# **Exploratory Data analysis**

The exploratory data Analysis of Sales data of a company.

The detailed analysis of the company based on various factors is presented in this file.

#### **Data Dictionary**

- · Client ID Id for the client
- Client Name Client name
- Chanel ID The sales channel. The products are sold in various channels (kirana shops, super market, shops inside big apartments...)
- Agency ID ID of the selling agency
- city Where it is sold
- State State of the city
- Product\_ID Id of the product
- Product\_Name Name of the product
- id Unique identification
- Week\_Number Week number of the year
- Depot\_Route\_ID Storage depot ID
- No\_Sold # of product sold in that week
- sales amount # amount of sales in that week
- No Returns # number of returns that week
- Return\_amount Return amount
- Actual\_Adjusted\_Demand The actual demand that is predicted.

#### **Total Number of Observations**

74,180,464

Total Number of Observations having Adjusted demand equal to the difference between sales and returns

73,564,636

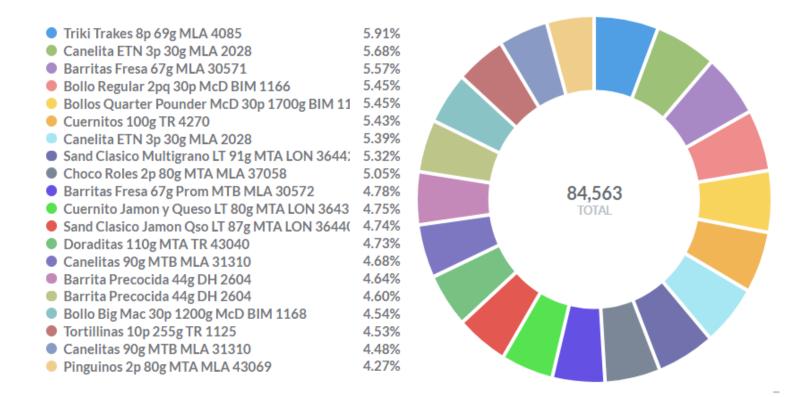
## Top 20 products per week

#### Week-3

♣ These are the Top 20 products of week-3 according to the Number of products sold.

Product ID	No Sold	Product Name
4,085	5,000	Triki Trakes 8p 69g MLA 4085
2,028	4,800	Canelita ETN 3p 30g MLA 2028
30,571	4,707	Barritas Fresa 67g MLA 30571
1,166	4,608	Bollo Regular 2pq 30p McD BIM 1166
1,167	4,608	Bollos Quarter Pounder McD 30p 1700g BIM 1167
4,270	4,590	Cuernitos 100g TR 4270
2,028	4,560	Canelita ETN 3p 30g MLA 2028
36,442	4,500	Sand Clasico Multigrano LT 91g MTA LON 36442
37,058	4,274	Choco Roles 2p 80g MTA MLA 37058
30,572	4,044	Barritas Fresa 67g Prom MTB MLA 30572
36,439	4,015	Cuernito Jamon y Queso LT 80g MTA LON 36439
36,440	4,012	Sand Clasico Jamon Qso LT 87g MTA LON 36440
43,040	4,000	Doraditas 110g MTA TR 43040
31,310	3,960	Canelitas 90g MTB MLA 31310
2,604	3,920	Barrita Precocida 44g DH 2604
2,604	3,892	Barrita Precocida 44g DH 2604
1,168	3,840	Bollo Big Mac 30p 1200g McD BIM 1168
1,125	3,834	Tortillinas 10p 255g TR 1125
31,310	3,785	Canelitas 90g MTB MLA 31310

♣ Pie chart showing the Top 20 products of week-3 according to the Number of products sold.



♣ These are the Top 20 Products of week-4 according to Number of products Sold.

Product ID	No Sold	Product Name
2,028	4,800	Canelita ETN 3p 30g MLA 2028
43,231	4,700	Pan Blanco 640g MTA BIM 43231
30,572	4,606	Barritas Fresa 67g Prom MTB MLA 30572
1,146	4,582	Pan Integral 675g BIM 1146
36,439	4,568	Cuernito Jamon y Queso LT 80g MTA LON 36439
2,604	4,340	Barrita Precocida 44g DH 2604
30,572	4,228	Barritas Fresa 67g Prom MTB MLA 30572
4,053	4,104	Bimkingo Jalapeno 86g CU LON 4053
2,604	4,060	Barrita Precocida 44g DH 2604
36,439	4,020	Cuernito Jamon y Queso LT 80g MTA LON 36439
4,085	4,000	Triki Trakes 8p 69g MLA 4085
43,040	4,000	Doraditas 110g MTA TR 43040
2,309	3,952	Mantecadas 2p 62 5g BIM 2309
32,394	3,898	Rebanada 2p 55g SP MTA BIM 32394
43,147	3,800	Dalmata 1p 55g MTB MLA 43147
31,711	3,720	English Muffins Natural 340g CU THO 31711
2,604	3,640	Barrita Precocida 44g DH 2604
33,794	3,632	Salmas 12g CJM SAN 33794
2,604	3,556	Barrita Precocida 44g DH 2604
36,988	3,541	Canelitas Navidad Mayoreo KC 360g CU MLA 36988

♣ These are the Top 20 Products of week-5 according to Number of products Sold.

