,873
Perlis	29,870	39,081	-9,211
Kedah	56,783	49,876	6,907



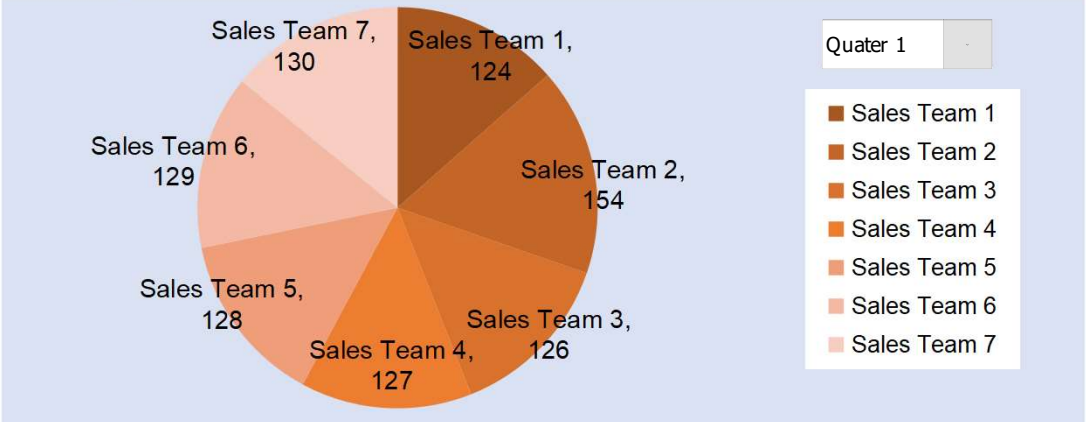
Sales Target Analysis

	Target	Actual	Completion %
Salesman 1	21,000	12,000	57.14%
Salesman 2	13,000	24,000	184.62%
Salesman 3	19,200	17,000	88.54%
Salesman 4	20,100	15,000	74.63%
Salesman 5	21,000	16,100	76.67%
Salesman 6	16,000	32,000	200.00%
Salesman 7	15,000	13,000	86.67%
Salesman 8	19,000	12,000	63.16%
Salesman 9	18,000	4,000	22.22%
Salesman 10	13,000	9,000	69.23%
Total	175,300	15,410	922.87%

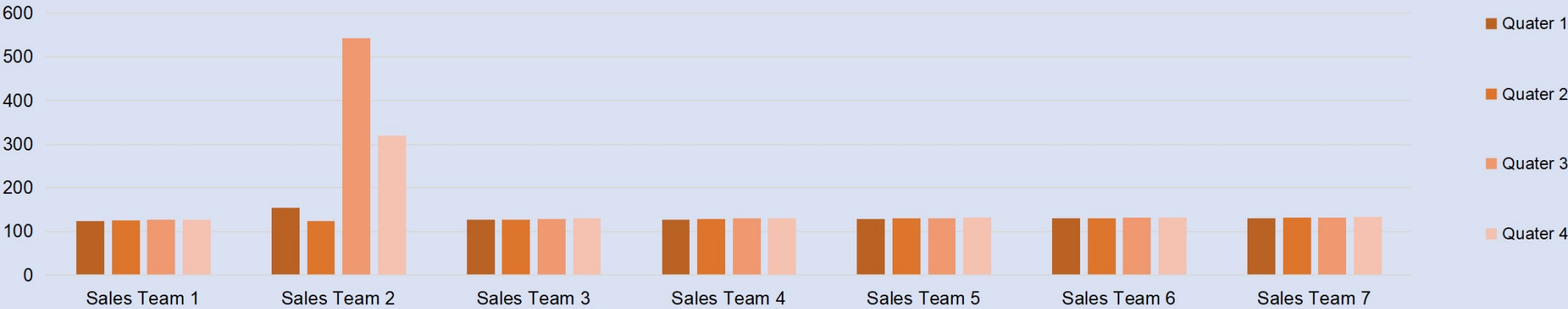


Sales Data Analysis by Team & Quater

Sales Team	Quater 1	Quater 2	Quater 3	Quater 4
Sales Team 1	124	125	126	127
Sales Team 2	154	123	543	320
Sales Team 3	126	127	128	129
Sales Team 4	127	128	129	130
Sales Team 5	128	129	130	131
Sales Team 6	129	130	131	132
Sales Team 7	130	131	132	133

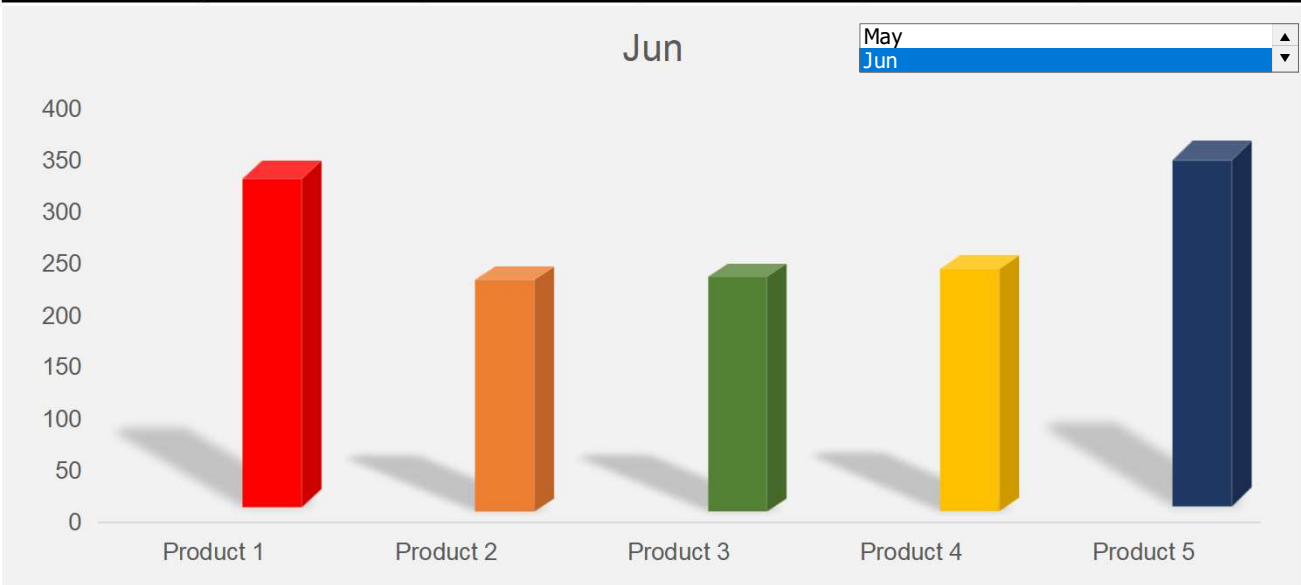


2020 Sales Data by Team



Mid Term Sales Analysis

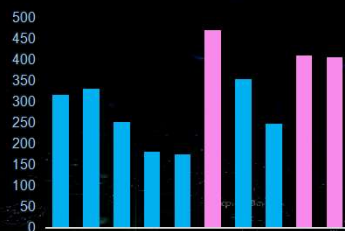
Product Name	Product 1	Product 2	Product 3	Product 4	Product 5
Jan	259	250	225	189	248
Feb	136	287	369	236	139
Mar	150	129	298	239	458
Apr	179	269	418	459	597
May	219	398	369	370	456
Jun	350	247	250	258	369





