

1. About The Business:

The analysis is done on small shop named "BALAK RAM & SONS". Basically, the area of business is Groceries such as Pulses, Salt, Flour and different types of Oils etc. Two months of data is collected (1Dec 2021 to 31 Jan 2022) to see variations in revenue, profit and inventories.

2. Analysis I have done:

- Revenue Analysis
- Profit Analysis
- Revenue and Profit Pareto analysis
- Average Inventory ratio analysis

3. Outcomes of analysis:

- Revenue and profit both are decreasing in month of January
- Revenue generated in December Rs.12,04,553 and in January Rs.11,63,541.
- Profit generated in December Rs.1,17,825 and in January Rs.67,598
- Revenue and Profit Pareto both follows strict pareto of approx. 15:85, which means 15 items are generating approximately 85% of revenue.
- M Oil(P)1X16 (mustard oil) is fastest moving item with average inventory ratio 8.762, whereas there are some items which are not moving at all such as MOIL GAGAN 15LTR, METHI MDH 50G etc.

4. Recommendation:

- i. He should remove non-moving items from stock.
- ii. The reason behind the dip in revenue and profit should be considered seriously.
- iii. Pareto is good enough that 15% of items are generating 85% of revenue and profit.