31,310       4,759       Canelitas 90g MTB MLA 31310         2,604       4,732       Barrita Precocida 44g DH 2604         36,440       4,590       Sand Clasico Jamon Qso LT 87g MTA LON 36440         36,439       4,101       Cuernito Jamon y Queso LT 80g MTA LON 36439         43,231       4,100       Pan Blanco 640g MTA BIM 43231         30,575       4,011       Barritas Pina 67g Prom MTB MLA 30575         33,794       4,000       Salmas 12g CJM SAN 33794         4,053       3,960       Bimkingo Jalapeno 86g CU LON 4053         32,999       3,960       Sandwich Integral Cong 112g Prom CU LON 32999         2,604       3,920       Barrita Precocida 44g DH 2604         42,083       3,909       Sandwich Doble Fibra 187g CU LON 42083
36,440 4,590 Sand Clasico Jamon Qso LT 87g MTA LON 36440 36,439 4,101 Cuernito Jamon y Queso LT 80g MTA LON 36439 43,231 4,100 Pan Blanco 640g MTA BIM 43231 30,575 4,011 Barritas Pina 67g Prom MTB MLA 30575 33,794 4,000 Salmas 12g CJM SAN 33794 4,053 3,960 Bimkingo Jalapeno 86g CU LON 4053 32,999 3,960 Sandwich Integral Cong 112g Prom CU LON 32999 2,604 3,920 Barrita Precocida 44g DH 2604 42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
36,439 4,101 Cuernito Jamon y Queso LT 80g MTA LON 36439  43,231 4,100 Pan Blanco 640g MTA BIM 43231  30,575 4,011 Barritas Pina 67g Prom MTB MLA 30575  33,794 4,000 Salmas 12g CJM SAN 33794  4,053 3,960 Bimkingo Jalapeno 86g CU LON 4053  32,999 3,960 Sandwich Integral Cong 112g Prom CU LON 32999  2,604 3,920 Barrita Precocida 44g DH 2604  42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
43,231 4,100 Pan Blanco 640g MTA BIM 43231  30,575 4,011 Barritas Pina 67g Prom MTB MLA 30575  33,794 4,000 Salmas 12g CJM SAN 33794  4,053 3,960 Bimkingo Jalapeno 86g CU LON 4053  32,999 3,960 Sandwich Integral Cong 112g Prom CU LON 32999  2,604 3,920 Barrita Precocida 44g DH 2604  42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
30,575 4,011 Barritas Pina 67g Prom MTB MLA 30575  33,794 4,000 Salmas 12g CJM SAN 33794  4,053 3,960 Bimkingo Jalapeno 86g CU LON 4053  32,999 3,960 Sandwich Integral Cong 112g Prom CU LON 32999  2,604 3,920 Barrita Precocida 44g DH 2604  42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
33,794 4,000 Salmas 12g CJM SAN 33794  4,053 3,960 Bimkingo Jalapeno 86g CU LON 4053  32,999 3,960 Sandwich Integral Cong 112g Prom CU LON 32999  2,604 3,920 Barrita Precocida 44g DH 2604  42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
4,053 3,960 Bimkingo Jalapeno 86g CU LON 4053 32,999 3,960 Sandwich Integral Cong 112g Prom CU LON 32999 2,604 3,920 Barrita Precocida 44g DH 2604 42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
32,999 3,960 Sandwich Integral Cong 112g Prom CU LON 32999  2,604 3,920 Barrita Precocida 44g DH 2604  42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
2,604 3,920 Barrita Precocida 44g DH 2604 42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
42,083 3,909 Sandwich Doble Fibra 187g CU LON 42083
33,198 3,904 Bollo Angus McDonalds 40p 2880g BIM 33198
2,028 3,840 Canelita ETN 3p 30g MLA 2028
43,033 3,726 Triki Trakes 8p 69g MTB MLA 43033
35,499 3,672 Bagel Thins Natural 369g CU THO 35499
42,083 3,632 Sandwich Doble Fibra 187g CU LON 42083
1,250 3,569 Donas Azucar 4p 105g BIM 1250
43,069 3,472 Pinguinos 2p 80g MTA MLA 43069
48,417 3,465 Bran Frut Fresa 48g BIM 48417
1,167 3,456 Bollos Quarter Pounder McD 30p 1700g BIM 1167

♣ These are the Top 20 Products of week-6 according to Number of products Sold.

Product ID	No Sold	Product Name
32,799	4,999	Galleta Gansito 62g SP MTA MLA 32799
31,319	4,966	Hot Dog Inte Est Sonora 500g DIF BIM 31319
43,231	4,936	Pan Blanco 640g MTA BIM 43231
36,441	4,796	Sand Clasico Dob Fibra LT 98g MTA LON 36441
36,439	4,777	Cuernito Jamon y Queso LT 80g MTA LON 36439
32,394	4,775	Rebanada 2p 55g SP MTA BIM 32394
35,895	4,144	Bimkingo Deli 150g CU LON 35895
7,761	4,000	Bubulubu 20g RIC 7761
34,078	3,960	Barritas Fresa Escolar 26 5g MTA MLA 34078
2,604	3,920	Barrita Precocida 44g DH 2604
42,083	3,909	Sandwich Doble Fibra 187g CU LON 42083
2,309	3,892	Mantecadas 2p 62 5g BIM 2309
43,187	3,640	Pan Integral 675g MTA BIM 43187
36,439	3,600	Cuernito Jamon y Queso LT 80g MTA LON 36439
2,604	3,500	Barrita Precocida 44g DH 2604
1,166	3,456	Bollo Regular 2pq 30p McD BIM 1166
1,146	3,430	Pan Integral 675g BIM 1146
36,440	3,420	Sand Clasico Jamon Qso LT 87g MTA LON 36440
35,841	3,411	Triki Intenso 80g Tira CU MLA 35841
2,604	3,360	Barrita Precocida 44g DH 2604

♣ These are the Top 20 Products of week-7 according to Number of products Sold.

