

# URBAN RETAIL CO.

## Inventory Report Summary

Period : Jan '22 - Dec '23

Total Sales :  
**Rs. 53,94,42,283**

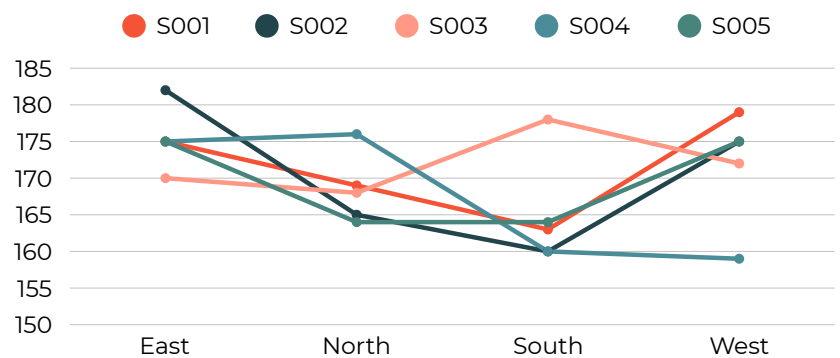
Total Units Sold:  
**1,05,91,317**

Total Units Ordered:  
**1,05,45,104**

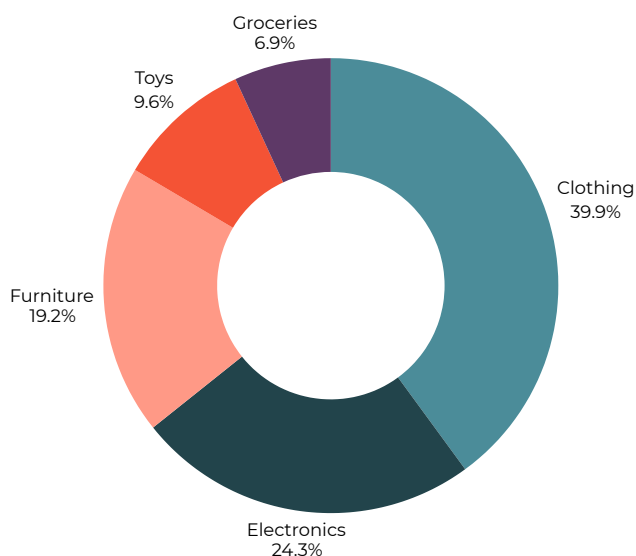
### Store ID Wise Product with the most stock

- S001 : P0057
- S002 : P0016
- S003 : P0125
- S004 : P0016
- S005 : P0061

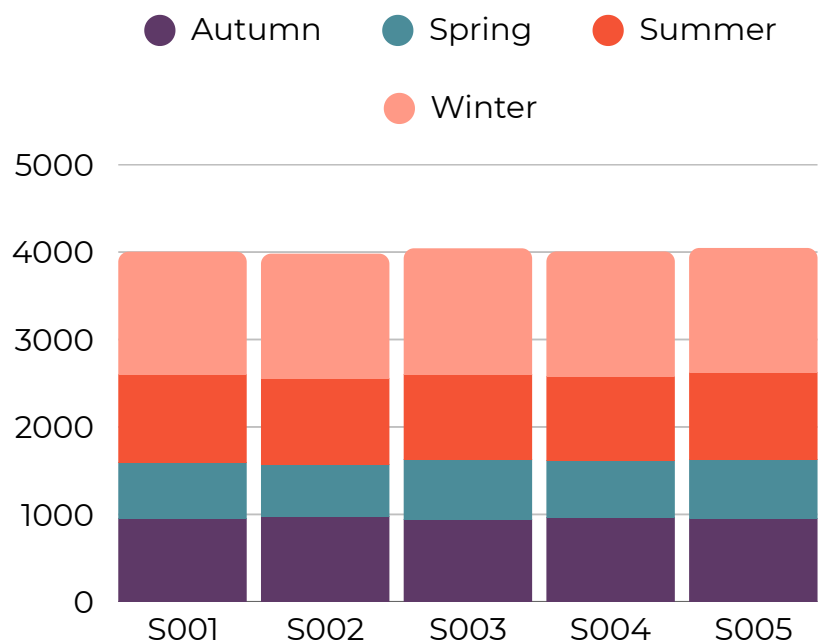
### Max. Low Inventory Days by Store IDs and Regions