ABC Sdn. Bhd. Sales Analysis

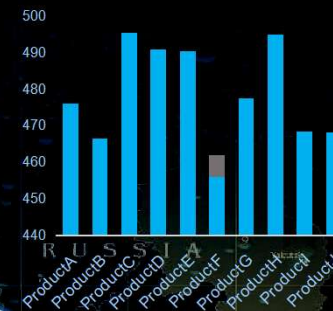
Sales By Area



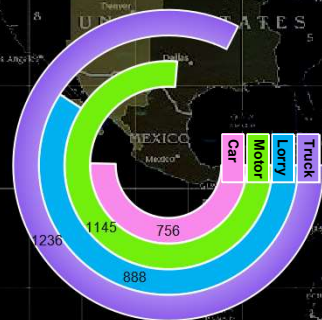
Total Sales (RM)
26312888



Top Sales Product



Product Analysis



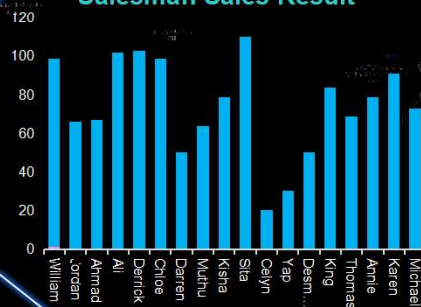
Monthly Sales



Sales Channel



Salesman Sales Result

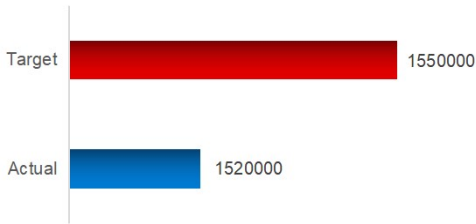


Quarterly Sales Result Analysis

Analysis By Month

Month	Target	Actual Sales	Completion %	Ratio
Jan	500,000	480,000	96.0%	31.6%
Feb	450,000	470,000	104.4%	30.9%
Mar	600,000	570,000	95.0%	37.5%

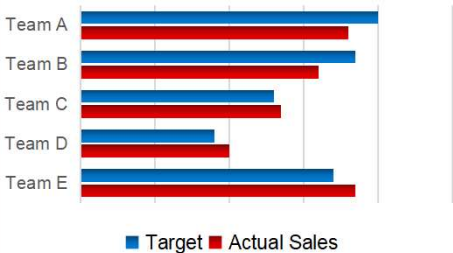
Target Vs Actual Sales



Analysis By Team

Team	Target	Actual Sales	Completion %	Ratio
Team A	400,000	360,000	90.0%	23.7%
Team B	370,000	320,000	86.5%	21.1%
Team C	260,000	270,000	103.8%	17.8%
Team D	180,000	200,000	111.1%	13.2%
Team E	340,000	370,000	108.8%	24.3%

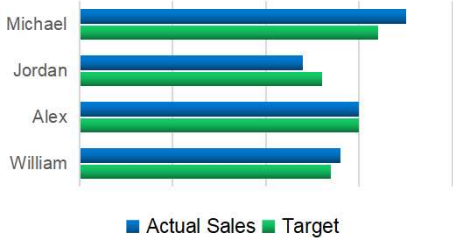
Team Target Vs Actual Sales



Analysis By Salesman

Name	Target	Actual Sales	Completion %	Rank
William	270,000	280,000	103.7%	3
Alex	300,000	300,000	100.0%	2
Jordan	260,000	240,000	92.3%	4
Michael	320,000	350,000	109.4%	1