Product ID	No Sold	Product Name
32,799	4,983	Galleta Gansito 62g SP MTA MLA 32799
2,604	4,844	Barrita Precocida 44g DH 2604
2,604	4,732	Barrita Precocida 44g DH 2604
1,167	4,608	Bollos Quarter Pounder McD 30p 1700g BIM 1167
42,083	4,540	Sandwich Doble Fibra 187g CU LON 42083
2,604	4,340	Barrita Precocida 44g DH 2604
36,439	4,165	Cuernito Jamon y Queso LT 80g MTA LON 36439
36,439	4,036	Cuernito Jamon y Queso LT 80g MTA LON 36439
1,284	3,850	Rebanada 2p 55g BIM 1284
35,895	3,820	Bimkingo Deli 150g CU LON 35895
31,310	3,781	Canelitas 90g MTB MLA 31310
1,146	3,638	Pan Integral 675g BIM 1146
4,053	3,600	Bimkingo Jalapeno 86g CU LON 4053
1,125	3,539	Tortillinas 10p 255g TR 1125
37,058	3,481	Choco Roles 2p 80g MTA MLA 37058
30,569	3,473	Barritas Fresa Salvado 67g Prom MTB MLA 30569
43,069	3,425	Pinguinos 2p 80g MTA MLA 43069
32,558	3,400	Mi Bran Frut Fresa 32g CU BIM 32558
43,231	3,297	Pan Blanco 640g MTA BIM 43231
36,440	3,240	Sand Clasico Jamon Qso LT 87g MTA LON 36440

♣ These are the Top 20 Products of week-8 according to Number of products Sold.

Product ID	No Sold	Product Name
30,916	7,200	Barri Frut Fresa 12p 37g Prom Dpy CU BIM 30916
33,794	5,000	Salmas 12g CJM SAN 33794
43,069	4,997	Pinguinos 2p 80g MTA MLA 43069
37,058	4,975	Choco Roles 2p 80g MTA MLA 37058
36,442	4,860	Sand Clasico Multigrano LT 91g MTA LON 36442
37,058	4,680	Choco Roles 2p 80g MTA MLA 37058
42,089	4,560	Sandwich Clasico Americano 175g CU LON 42089
2,028	4,380	Canelita ETN 3p 30g MLA 2028
2,028	4,080	Canelita ETN 3p 30g MLA 2028
2,604	3,920	Barrita Precocida 44g DH 2604
35,897	3,917	Sandwich Clasico Deli 169g CU LON 35897
42,083	3,908	Sandwich Doble Fibra 187g CU LON 42083
36,442	3,745	Sand Clasico Multigrano LT 91g MTA LON 36442
7,761	3,700	Bubulubu 20g RIC 7761
2,309	3,640	Mantecadas 2p 62 5g BIM 2309
42,083	3,631	Sandwich Doble Fibra 187g CU LON 42083
32,558	3,617	Mi Bran Frut Fresa 32g CU BIM 32558
2,028	3,600	Canelita ETN 3p 30g MLA 2028
36,439	3,499	Cuernito Jamon y Queso LT 80g MTA LON 36439
1,125	3,472	Tortillinas 10p 255g TR 1125

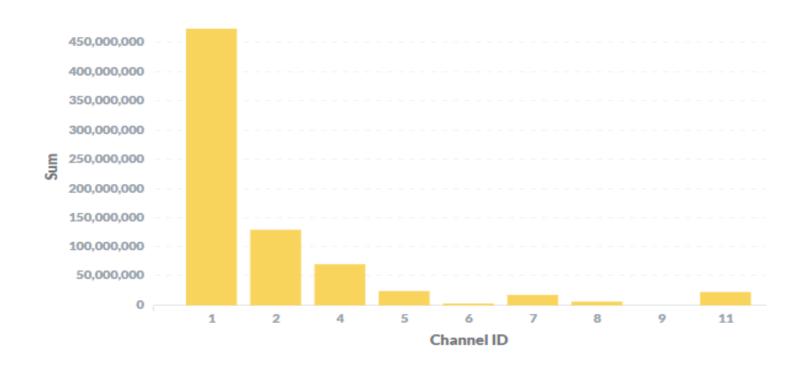
♣ These are the Top 20 Products of week-9 according to Number of products Sold.

Product ID	No Sold	Product Name
1,182	4,872	Tostado 210g CU BIM 1182
2,604	4,480	Barrita Precocida 44g DH 2604
30,314	4,456	Canelitas KC 360g MLA 30314
36,442	4,354	Sand Clasico Multigrano LT 91g MTA LON 36442
43,069	4,343	Pinguinos 2p 80g MTA MLA 43069
36,440	4,320	Sand Clasico Jamon Qso LT 87g MTA LON 36440
2,028	4,044	Canelita ETN 3p 30g MLA 2028
43,231	3,866	Pan Blanco 640g MTA BIM 43231
7,761	3,800	Bubulubu 20g RIC 7761
2,309	3,796	Mantecadas 2p 62 5g BIM 2309
36,441	3,750	Sand Clasico Dob Fibra LT 98g MTA LON 36441
36,442	3,747	Sand Clasico Multigrano LT 91g MTA LON 36442
1,182	3,706	Tostado 210g CU BIM 1182
36,439	3,690	Cuernito Jamon y Queso LT 80g MTA LON 36439
1,167	3,456	Bollos Quarter Pounder McD 30p 1700g BIM 1167
32,999	3,420	Sandwich Integral Cong 112g Prom CU LON 32999
30,314	3,399	Canelitas KC 360g MLA 30314
36,610	3,373	Bolsa Mini Rocko 40p 13g CU MLA 36610
2,604	3,360	Barrita Precocida 44g DH 2604
46,440	3,333	Sandwich clasico Jamon Queso 87g LON 46440

