

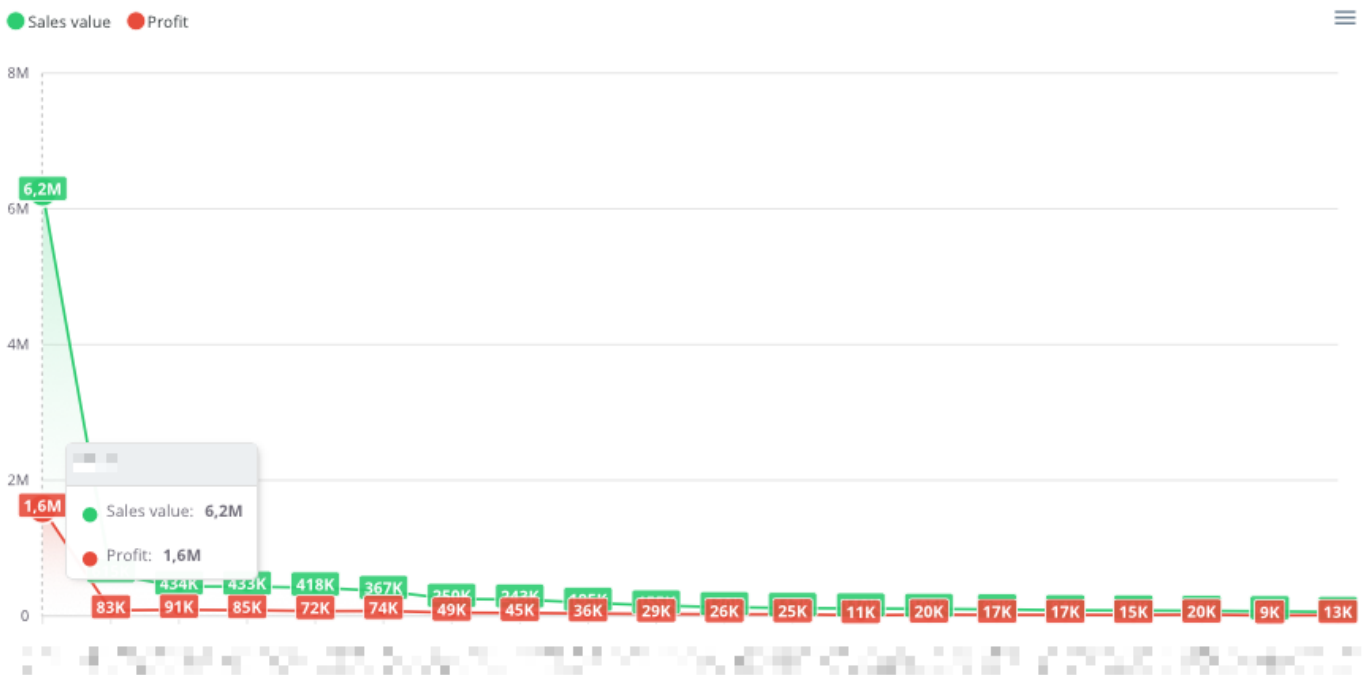
# Sales - Sales by routes

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



“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



Route	Sales value	Profit	% Profit	% of value
	6 247 343,33 PLN	1 578 809,19 PLN	25,27%	55,04%
	615 318,96 PLN	82 661,62 PLN	13,43%	5,42%
	433 967,18 PLN	90 987,68 PLN	20,97%	3,82%
	432 864,62 PLN	84 780,14 PLN	19,59%	3,81%
	418 190,92 PLN	72 342,88 PLN	17,30%	3,68%
	367 288,71 PLN	73 641,81 PLN	20,05%	3,24%
	250 373,15 PLN	48 796,32 PLN	19,49%	2,21%
	242 967,34 PLN	44 780,23 PLN	18,43%	2,14%
<b>Summary</b>	PLN	PLN	%	

“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**.

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