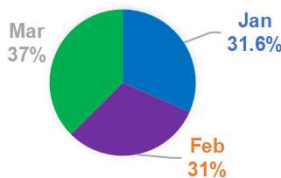
Salesman Target Vs Actual Sales



Monthly Sales Vs Budget %



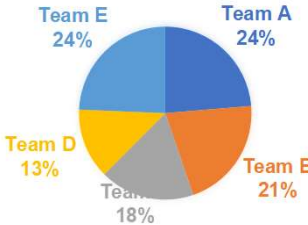
MONTHLY SALES RATIO



Team Sales Vs Budget %



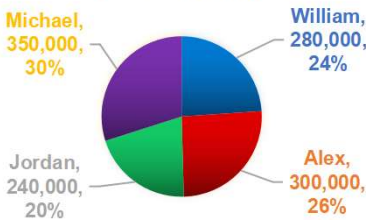
TEAM SALES RATIO



Salesman Sales Vs Budget %



SALESMAN RATIO



Sales Data Statistic

Sales Target

1500

Accumulative Sales

1143

Target Sales Amount

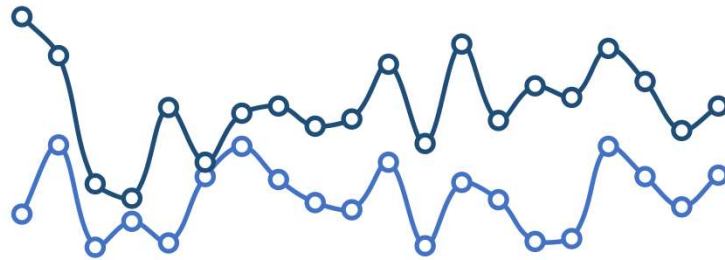
3000

Accumulative
Sales Amount

2427

Daily Sales Amount & Volume

Unit Sold Sales Amount

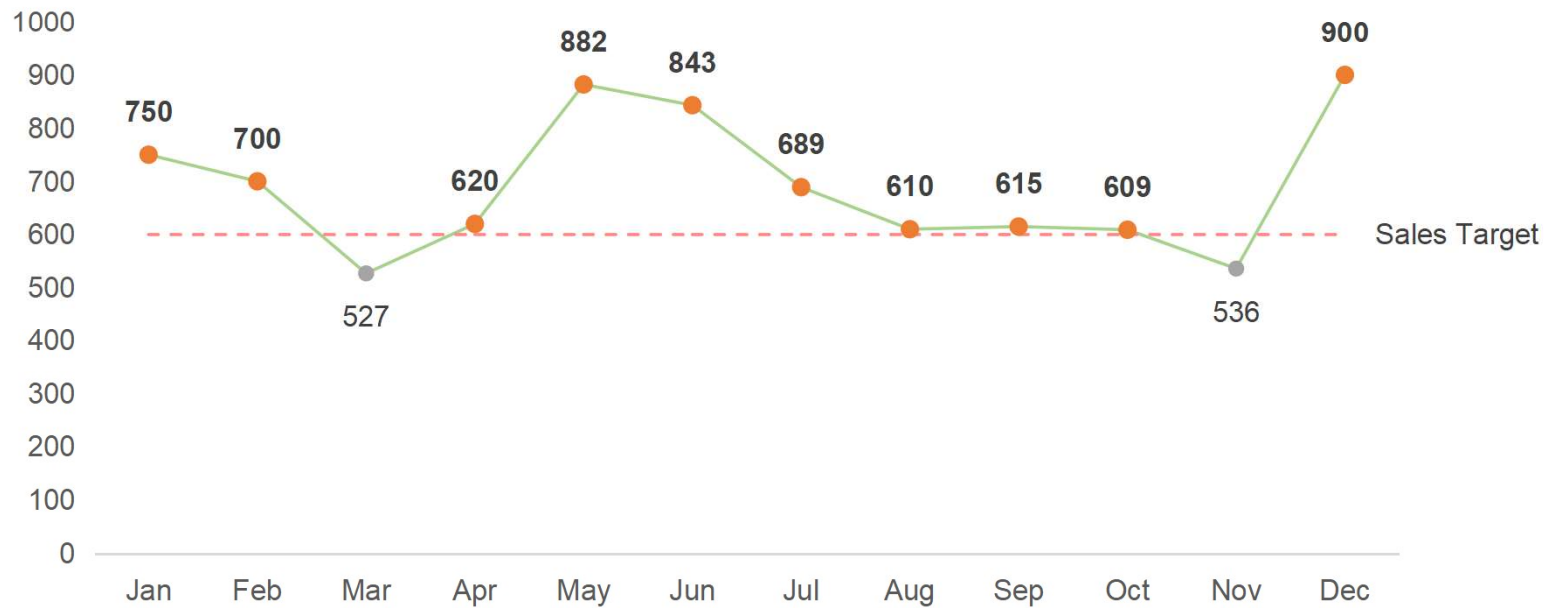


1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24 25 26 27 28 29 30 31

Day	Unit Sold	Accumulative Sales	Progression	Sales Amount	Accumulative Sales Amount	Progression	Remarks
1	46	46	3.07%	183	183	6.10%	
2	94	140	9.33%	156	339	11.30%	
3	23	163	10.87%	67	406	13.53%	
4	41	204	13.60%	57	463	15.43%	
5	26	230	15.33%	120	583	19.43%	
6	72	302	20.13%	82	665	22.17%	
7	93	395	26.33%	116	781	26.03%	
8	70	465	31.00%	121	902	30.07%	
9	54	519	34.60%	107	1009	33.63%	
10	49	568	37.87%	112	1121	37.37%	
11	82	650	43.33%	150	1271	42.37%	
12	24	674	44.93%	95	1366	45.53%	
13	68	742	49.47%	164	1530	51.00%	
14	56	798	53.20%	111	1641	54.70%	
15	27	825	55.00%	135	1776	59.20%	
16	29	854	56.93%	127	1903	63.43%	
17	93	947	63.13%	161	2064	68.80%	
18	72	1019	67.93%	138	2202	73.40%	
19	51	1070	71.33%	104	2306	76.87%	
20	73	1143	76.20%	121	2427	80.90%	
21							
22							
23							
24							
25							
26							
27							
28							
29							
30							
31							

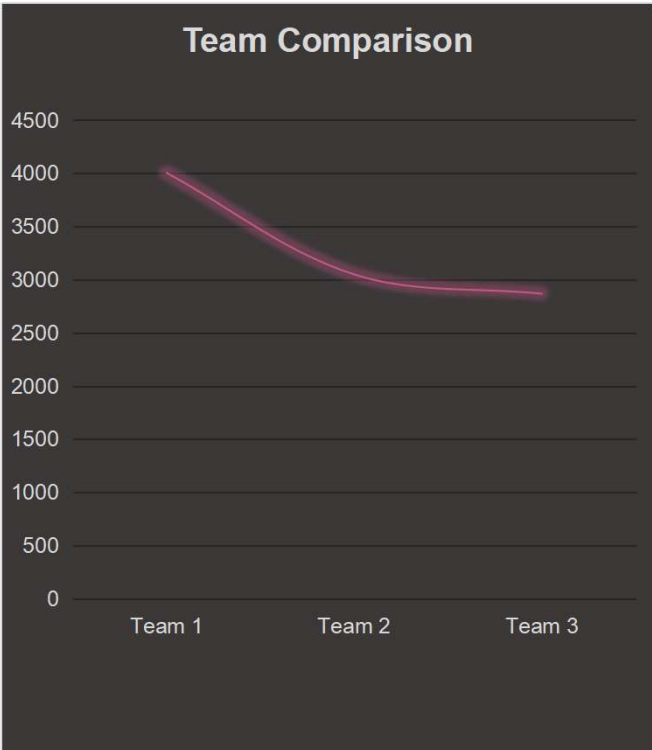
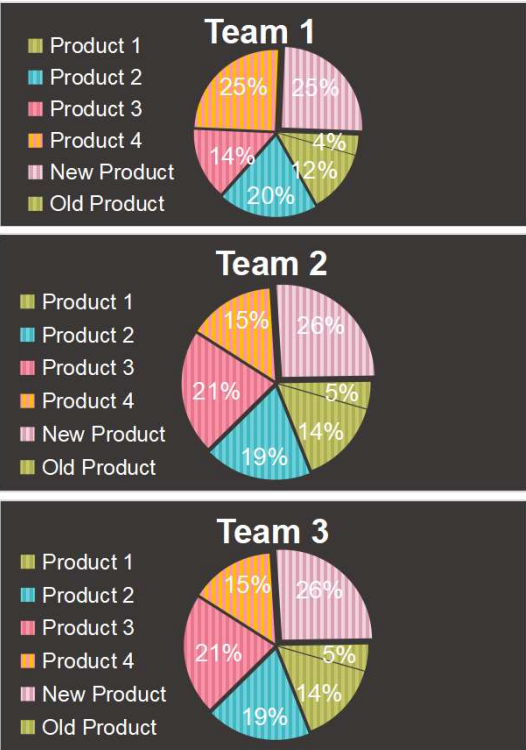
Personal Sales Target Analysis Chart

Personal Sales Target Analysis Chart



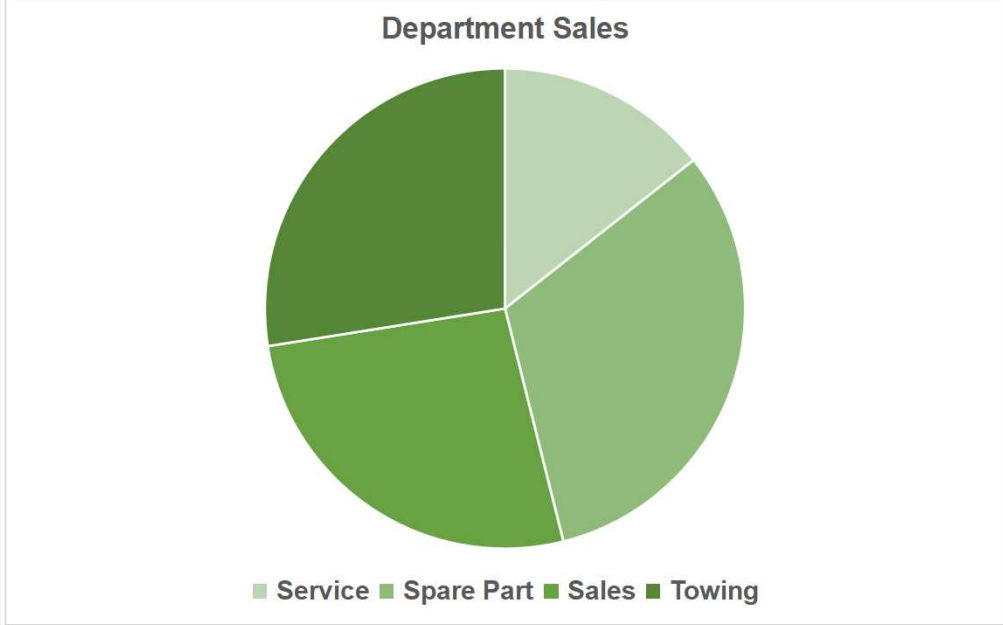
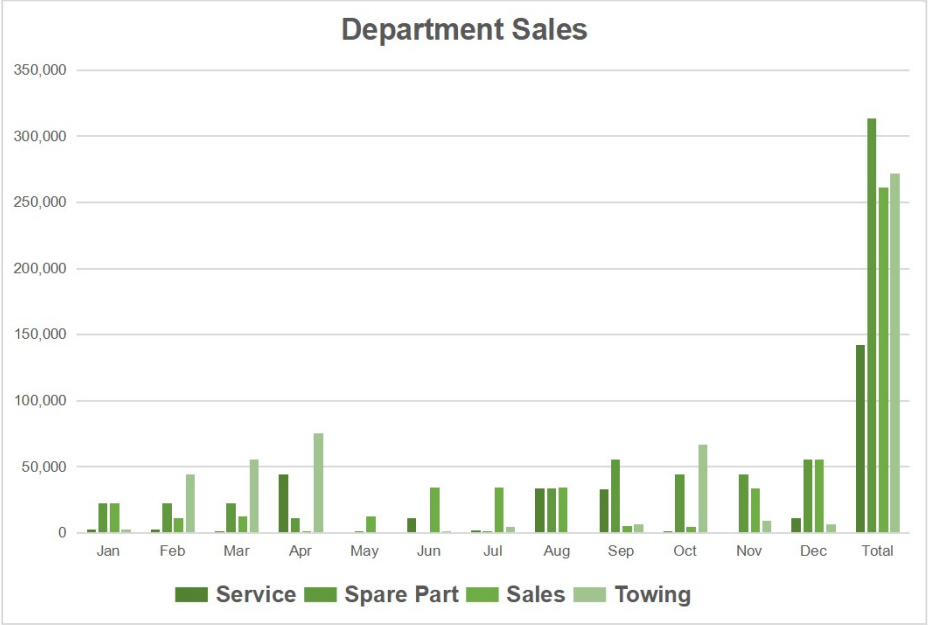
Product Statistic