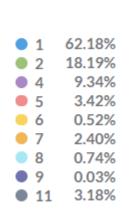
## **Net Sales Per Channel per week**

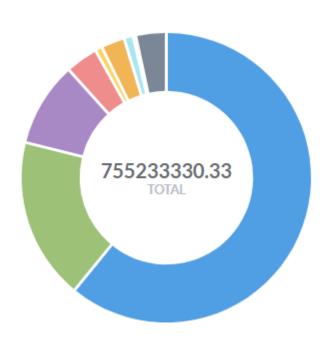
#### Week-3

Channel ID	Sum
1	473413088
2	130059488
4	70550560
5	25239156
6	3557020.2
7	17357864
8	5964281
9	195633.38
11	23387048

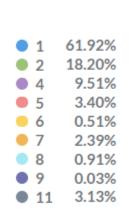


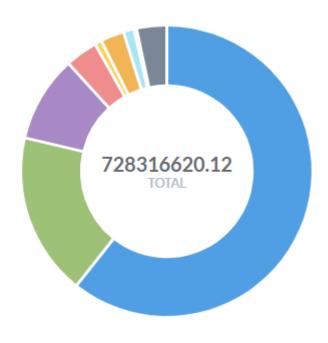
Sum
470429856
137384768
70507352
25853590
3913557.8
18153308
5591011.5
201958.33
24052452



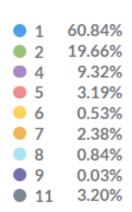


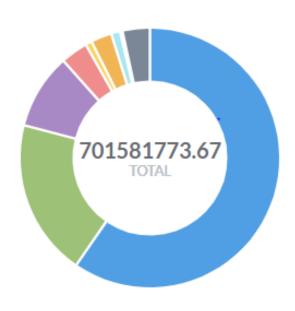
Channel ID	Sum
1	450968928
2	132569992
4	69227664
5	24798396
6	3699566
7	17403182
8	6606847
9	229217.12
11	22812828



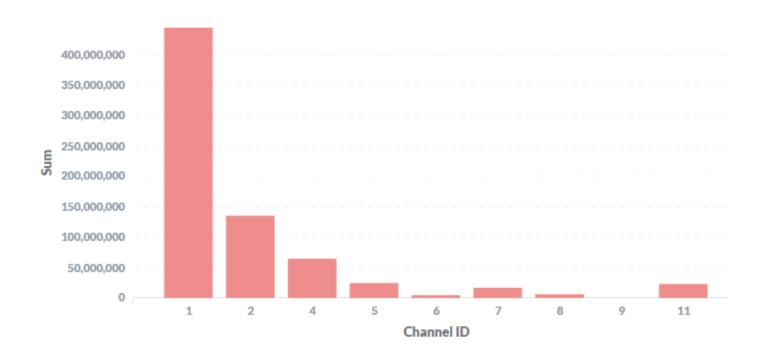


Channel ID	Sum
1	426860032
2	137934432
4	65421484
5	22365544
6	3732437.5
7	16677624
8	5916952
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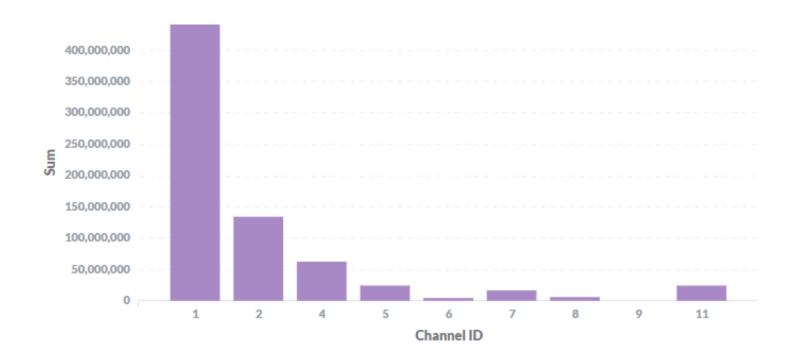




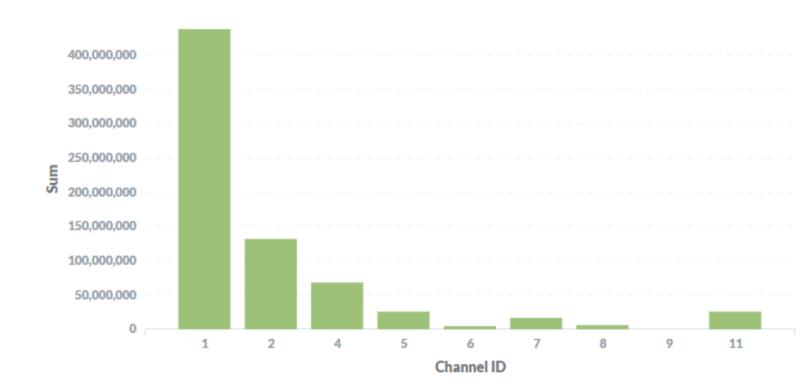
Channel ID	Sum
1	444940864
2	136091872
4	64816876
5	24392274
6	4556211
7	17270896
8	5931888
9	215150
11	23620160

