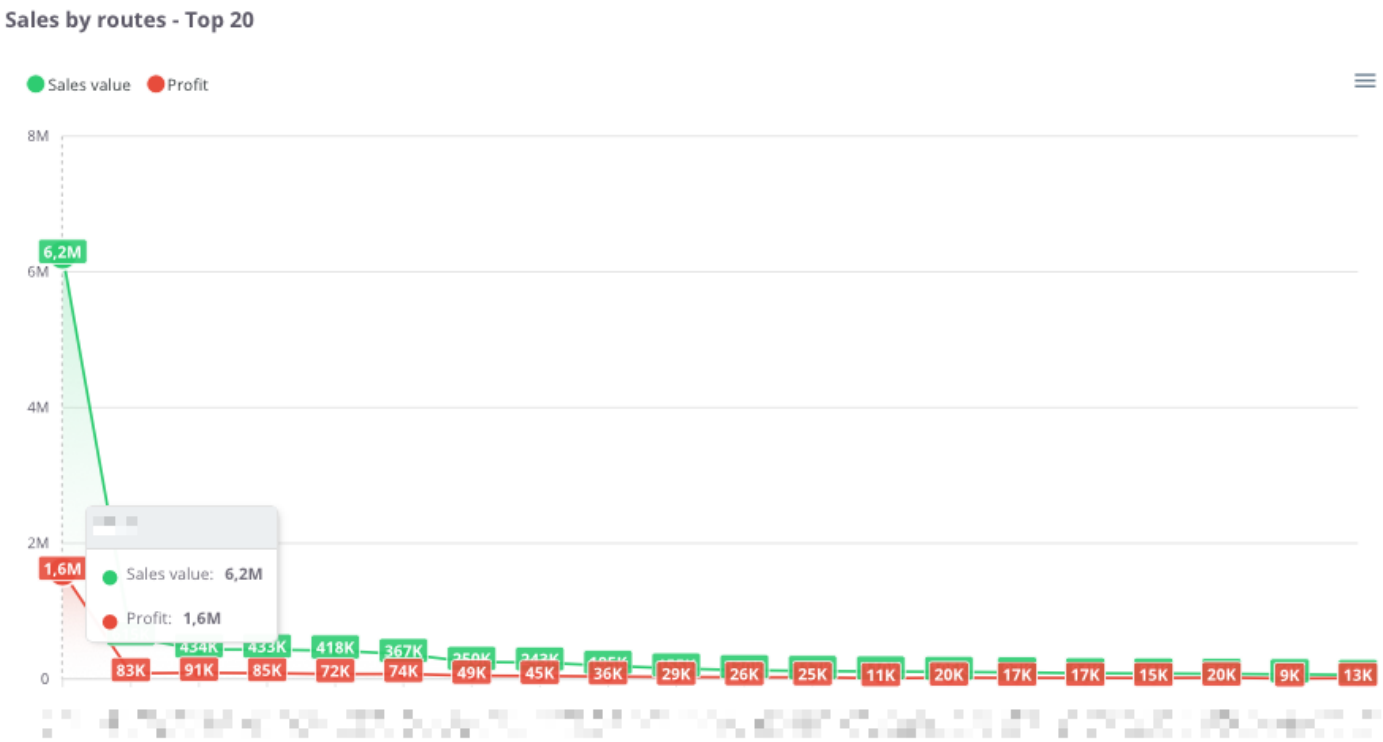
Sales - Sales by routes

> All values are calculated based on sales documents (WZ, PG, GP, ZW).

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

Sales by routes



“Sales by routes – Top 20” – the chart presents the **20 routes with the highest sales value**, along with the corresponding profit. This makes it possible to identify **which routes are the most profitable** and how their **profitability levels** compare.