Product	Team 1	Team 2	Team 3
Product 1	498	444	345
Product 2	787	567	654
Product 3	567	654	657
Product 4	998	456	456
New Product	999	785	544
Old Product	154	143	211
Total	4003	3049	2867

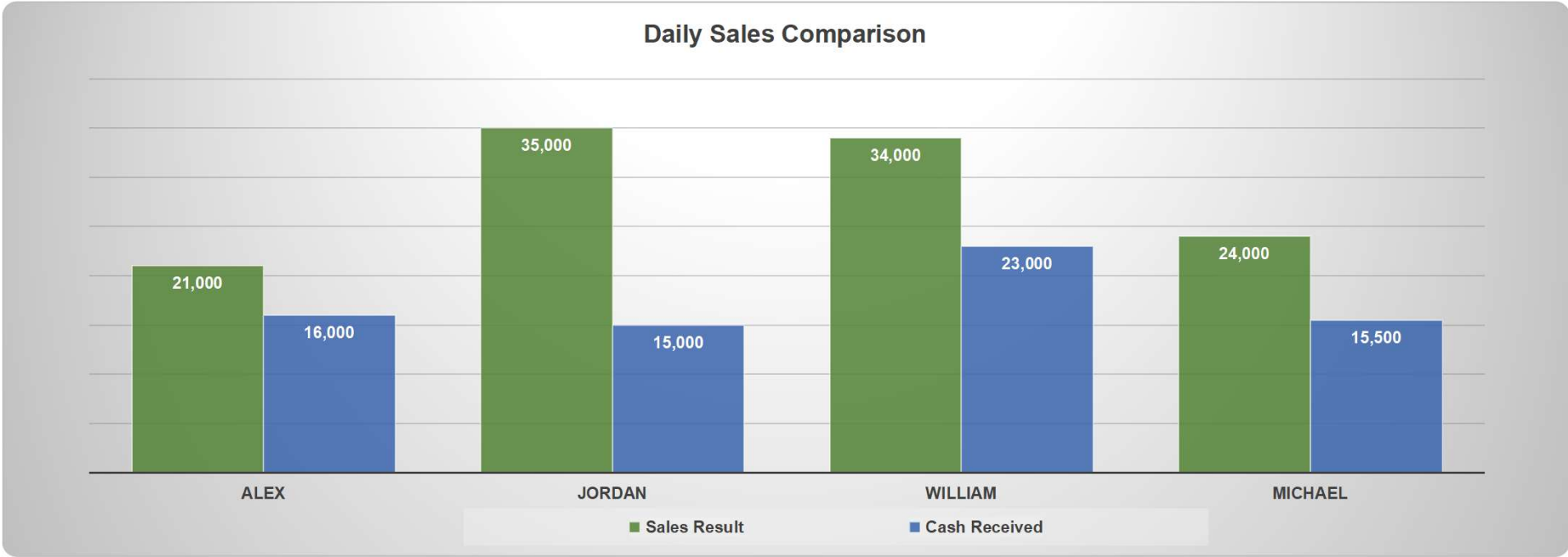


Department Sales Data Statistic

Month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Service	2,233	2,233	1,111	44,444	55	11,111	2,222	33,333	33,222	1,111	111	11,111	142,297
Spare Part	22,233	22,222	22,233	11,111	1,222	122	1,111	33,345	55,656	44,545	44,443	55,333	313,576
Sales	22,222	11,111	12,221	1,212	12,222	34,554	34,355	34,435	5,534	4,545	33,334	55,442	261,187
Towing	2,323	44,232	55,556	75,656	45	455	4,645	4	6,678	66,778	8,867	6,767	272,006
Total												272,006	