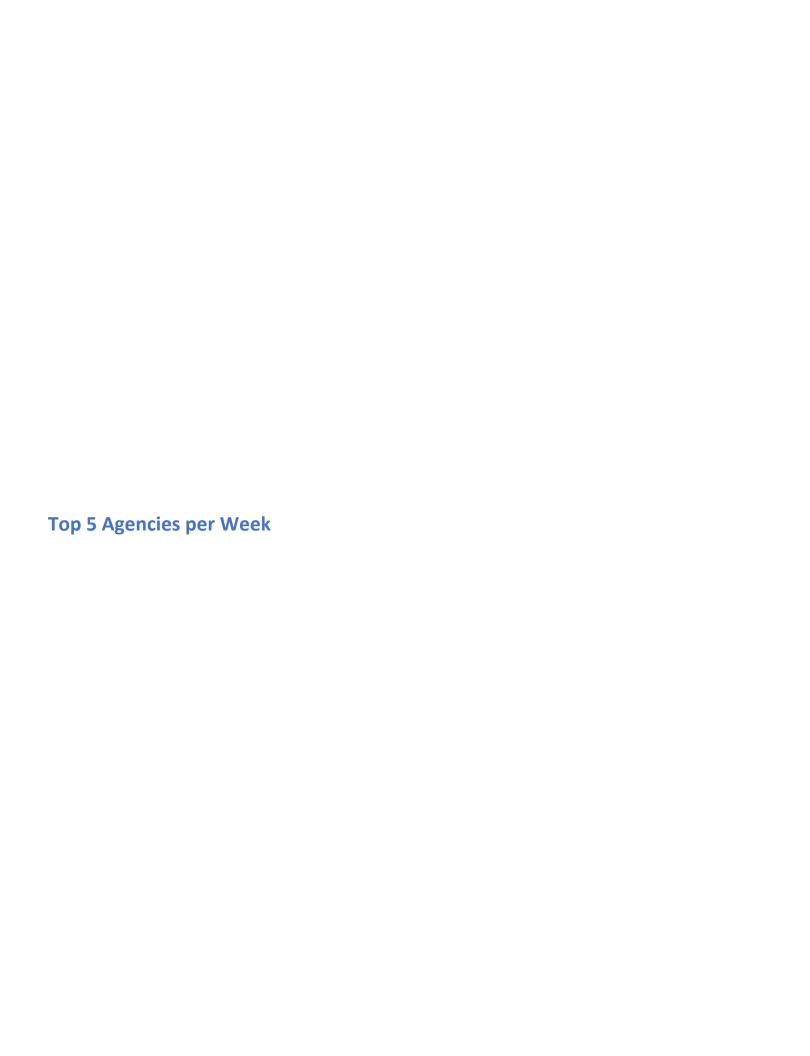


Channel ID	Sum
1	440884832
2	133867616
4	62587760
5	24442048
6	4572356.5
7	16409595
8	5965626
9	246130.4
11	23720364



Channel ID	Sum
1	437930592
2	132174152
4	67976640
5	25268642
6	4542465
7	16656374
8	5612905.5
9	224528.5
11	25832368





Week Number	Agency ID	No Sold	Rank
3	1,554	5,000	1
3	1,279	4,800	2
3	1,139	4,800	2
3	1,279	4,800	2
3	2,211	4,707	5
4	3,223	4,800	1
4	4,011	4,700	2
4	1,237	4,606	3
4	1,279	4,582	4
4	1,934	4,568	5
5	4,011	4,759	1
5	1,139	4,732	2
5	1,314	4,590	3
5	2,614	4,101	4
5	4,011	4,100	5

Week Number	Agency ID	No Sold	Rank
6	1,469	4,999	1
6	1,535	4,966	2
6	4,011	4,936	3
6	2,614	4,796	4
6	2,614	4,777	5
7	1,469	4,983	1
7	1,259	4,844	2
7	1,139	4,732	3
7	1,160	4,608	4
7	1,524	4,540	5
8	1,435	7,200	1
8	1,465	5,000	2
8	4,011	4,997	3
8	4,011	4,975	4
8	2,059	4,860	5
9	1,245	4,872	1
9	1,259	4,480	2
9	1,524	4,456	3
9	2,059	4,354	4
9	4,011	4,343	5

### WEEK-3

## **4** Fast-Moving Products according to No\_Sold in Week-3

Fasting moving products			÷	×
Product ID	No Sold	Product Name		
4,085	5,000	Triki Trakes 8p 69g MLA 4085		
2,028	4,800	Canelita ETN 3p 30g MLA 2028		
30,571	4,707	Barritas Fresa 67g MLA 30571		
1,166	4,608	Bollo Regular 2pq 30p McD BIM 1166		
1,167	4,608	Bollos Quarter Pounder McD 30p 1700g BIM 1167		
4,270	4,590	Cuernitos 100g TR 4270		
2,028	4,560	Canelita ETN 3p 30g MLA 2028		
36,442	4,500	Sand Clasico Multigrano LT 91g MTA LON 36442		
37,058	4,274	Choco Roles 2p 80g MTA MLA 37058		
30,572	4,044	Barritas Fresa 67g Prom MTB MLA 30572		
36,439	4,015	Cuernito Jamon y Queso LT 80g MTA LON 36439		
36,440	4,012	Sand Clasico Jamon Qso LT 87g MTA LON 36440		
43,040	4,000	Doraditas 110g MTA TR 43040		
31,310	3,960	Canelitas 90g MTB MLA 31310		
2,604	3,920	Barrita Precocida 44g DH 2604		
2,604	3,892	Barrita Precocida 44g DH 2604		
1,168	3,840	Bollo Big Mac 30p 1200g McD BIM 1168		
1,125	3,834	Tortillinas 10p 255g TR 1125		
31,310	3,785	Canelitas 90g MTB MLA 31310		
43,069	3,614	Pinguinos 2p 80g MTA MLA 43069		

# ♣ Slowing Moving products according to No\_Sold in Week-3 These Products have least No of products Sold with high Number of return sales.

