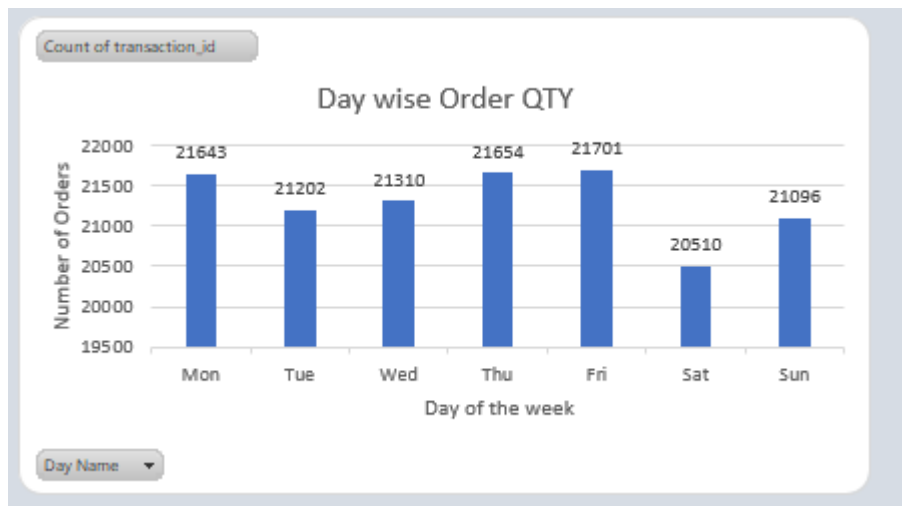


Question from the management side and my observations

### How do sales vary by day of the week and hour of the day?

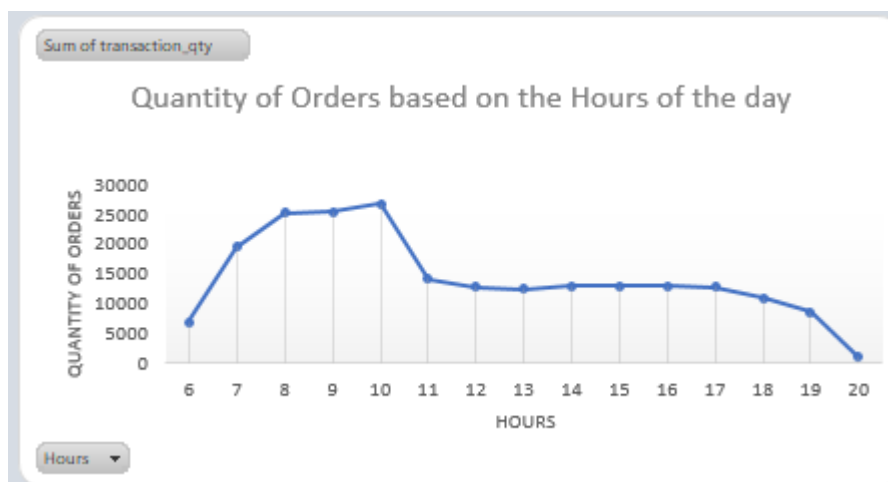
#### Analysis

As our analysts looked at the weekly trends from January to June, we can see that on Fridays, sales have gone significantly higher compared to the other days, as shown in the chart below.



### Are there any peak times for sales Activity?

The order quantity jumps significantly at the 10 AM morning slot, indicating that many customers come at that time.



"What is the total sales revenue for

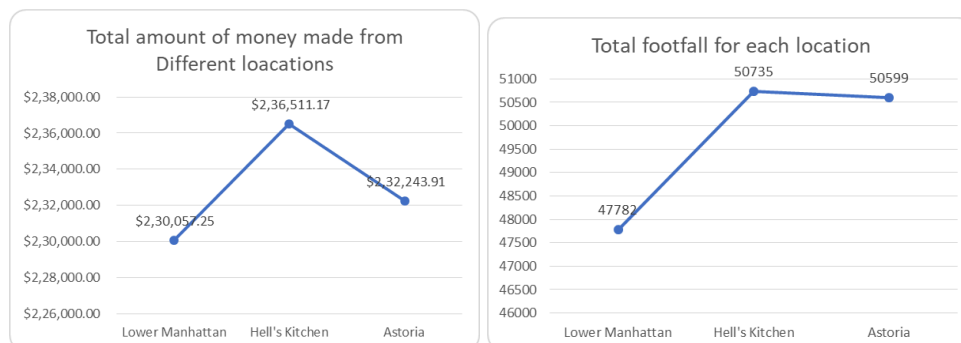
each month?"

Below are the total sales for each month, with June having the highest sales.

Month ▾	Total Sales
Jan	\$ 81,677.74
Feb	\$ 76,145.19
Mar	\$ 98,834.68
Apr	\$1,18,941.08
May	\$1,56,727.76
Jun	\$1,66,485.88

How do sales vary across different store locations?

Hell's Kitchen has made the highest amount of sales and foot traffic compared to the other two locations.



what is the average price/order per person?

Total Coffee sales 698812.3	Total Footfall 149116.0	Avg Bills/Person 4.7	Avg Order/Person 1.4
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"Which products are the bestselling in terms of quantity and revenue?"

"

In terms of revenue, Barista Espresso is at the top with total sales of \$91,406.20, but in terms of quantity, Brewed Chai tea has sold 17,183 units.

**How do sales vary by product category and type?**

39% of sales come from tea products, and among them, demand for Brewed Chai tea is the highest.