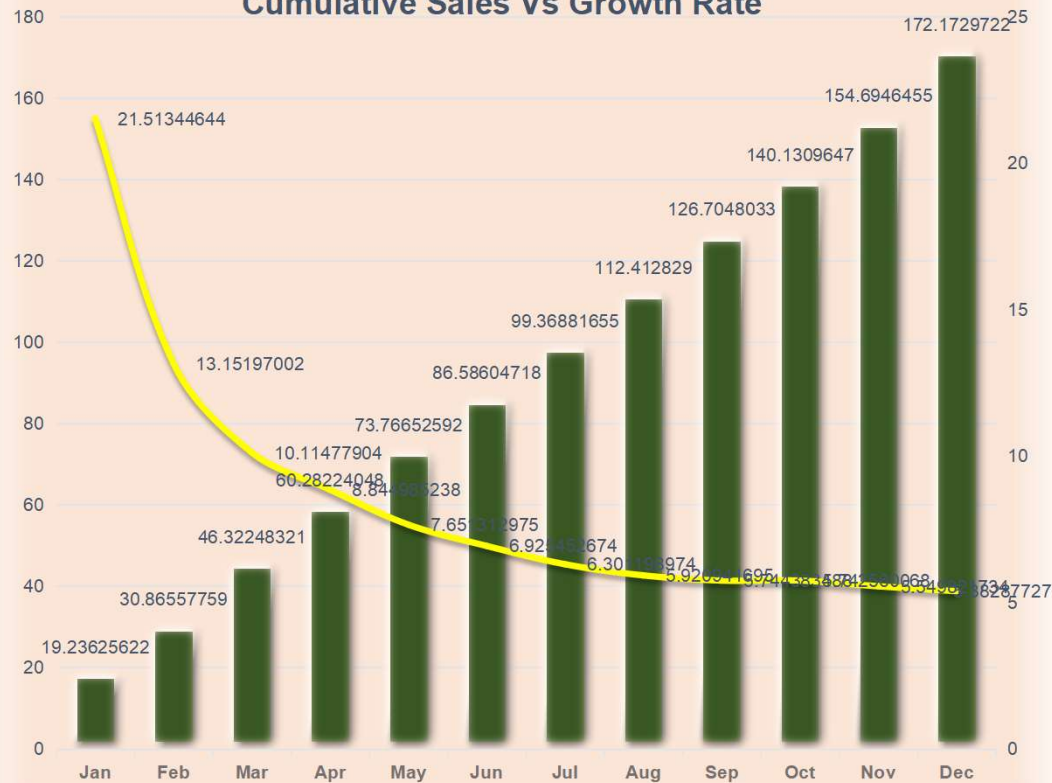


Daily Sales Report							Analysis			
Sales Person	Customer Name	Sales Order No.	Sales Amount	Deposit Amount	Payment Method	Remarks	Salesman	Sales Result	Cash Received	
Alex	Sample Sdn Bhd	PO-12345	10,000	5,000	Cash	Done	Alex	21,000	16,000	
William	Sample Sdn Bhd	PO-12346	20,000	10,000	Cash	Done	Jordan	35,000	15,000	
Jordan	Sample Sdn Bhd	PO-12347	30,000	10,000	Bank Transfer	Done	William	34,000	23,000	
Michael	Sample 2 Sdn Bhd	PO-12348	15,000	11,000	Cash	Done	Michael	24,000	15,500	
Alex	Sample 2 Sdn Bhd	PO-12349	11,000	11,000	Bank Transfer	Get customer address	Salesman	Alex	Payment Method	Cash
William	Sample 3 Sdn Bhd	PO-12350	14,000	13,000	Cheque	Get customer address		Jordan		Bank Transfer
Jordan	Sample 3 Sdn Bhd	PO-12351	5,000	5,000	TT	Get customer address		William		Cheque
Michael	Sample 3 Sdn Bhd	PO-12352	9,000	4,500	Cash	Get payment from customer		Michael		TT



Sales Data Analysis

Cumulative Sales Vs Growth Rate



Consumer
(Female)

Consumer
(Male)

66208.03098 Dec 56145

89671 Nov 86145

67036.43602 Oct 78012

67788.18555 Sep 80012

69407.24499 Aug 70245

72065.1924 Jul 80245

75155.76039 Jun 80125

80238.17815 May 76423

85644.70619 Apr 91253

68576.45793 Mar 78975

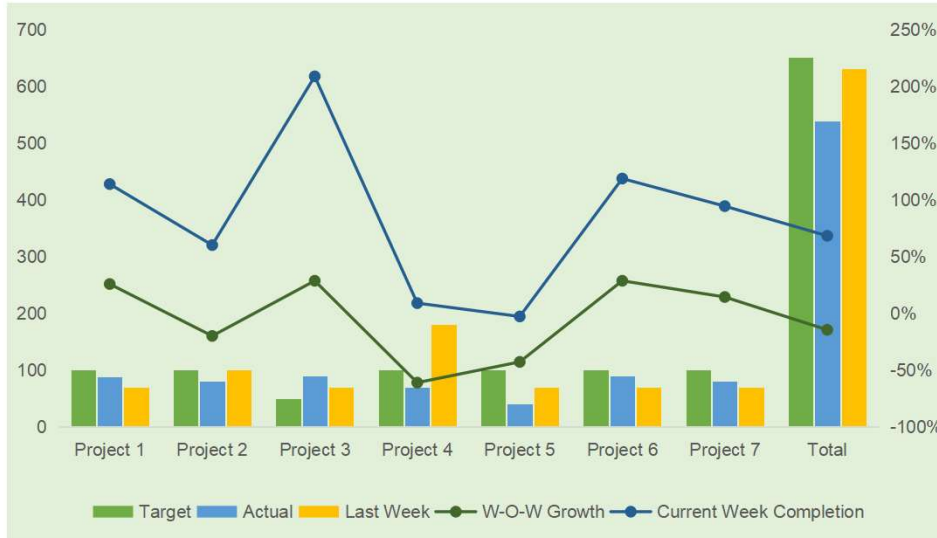
57865 Feb 57895

86780 Jan 68543

Sample Sdn. Bhd.

Project Analysis

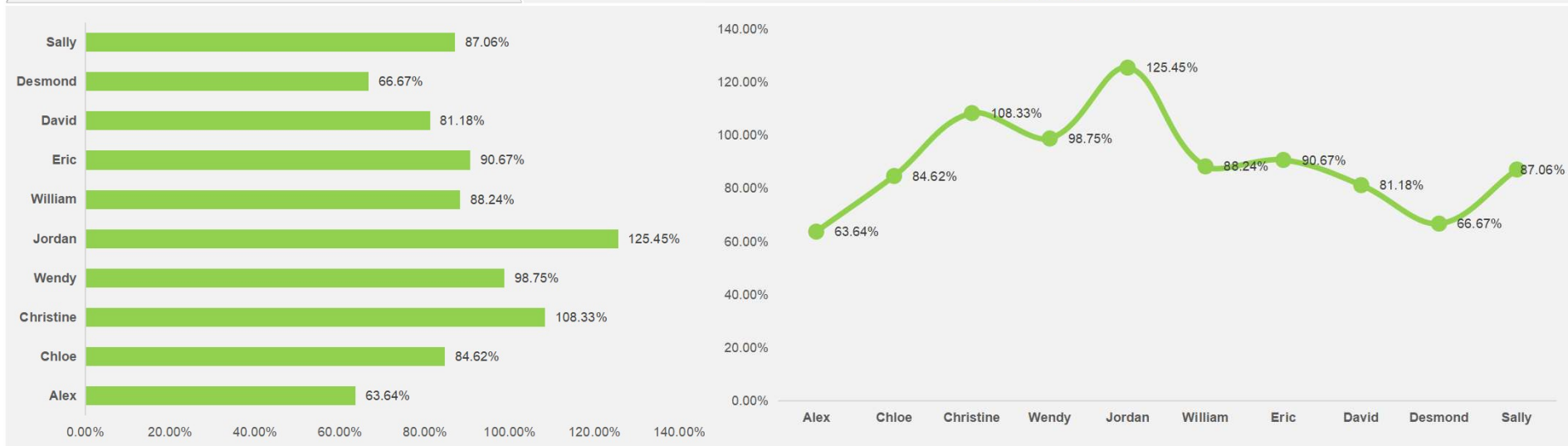
Project	Target	Actual	Last Week	W-O-W Growth	Current Week Completion
Project 1	100	88	70	26%	88%
Project 2	100	80	100	-20%	80%
Project 3	50	90	70	29%	180%
Project 4	100	70	180	-61%	70%
Project 5	100	40	70	-43%	40%
Project 6	100	90	70	29%	90%
Project 7	100	80	70	14%	80%
Total	650	538	630	-15%	83%



Sample Sdn. Bhd.