Client ID	Product ID	No Sold	No Returns	Product Name
1,050,905	36,441	0	16,345	Sand Clasico Dob Fibra LT 98g MTA LON 36441
4,102,610	4,053	0	4,104	Bimkingo Jalapeno 86g CU LON 4053
140,327	31,512	0	1,630	Canelitas Tubo 33p 180g SP MTB MLA 31512
139,402	31,512	0	1,370	Canelitas Tubo 33p 180g SP MTB MLA 31512
2,466,781	412	0	1,250	Canelitas Inst 30g MLA 412
1,260,733	2,604	0	1,008	Barrita Precocida 44g DH 2604
2,225,059	32,558	0	1,000	Mi Bran Frut Fresa 32g CU BIM 32558
4,597,742	1,278	0	807	Nito 1p 62g BIM 1278
20,245	31,512	0	800	Canelitas Tubo 33p 180g SP MTB MLA 31512
652,850	36,128	0	778	Mini Gansito Pack 3p 75g MTB MLA 36128
1,057,078	2,604	0	672	Barrita Precocida 44g DH 2604
1,295,524	36,439	0	555	Cuernito Jamon y Queso LT 80g MTA LON 36439
712,342	36,610	0	520	Bolsa Mini Rocko 40p 13g CU MLA 36610
4,344,485	34,468	0	509	Pan Deli Avena 6p 440g BIM 34468
1,526,036	1,145	0	500	Pan Integral 680g BIM 1145
271,223	36,610	0	440	Bolsa Mini Rocko 40p 13g CU MLA 36610
1,628,593	2,233	0	404	Pan Blanco 640g BIM 2233
1,909,334	34,468	0	370	Pan Deli Avena 6p 440g BIM 34468
845,345	43,263	0	360	Choco Roles 2p 80g MTB MLA 43263
25,531	43,307	0	353	Gansito 1p 50g CCharola MTA MLA 43307

# 4 The Top-20 Clients who purchased for maximum amount in week-3.

Client ID	No Of Different Products	Sum Of Sales Amount
653,378	17,801	22,633,210
653,039	790	1,075,065.8
827,594	4	1,069,183
652,850	378	598,068.4
1,216,931	77	590,980.94
1,200,400	114	410,531.38
19,260	125	360,571.53
5,903,732	143	314,467.94
19,174	118	300,020.44
23,849	103	282,358.66
60	34	278,579.94
653,124	196	278,041.78
20,990	88	272,626.88
886,620	161	269,705.47
20,983	25	267,297.8
22,534	93	261,739.4
2,082,738	205	239,008.52
17,851	125	236,574.03
22,861	118	234,924.8
26,201	90	234,768.05

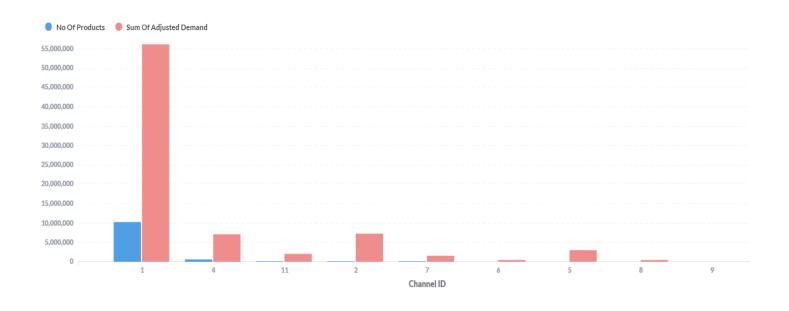
## ♣ The Number of Products and adjusted demand of each agency For week-3

Agency ID	No Of Different Products	Sum Of Adjusted Demand
1,911	123,440	762,673
1,123	111,015	510,159
1,220	102,694	488,755
2,013	97,455	464,854
1,219	93,925	479,551
1,351	93,198	617,643
1,347	92,556	533,135
1,912	88,579	544,556
1,945	88,370	486,710
1,126	87,708	473,518
2,034	85,936	486,406
1,312	85,495	533,438
1,117	84,704	461,611
1,153	84,285	398,942
1,315	83,984	522,578
2,015	83,554	392,658
1,470	80,363	461,720
1,140	79,500	362,928
1,121	79,468	474,117
2,057	79,225	384,811

# Number of Products and the adjusted demand of each channel sorted according to Number of Products in week-3

Channel ID	No Of Products	Sum Of Adjusted Demand
1	10,187,879	56,154,862
4	550,739	7,018,552
11	137,184	1,990,317
2	120,523	7,181,704
7	100,604	1,489,526
6	37,410	451,766
5	21,071	2,903,645
8	9,744	469,635
9	53	4,302

## **4** Bar-Graph



# ♣ The top-20 Products according to the Number of Clients who brought that product.

Product ID	Product Name	No Of Clients
1,240	Mantecadas Vainilla 4p 125g BIM 1240	327,755
1,242	Donitas Espolvoreadas 6p 105g BIM 1242	310,159
2,233	Pan Blanco 640g BIM 2233	286,806
1,250	Donas Azucar 4p 105g BIM 1250	278,623
1,232	Panque Nuez 255g BIM 1232	241,638
1,284	Rebanada 2p 55g BIM 1284	224,283
41,938	Mantecadas Nuez 123g BIM 41938	215,613
30,572	Barritas Fresa 67g Prom MTB MLA 30572	214,110
1,146	Pan Integral 675g BIM 1146	210,878
35,651	Madalenas 3p 93g BIM 35651	206,010
1,125	Tortillinas 10p 255g TR 1125	200,019
1,278	Nito 1p 62g BIM 1278	198,808
1,238	Panquecito Gota Choc 2p 140g BIM 1238	194,927
1,212	Roles Canela 2p 120g BIM 1212	193,564
1,309	Bimbunuelos 4p 66g BIM 1309	192,356
1,109	Pan Blanco Chico 360g BIM 1109	191,804
43,285	Gansito 1p 50g MTB MLA 43285	179,959
37,058	Choco Roles 2p 80g MTA MLA 37058	174,465
43,069	Pinguinos 2p 80g MTA MLA 43069	173,040
1,216	Roles Glass 2p 135g BIM 1216	167,108

Note: The same client can be counted twice if he has brought the product twice.