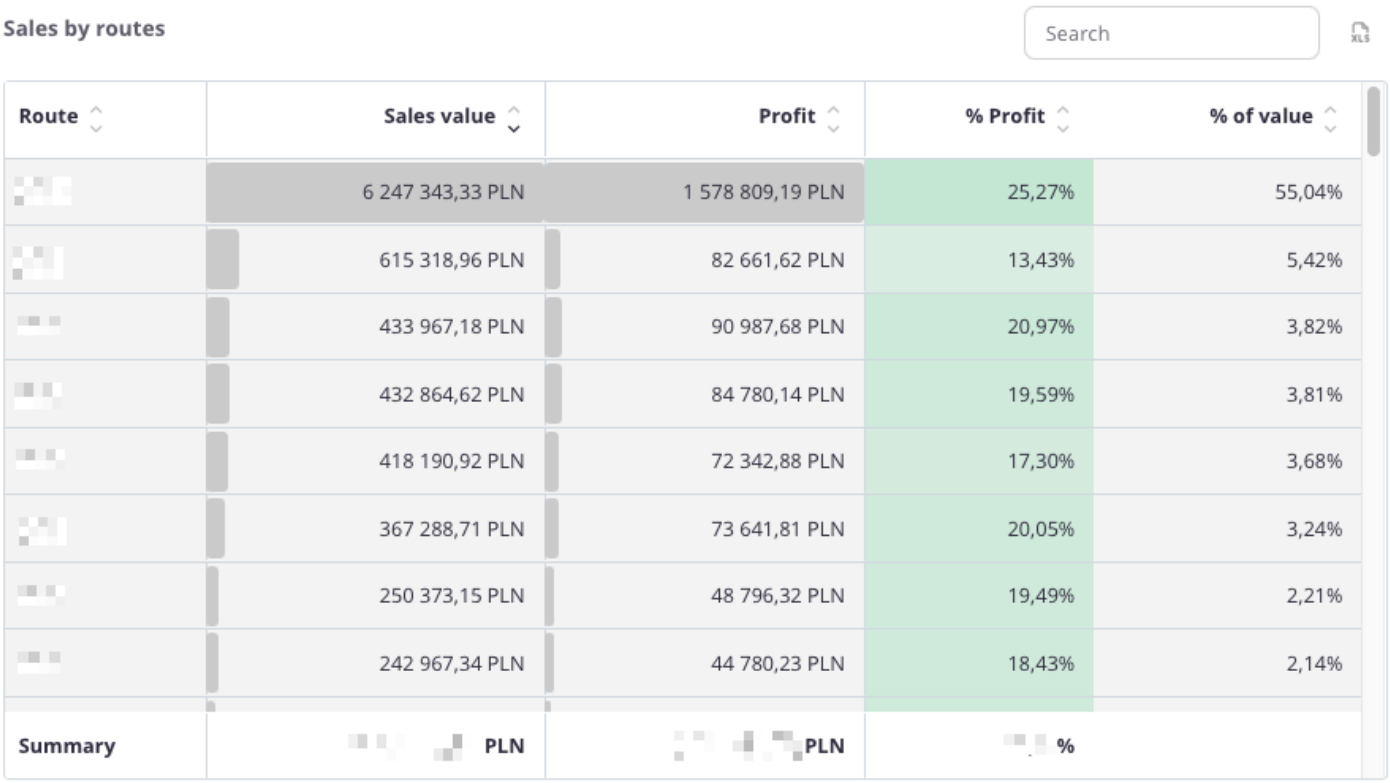
The chart displays:

- **Sales value (green)** – total sales assigned to the route,
- **Profit (red)** – financial result generated from sales on that route,

- **X-axis** – individual routes,
- **Y-axis** – sales and profit values.

Thanks to this chart, users can easily compare **which routes generate the highest revenue**, as well as assess **whether the profit share is proportional to the sales value**.

Sales by routes - table



“Sales by routes – table” – this summary presents **sales data broken down by individual routes**. It allows users to identify which routes generate the **highest revenue and profit**, as well as assess their **share in total company sales**.

The table includes the following fields:

- **Route** – route identifier,
- **Sales value** – total sales made on the route,
- **Profit** – financial result generated by sales on that route,
- **% Profit** – percentage share of profit in total sales value,
- **% Value** – percentage share of the route in total company sales.

The table uses **color highlighting**:

- **Green** – the more intense the color, the higher the profitability (% profit share),
- **Red** – indicates negative values, representing a loss.

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

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

Thanks to this, users can easily identify the **most profitable routes** and understand their **importance within the company's overall sales structure**.

Revision #5
Created 7 October 2025 13:23:56 by Rafał
Updated 17 April 2026 08:48:40 by Rafał