Sales Analysis Chart

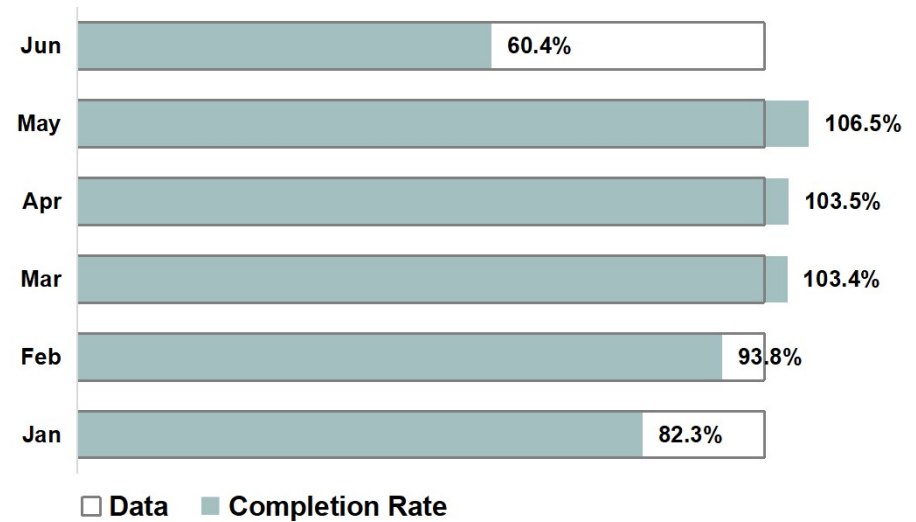
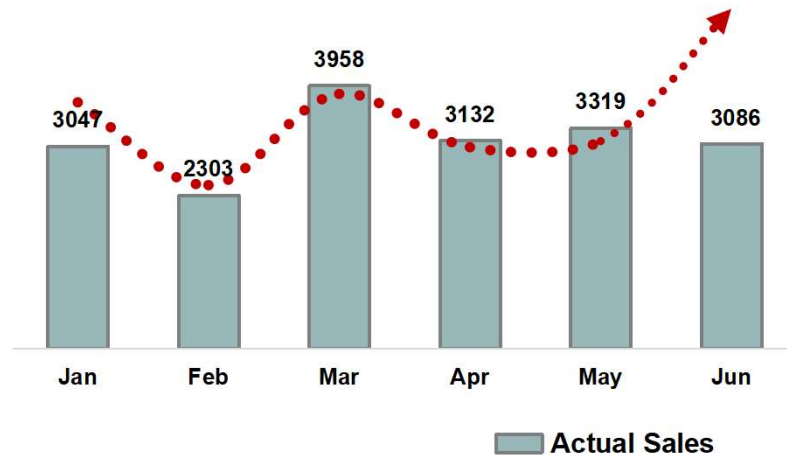
Name	Target	Actual	Completion %
Alex	55	35	63.64%
Chloe	65	55	84.62%
Christine	60	65	108.33%
Wendy	80	79	98.75%
Jordan	55	69	125.45%
William	85	75	88.24%
Eric	75	68	90.67%
David	85	69	81.18%
Desmond	90	60	66.67%
Sally	85	74	87.06%



Sample Sdn. Bhd.

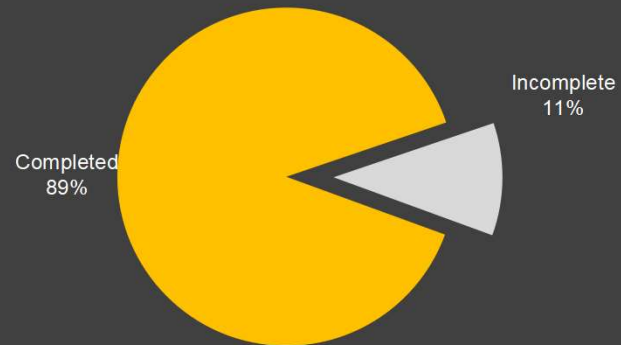
Mid Term Sales Analysis

Month	Jan	Feb	Mar	Apr	May	Jun
Sales Budget	3703	2454	3829	3026	3117	5112
Actual Sales	3047	2303	3958	3132	3319	3086
Variance	656	151	-129	-106	-202	2026
Completion Rate	82.3%	93.8%	103.4%	103.5%	106.5%	60.4%
Data	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%

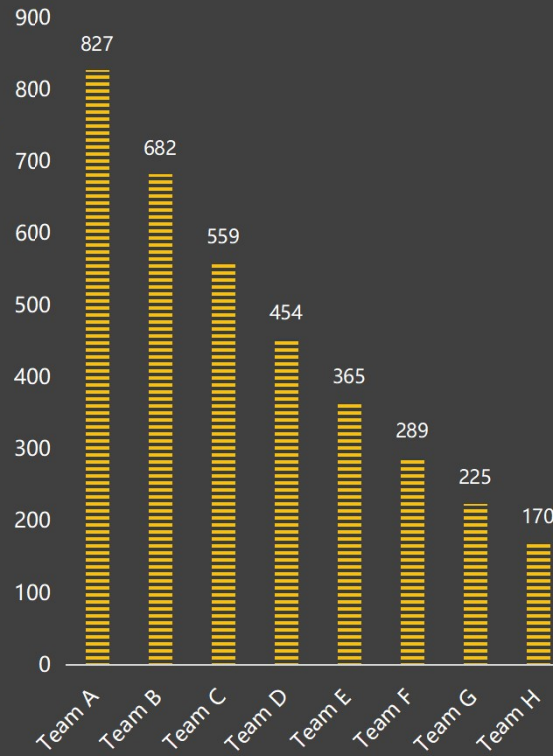


Weekly Sales Report

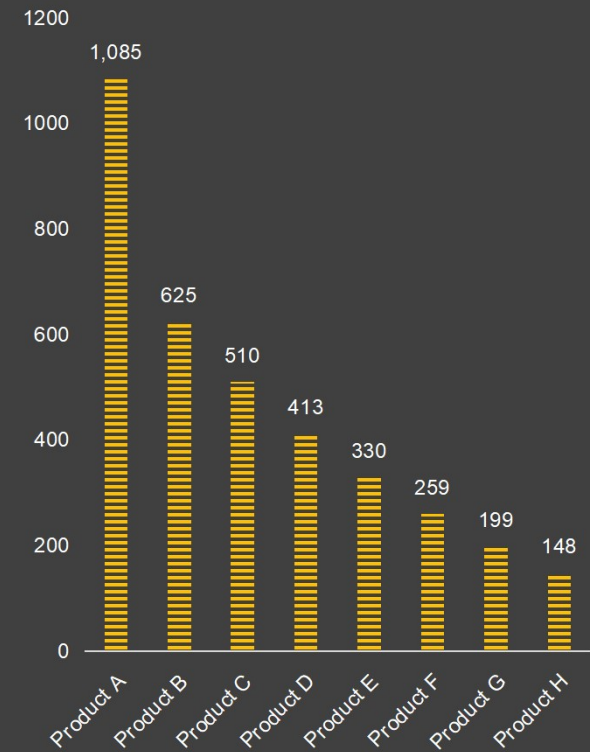
Weekly Target Achievement



Sales Team Result



Product Result



Sales Report

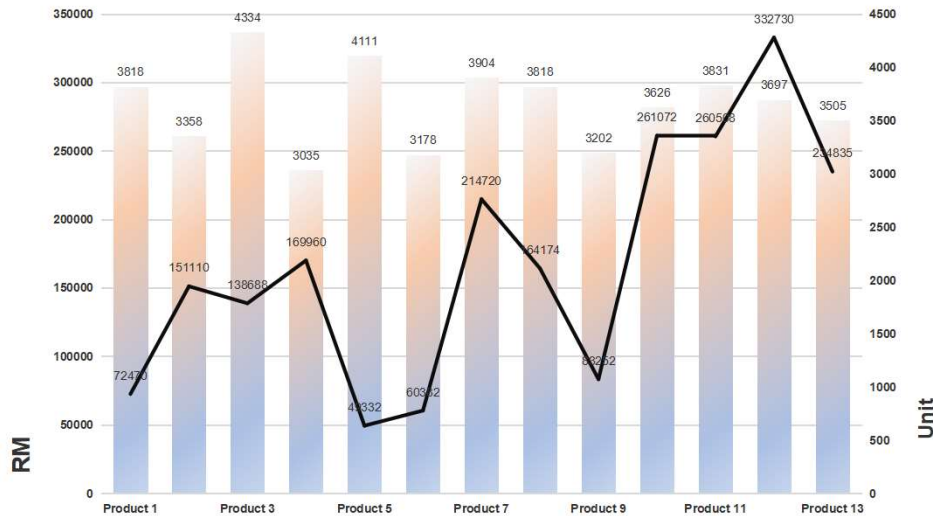
Sales Details						
No.	Product Name	Customer Name	Unit Sold	Price/Unit	Amount	Remarks
1	Product A	Alex	2000	15.60	31,200.00	
2	Product B	Jordan	3500	3.87	13,545.00	
3	Product C	Michael	5000	4.44	22,200.00	
4	Product D	William	5000	3.63	18,150.00	
5						
6						
7						
8						
Total			15500		85,095.00	