## The Top-20 Products which has highest actual adjusted demand.

Product ID	Product Name	Sum Of Adjusted Demand
2,425	Nito 1p 62g Central BIM 2425	2,864,024
1,278	Nito 1p 62g BIM 1278	2,391,500
43,285	Gansito 1p 50g MTB MLA 43285	2,357,631
1,284	Rebanada 2p 55g BIM 1284	2,245,586
30,572	Barritas Fresa 67g Prom MTB MLA 30572	2,141,605
1,240	Mantecadas Vainilla 4p 125g BIM 1240	1,899,139
1,250	Donas Azucar 4p 105g BIM 1250	1,788,198
2,233	Pan Blanco 640g BIM 2233	1,704,762
1,125	Tortillinas 10p 255g TR 1125	1,676,741
36,610	Bolsa Mini Rocko 40p 13g CU MLA 36610	1,646,979
1,242	Donitas Espolvoreadas 6p 105g BIM 1242	1,566,166
35,651	Madalenas 3p 93g BIM 35651	1,373,678
45,143	Polvoroncitos Panera 40p 16 25g TR 45143	1,300,999
37,058	Choco Roles 2p 80g MTA MLA 37058	1,250,725
30,532	Principe 10p 106g Prom MTB MLA 30532	1,081,880
30,575	Barritas Pina 67g Prom MTB MLA 30575	1,068,612
43,069	Pinguinos 2p 80g MTA MLA 43069	986,723
1,150	Medias Noches 8p 340g BIM 1150	946,527
1,146	Pan Integral 675g BIM 1146	932,521
43,307	Gansito 1p 50g CCharola MTA MLA 43307	873,958

## WEEK-4

## **4** Fast-Moving Products according to No\_Sold in Week-4

Product ID	No Sold	Product Name
2,028	4,800	Canelita ETN 3p 30g MLA 2028
43,231	4,700	Pan Blanco 640g MTA BIM 43231
30,572	4,606	Barritas Fresa 67g Prom MTB MLA 30572
1,146	4,582	Pan Integral 675g BIM 1146
36,439	4,568	Cuernito Jamon y Queso LT 80g MTA LON 36439
2,604	4,340	Barrita Precocida 44g DH 2604
30,572	4,228	Barritas Fresa 67g Prom MTB MLA 30572
4,053	4,104	Bimkingo Jalapeno 86g CU LON 4053
2,604	4,060	Barrita Precocida 44g DH 2604
36,439	4,020	Cuernito Jamon y Queso LT 80g MTA LON 36439
4,085	4,000	Triki Trakes 8p 69g MLA 4085
43,040	4,000	Doraditas 110g MTA TR 43040
2,309	3,952	Mantecadas 2p 62 5g BIM 2309
32,394	3,898	Rebanada 2p 55g SP MTA BIM 32394
43,147	3,800	Dalmata 1p 55g MTB MLA 43147
31,711	3,720	English Muffins Natural 340g CU THO 31711
2,604	3,640	Barrita Precocida 44g DH 2604
33,794	3,632	Salmas 12g CJM SAN 33794
2,604	3,556	Barrita Precocida 44g DH 2604
36,988	3,541	Canelitas Navidad Mayoreo KC 360g CU MLA 36988

♣ Slowing Moving products according to No\_Sold in Week-4 These Products have least No of products Sold with high Number of return sales.

Client ID	Product ID	No Sold	No Returns	Product Name
1,050,905	36,441	0	12,760	Sand Clasico Dob Fibra LT 98g MTA LON 36441
4,102,610	4,053	0	3,960	Bimkingo Jalapeno 86g CU LON 4053
1,112,446	7,814	0	1,973	Kranky 40g RIC 7814
2,225,059	32,558	0	1,550	Mi Bran Frut Fresa 32g CU BIM 32558
1,057,078	2,604	0	1,288	Barrita Precocida 44g DH 2604
1,260,733	2,604	0	1,232	Barrita Precocida 44g DH 2604
2,225,059	2,233	0	1,189	Pan Blanco 640g BIM 2233
96,871	1,150	0	854	Medias Noches 8p 340g BIM 1150
271,223	36,610	0	800	Bolsa Mini Rocko 40p 13g CU MLA 36610
7,356,474	1,278	0	720	Nito 1p 62g BIM 1278
1,686,797	34,914	0	713	Totopos 280g TNB DH 34914
4,634,964	48,417	0	667	Bran Frut Fresa 48g BIM 48417
1,909,334	34,468	0	603	Pan Deli Avena 6p 440g BIM 34468
4,668,527	1,278	0	551	Nito 1p 62g BIM 1278
7,970,382	1,150	0	534	Medias Noches 8p 340g BIM 1150
712,342	36,610	0	520	Bolsa Mini Rocko 40p 13g CU MLA 36610
7,970,382	1,160	0	510	Bimbollos 8p 450g BIM 1160
2,034,005	1,145	0	500	Pan Integral 680g BIM 1145
4,344,485	34,468	0	489	Pan Deli Avena 6p 440g BIM 34468
1,628,593	2,233	0	485	Pan Blanco 640g BIM 2233