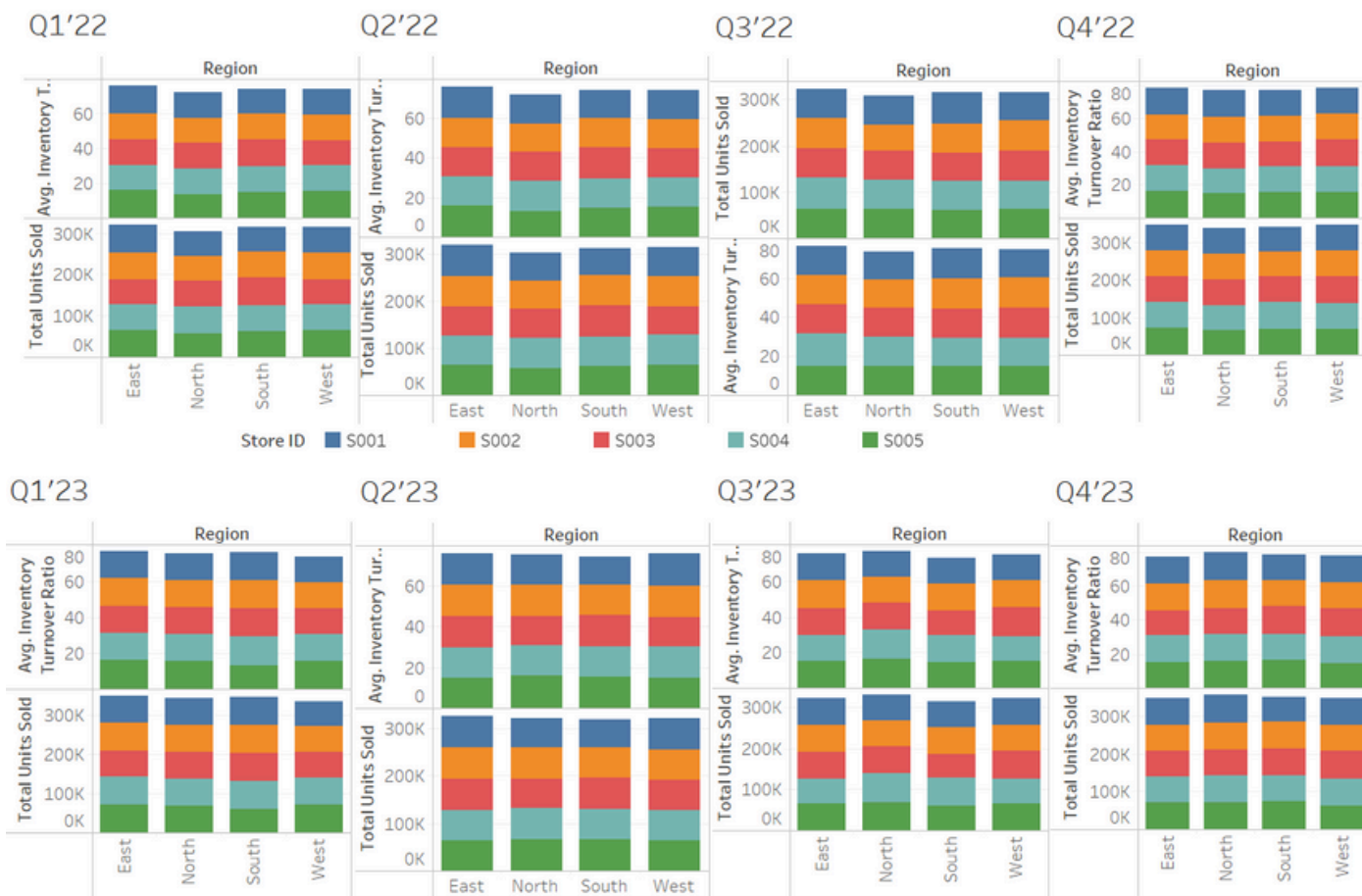
### Units Sold by Product Type



### Supplier Inconsistency Occurrences

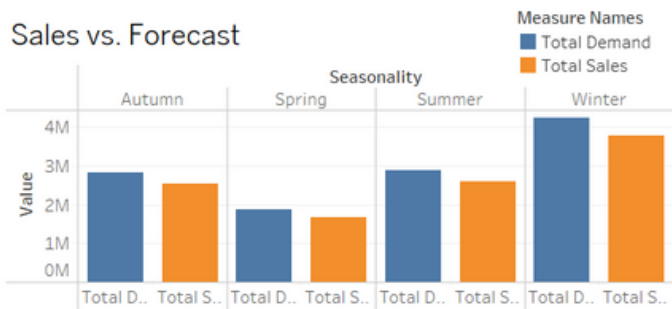


# Quarterly Inventory Turnover Analysis

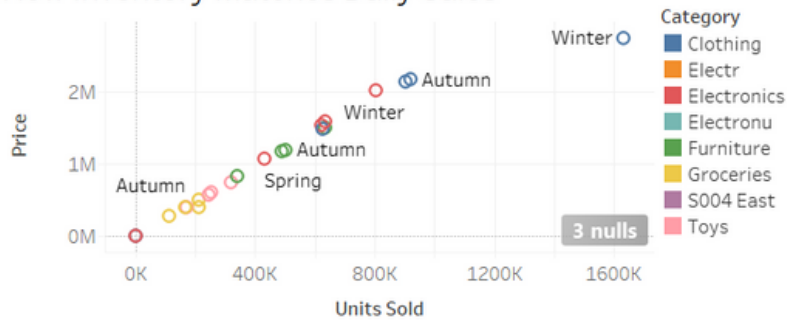


## Other Insightful Visuals

Sales vs. Forecast



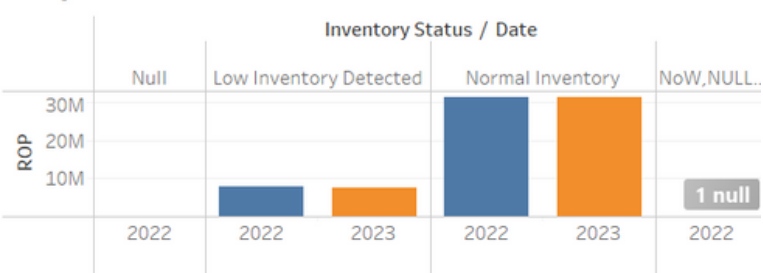
How Inventory Matches Daily Sales



Proportion of Fast, Slow, and Non-Moving Inventory



Daily Count of Products Below ROP



# Stock Adjustment Recommendations

## For Clothing Products:

- **Autumn** — It was observed that almost all stores had a surplus of non-moving and slow-moving items. The recommended action here would be to write off products to free up space and prevent losses, and apply promotions to clear the existing stock.
- **Winter** — Again, there was no store that had fast-moving items dominating. So again, here too, the same tactic is recommended.
- **Spring** — Same course of action.
- **Summer** — Same course of action.

## For Toys:

- **Autumn** — It was observed that almost all stores had a surplus of non-moving and slow-moving items. The recommended action here would be to write off products to free up space and prevent losses, and apply promotions to clear the existing stock.
- **Winter** — Store S005 had a surplus of fast-moving goods, indicating a need for strategic reordering to avoid stockouts.
- **Spring** — Non-moving items dominate, coupled with fast-moving ones, indicating a need for a combination of reordering and writing off.