Data by Product			Data by Customer		
Product Name	Unit	Amount	Customer Name	Unit	Amount
Product A	2000	31,200.00	Alex	2000	31,200.00
Product B	3500	13,545.00	Jordan	3500	13,545.00
Product C	5000	22,200.00	Michael	5000	22,200.00
Product D	5000	18,150.00	William		
Total	15500	85,095.00	Total	10500	66,945.00

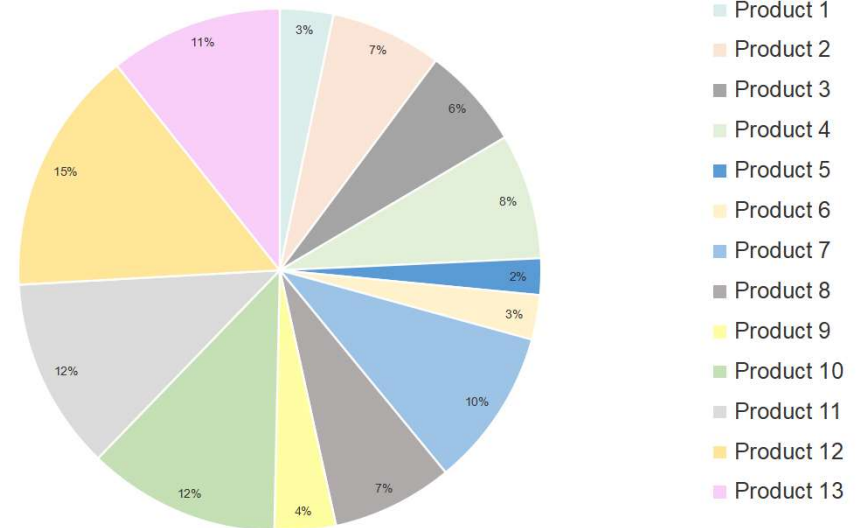
Sales Volume Analysis

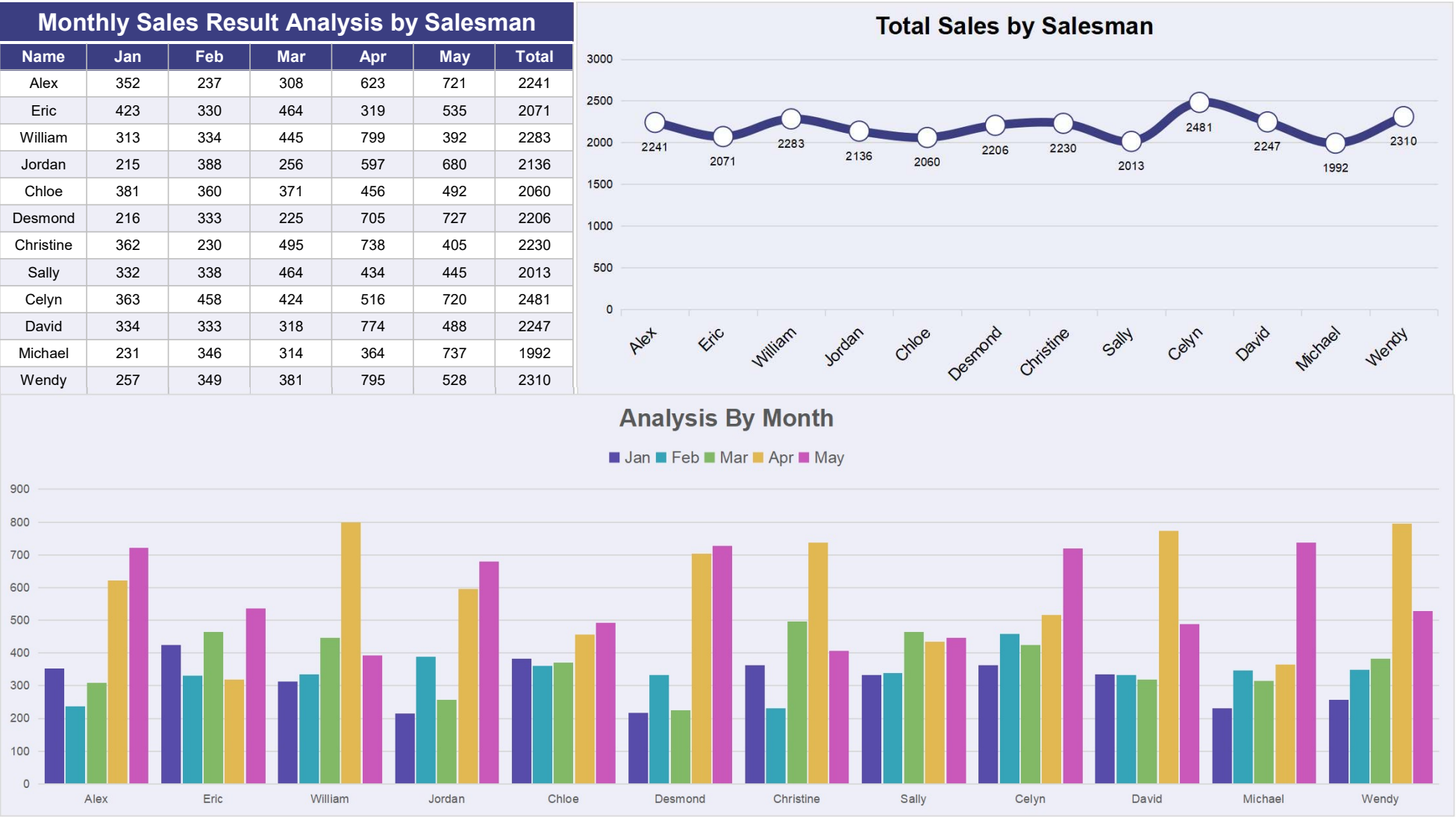
No.	Product	Unit Price	2021																								Total Unit	Total Amount	Remarks
			Jan		Feb		Mar		Apr		May		Jun		Jul		Aug		Sep		Oct		Nov		Dec				
			Unit	Total	Unit	Total	Unit	Total	Unit	Total	Unit	Total	Unit	Total	Unit	Total	Unit	Total	Unit	Total	Unit	Total	Unit	Total	Unit	Total			
1	Product 1	20	377	7540	475	9500	312	2350	356	7120	416	8320	163	3260	328	6560	173	3460	492	9840	402	8040	193	3860	131	2620	3818	72470	
2	Product 2	45	305	13725	338	15210	317	14265	221	9945	178	8010	498	22410	176	7920	381	17145	371	16695	162	7290	174	7830	237	10665	3358	151110	
3	Product 3	32	318	10176	463	14816	138	4416	372	11904	362	11584	397	12704	440	14080	476	15232	296	9472	411	13152	249	7968	412	13184	4334	138688	
4	Product 4	56	432	24192	113	6328	145	8120	102	5712	241	13496	200	11200	346	19376	259	14504	386	21616	149	8344	402	22512	260	14560	3035	169960	
5	Product 5	12	418	5016	490	5880	360	4320	491	5892	184	2208	368	4416	495	5940	104	1248	326	3912	314	3768	248	2976	313	3756	4111	49332	
6	Product 6	19	214	4066	142	2698	430	8170	390	7410	270	5130	282	5358	202	3838	125	2375	149	2831	472	8968	332	6308	170	3230	3178	60382	
7	Product 7	55	449	24695	199	10945	447	24585	208	11440	338	18590	318	17490	283	15565	345	18975	401	22055	271	14905	296	16280	349	19195	3904	214720	
8	Product 8	43	325	13975	345	14835	204	8772	292	12556	296	12728	372	15996	258	11094	141	6063	168	7224	459	19737	495	21285	463	19909	3818	164174	
9	Product 9	26	173	4498	488	12688	325	8450	309	8034	274	7124	252	6552	263	6838	238	6188	391	10166	223	5798	153	3978	113	2938	3202	83252	
10	Product 10	72	147	10584	326	23472	263	18936	423	30456	230	16560	369	26568	141	10152	452	32544	398	28656	142	10224	239	17208	496	35712	3626	261072	
11	Product 11	68	305	20740	331	22508	361	24548	478	32504	199	13532	435	29580	293	19924	337	22916	168	11424	462	31416	137	9316	325	22100	3831	260508	
12	Product 12	90	274	24660	411	36990	181	16290	312	28080	417	37530	398	35820	211	18990	188	16920	404	36360	330	29700	195	17550	376	33840	3697	332730	
13	Product 13	67	351	23517	263	17621	409	27403	388	25996	428	28676	309	20703	186	12462	155	10385	253	16951	174	11658	353	23651	236	15812	3505	234835	
Total			4088	187384	4384	193491	3892	170625	4342	197049	3833	183488	4361	212057	3622	152739	3374	167955	4203	197202	3971	173000	3466	160722	3881	197521	47417	2193233	