# The Top-20 Clients who purchased for maximum amount in week-3.

Client ID	No Of Different Products	Sum Of Sales Amount
653,378	17,805	23,184,742
653,039	768	1,142,445.8
1,216,931	86	659,427.75
652,850	379	542,084.5
5,903,732	• 194	480,983.88
1,200,400	118	441,906.38
1,093,627	240	425,447.2
19,260	127	417,879.38
2,502,084	60	397,785.5
827,594	3	337,585.8
19,174	109	331,769
22,534	95	292,567.44
20,959	113	290,963.62
2,082,738	205	285,752.6
17,815	98	269,487.78
653,124	198	268,249.12
20,591	91	266,503.6
26,201	102	259,252.34
20,990	86	258,199.92
16,063	115	255,895.52

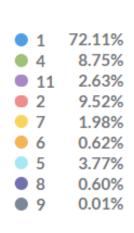
## ♣ The Number of Products and adjusted demand of each agency For week-4

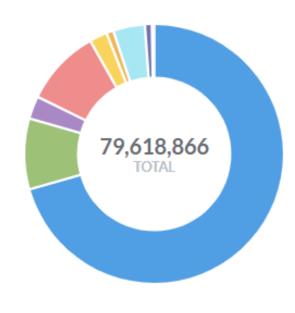
Agency ID	No Of Different Products	Sum Of Adjusted Demand
1,911	123,818	825,389
1,123	110,820	515,944
1,220	101,120	504,796
2,013	99,698	493,089
1,219	92,074	476,655
1,347	89,845	569,653
1,351	87,690	595,516
1,945	86,869	504,261
1,912	86,800	605,618
1,312	86,465	590,884
1,126	85,927	474,053
1,315	84,954	560,681
2,015	84,936	413,318
1,117	84,301	471,719
1,153	83,998	405,102
2,034	82,896	484,774
1,121	82,080	507,991
1,470	78,690	461,844
2,012	78,045	369,905
1,116	77,727	497,521

# ♣ Number of Products and the adjusted demand of each channel sorted according to Number of Products in week-4

Channel ID	No Of Products	Sum Of Adjusted Demand
1	10,024,289	57,415,516
4	550,472	6,969,884
11	139,718	2,095,625
2	120,865	7,582,078
7	103,751	1,577,849
6	39,538	491,885
5	21,024	3,000,075
8	9,882	481,537
9	54	4,417

**4** Pie-Chart showing the distribution of demand by various channels.





# ♣ The top-20 Products according to the Number of Clients who brought that product.

Product ID	Product Name	No Of Clients
1,240	Mantecadas Vainilla 4p 125g BIM 1240	316,611
1,242	Donitas Espolvoreadas 6p 105g BIM 1242	302,721
2,233	Pan Blanco 640g BIM 2233	276,714
1,250	Donas Azucar 4p 105g BIM 1250	271,788
1,284	Rebanada 2p 55g BIM 1284	242,045
1,232	Panque Nuez 255g BIM 1232	223,236
30,572	Barritas Fresa 67g Prom MTB MLA 30572	213,272
1,146	Pan Integral 675g BIM 1146	206,655
41,938	Mantecadas Nuez 123g BIM 41938	205,469
35,651	Madalenas 3p 93g BIM 35651	204,151
1,278	Nito 1p 62g BIM 1278	198,007
1,309	Bimbunuelos 4p 66g BIM 1309	189,583
1,109	Pan Blanco Chico 360g BIM 1109	186,185
1,238	Panquecito Gota Choc 2p 140g BIM 1238	181,975
1,212	Roles Canela 2p 120g BIM 1212	180,139
43,285	Gansito 1p 50g MTB MLA 43285	171,773
43,069	Pinguinos 2p 80g MTA MLA 43069	168,985
37,058	Choco Roles 2p 80g MTA MLA 37058	165,854
1,125	Tortillinas 10p 255g TR 1125	161,737
1,216	Roles Glass 2p 135g BIM 1216	157,461

Note: The same client can be counted twice if he has brought the product twice.

## The Top-20 Products which has highest actual adjusted demand.

Product ID	Product Name	Sum Of Adjusted Demand
2,425	Nito 1p 62g Central BIM 2425	3,414,616
1,284	Rebanada 2p 55g BIM 1284	2,643,231
1,278	Nito 1p 62g BIM 1278	2,576,050
43,285	Gansito 1p 50g MTB MLA 43285	2,184,835
30,572	Barritas Fresa 67g Prom MTB MLA 30572	2,180,472
1,240	Mantecadas Vainilla 4p 125g BIM 1240	1,838,156
1,250	Donas Azucar 4p 105g BIM 1250	1,785,487
36,610	Bolsa Mini Rocko 40p 13g CU MLA 36610	1,774,988
2,233	Pan Blanco 640g BIM 2233	1,603,163
1,242	Donitas Espolvoreadas 6p 105g BIM 1242	1,563,903
45,143	Polvoroncitos Panera 40p 16 25g TR 45143	1,455,134
35,651	Madalenas 3p 93g BIM 35651	1,392,275
1,125	Tortillinas 10p 255g TR 1125	1,342,744
30,532	Principe 10p 106g Prom MTB MLA 30532	1,223,818
37,058	Choco Roles 2p 80g MTA MLA 37058	1,160,168
30,575	Barritas Pina 67g Prom MTB MLA 30575	1,058,749
43,069	Pinguinos 2p 80g MTA MLA 43069	966,380
1,146	Pan Integral 675g BIM 1146	926,311
1,150	Medias Noches 8p 340g BIM 1150	921,709
43,307	Gansito 1p 50g CCharola MTA MLA 43307	871,522