Sales - Sales by commercial documents groups

> All values are calculated based on sales documents (DD, WZ (which were not created as a result of conversion from DD), PG, GP, ZW).

> All values are converted to PLN according to the exchange rate of the previous day, ensuring a consistent presentation regardless of the document currency.

Sales by GDH – Top 20



“Sales by GDH – Top 20” – the chart presents the **20 main trade groups (GDH)**, showing both the **recorded sales value** and the **sales profit**. This allows users to assess **which groups generate the highest revenue** and what their **profitability levels** are.

The chart displays:

- **Recorded sales (red)** – the sales value assigned to a given trade group,
- **Sales profit (green)** – the financial result achieved within that group,
- **X-axis** – sales and profit values,
- **Y-axis** – individual trade groups (GDH).

Thanks to this chart, users can easily compare **which trade groups generate the highest turnover** and determine **whether high sales translate into proportional profit**.

Sales by GDH – table

Sales by GDH

Search

GDH	Sales value	Profit	% Profit	% of value
[redacted]	1 130 041,58 PLN	184 770,28 PLN	16,35%	9,61%
[redacted]	1 108 220,27 PLN	230 310,86 PLN	20,78%	9,42%
[redacted]	1 008 327,07 PLN	225 918,65 PLN	22,41%	8,57%
[redacted]	872 591,16 PLN	244 982,00 PLN	28,08%	7,42%
[redacted]	800 605,48 PLN	172 137,64 PLN	21,50%	6,81%
[redacted]	687 743,94 PLN	149 480,23 PLN	21,73%	5,85%
[redacted]	684 355,49 PLN	135 000,91 PLN	19,73%	5,82%
[redacted]	614 478,08 PLN	176 994,51 PLN	28,80%	5,22%
Summary	[redacted] PLN	[redacted] PLN		

“Sales by GDH – table” – the table presents **sales data broken down by trade groups (GDH)** . It allows users to identify **which groups generate the highest sales and profit** and assess **their share in the company’s total sales structure**.

The table includes the following fields:

- **GDH** – trade group identifier,
- **Sales value** – total sales assigned to the group,

- **Profit** – financial result achieved within that group,
- **% Profit** – percentage share of profit in total sales value,
- **% Value** – percentage share of the trade group in the company’s total sales.

The table uses **color highlighting**:

- **Green** – the more intense the color, the higher the percentage of profit,
- **Red** – indicates negative values, representing a loss.

The table includes a **search field**, allowing users to narrow the data to selected trade groups. In such cases, **summaries automatically adjust** to the filtered results.

Additionally, data can be **sorted by clicking column headers** – for example, to arrange groups by **sales value**, **profit**, or **profitability**.

Thanks to this, users can easily identify **the most important trade groups** and evaluate **their impact on the company’s sales and profitability**.

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