Sales Volume vs Sales Amount



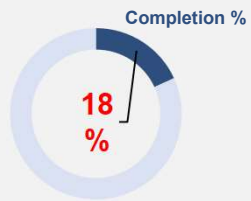
2021 Product Ratio





Sales Details Listing

Company :							Current Month Target :		RM20,000,000.00	
							Total Sales :		RM18,678,400.00	
							Net Amount :		RM18,344,572.00	
Department:					Date:			Progression :		91.7%
No.	Day	Product Name	Product Code	Unit	Price/unit	Quantity	Amount	Discount	Net Amount	Remarks
1	1	Handphone 1	XXX-001	Box	7000	88	RM616,000.00	3%	RM597,520.00	
2	1	Handphone 2	XXX-002	Box	7600	95	RM722,000.00	1%	RM714,780.00	
3	1	Handphone 3	XXX-003	Box	8200	102	RM836,400.00	5%	RM794,580.00	
4	2	Handphone 4	XXX-004	Box	8800	109	RM959,200.00	2%	RM940,016.00	
5	2	Handphone 5	XXX-005	Box	9400	116	RM1,090,400.00	2%	RM1,068,592.00	
6	2	Handphone 6	XXX-006	Box	10000	123	RM1,230,000.00	2%	RM1,205,400.00	
7	2	Handphone 7	XXX-007	Box	10600	130	RM1,378,000.00	2%	RM1,350,440.00	
8	3	Handphone 8	XXX-008	Box	11200	137	RM1,534,400.00	2%	RM1,505,904.00	
9	3	Handphone 9	XXX-009	Box	11800	144	RM1,699,200.00	2%	RM1,670,070.86	
10	3	Handphone 10	XXX-010	Box	12400	151	RM1,872,400.00	2%	RM1,842,976.57	
11	3	Handphone 11	XXX-011	Box	13000	158	RM2,054,000.00	1%	RM2,024,657.14	
12	3	Handphone 12	XXX-012	Box	13600	165	RM2,244,000.00	1%	RM2,215,148.57	
13	3	Handphone 13	XXX-013	Box	14200	172	RM2,442,400.00	1%	RM2,414,486.86	



Completed	2	Cancel	2
Progressing	2	Fail	2
Follow Up	3	Total	11

[illegible]

Sales Statistic & Analysis

No.	Team	Employee Code	Name	Current Month Sales	Ratio	Last Month Sales	M-O-M %	Ranking
1	Team1	100199	Alex	31873	7.4%	27683	15.1%	6
2	Team1	100200	William	19838	4.6%	23690	-16.3%	11
3	Team1	100201	Jordan	32323	7.5%	28777	12.3%	5
4	Team1	100202	Michael	33238	7.7%	19722	68.5%	3
5	Team1	100203	Eric	42299	9.8%	41068	3.0%	1
6	Team1	100204	Desmond	18323	4.3%	23441	-21.8%	14
7	Team1	100205	King	33000	7.7%	12983	154.2%	4
8	Team1	100206	David	23231	5.4%	22000	5.6%	10
9	Team 2	100207	Chloe	29863	7.0%	28632	4.3%	8
10	Team 2	100208	Wendy	38100	8.9%	29888	27.5%	2
11	Team 2	100209	Sally	23700	5.5%	22469	5.5%	9
12	Team 2	100210	Derrick	18982	4.4%	17751	6.9%	13
13	Team 2	100211	Austin	17829	4.2%	23400	-23.8%	15
14	Team 2	100212	Justin	18989	4.4%	21300	-10.8%	12
15	Team 2	100213	Celyn	17779	4.1%	25890	-31.3%	16
16	Team 2	100214	Thomas	30083	7.0%	28852	4.3%	7
17								
18								
19								
20								
21								
22								
23								
24								
25								
26								
27								
28								
Total				RM429,450.00				

429450

Total Sales

Eric

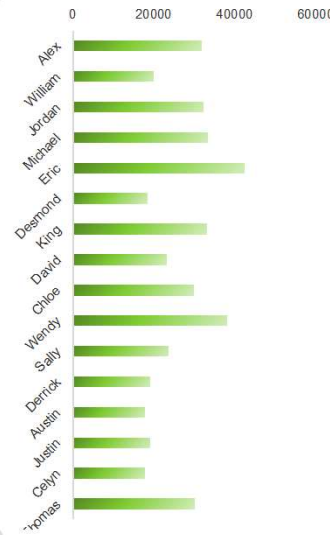
Top Sales

42299

Highest Sales Amount

Team1

Top Sales Team

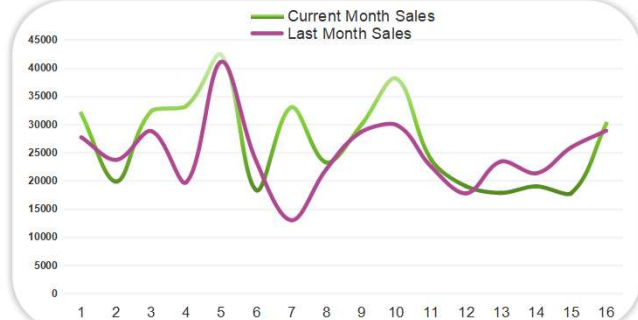


Completion %

95%

Estimated Growth 37%

M-O-M Growth 63%



Sample Sdn. Bhd.

Sales Analysis Report

Month	Sales Amount	Unit Sold
1	600	500
2	700	1300
3	500	1500
4	1100	1200
5	900	1100
6	1000	1400
7	800	1700
8	660	1600
9	1300	1500
10	900	900
11	700	1000
12	680	800