- **Summer** — All the three types of items share equal dominance in the inventory, indicating a need for applying a combination of all.

## For Groceries:

- **Autumn** — Fast-moving items dominate, indicating a need for strategic reordering to avoid stockouts and maximise profits.
- **Winter** — The same was observed here.
- **Spring** — The recommended action here would be to write off products to free up space and prevent losses, and apply promotions to clear the existing stock.

For Groceries:

- **Summer** — All stores have non-moving products as majority, indicating a need to writing off these products or discounting them heavily to clear stocks.

For Furniture:

- **Autumn** — It was observed that almost all stores had a surplus of non-moving and slow-moving items. The recommended action here would be to write off products to free up space and prevent losses, and apply promotions to clear the existing stock.
- **Winter** — All stores are flooded with slow-moving products, indicating a need for discounts and promotions to clear them off quickly.
- **Spring** — Same as autumn.
- **Summer** — S002 has fast-moving inventory, requiring timed planning and reordering. The rest should follow the strategy as in autumn.

For Electronics:

- **Autumn** — A mix of fast and slow-moving products indicates a need for timed reordering and promotions for easy stock movement.
- **Winter** — All stores are flooded with fast-moving products, indicating a need for effective reorder planning for smooth functioning.
- **Spring** — Same as autumn.
- **Summer** — Same as winter.