



Production and Sales Analysis

Analyzed by: Hadiqa Malik





Year
All

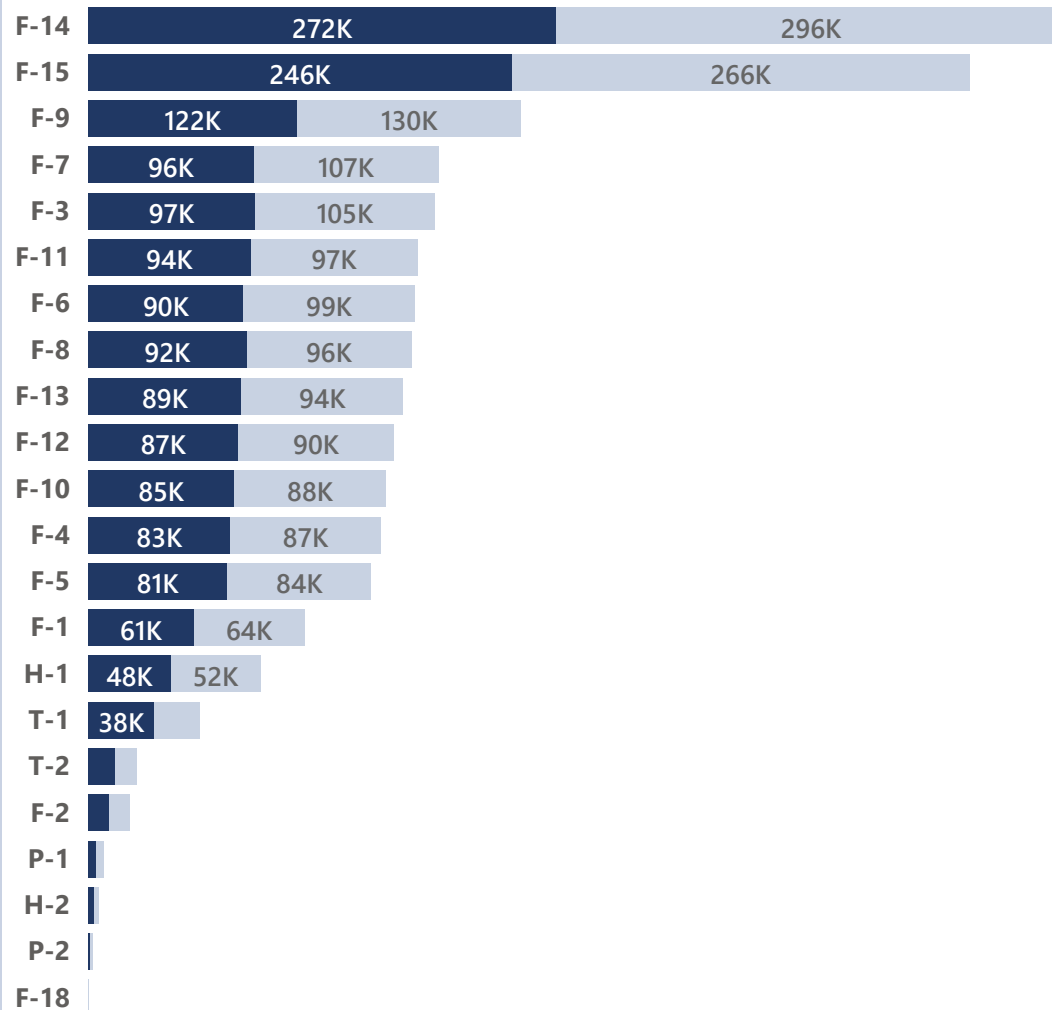
Machines
All

Machine Type
All

AIKEEN INDUSTRIES

Machine Productivity

Actual Production by Machines



Shift ● Shift#1 ● Shift#2

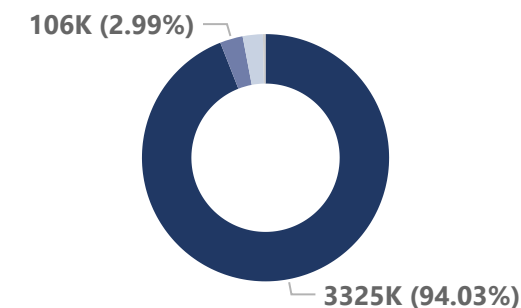
21

Total Machines

4

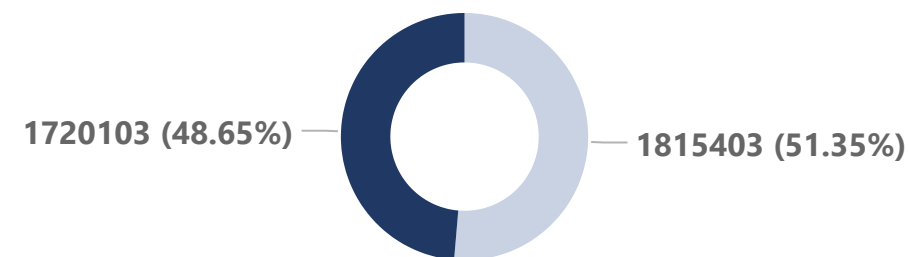
Total Machine Types

Total Production by Machine Type



Machine Type ● Forming ● Heating ● Topping ● Packaging

Total Production by Shifts



Shift ● Shift#2 ● Shift#1



Year

▼

All

▼

Product

▼

All

▼

Product Type

▼

All

▼

Production Analysis

3535524

Total Actual Production

8,785,646

Total Production Forecast

304

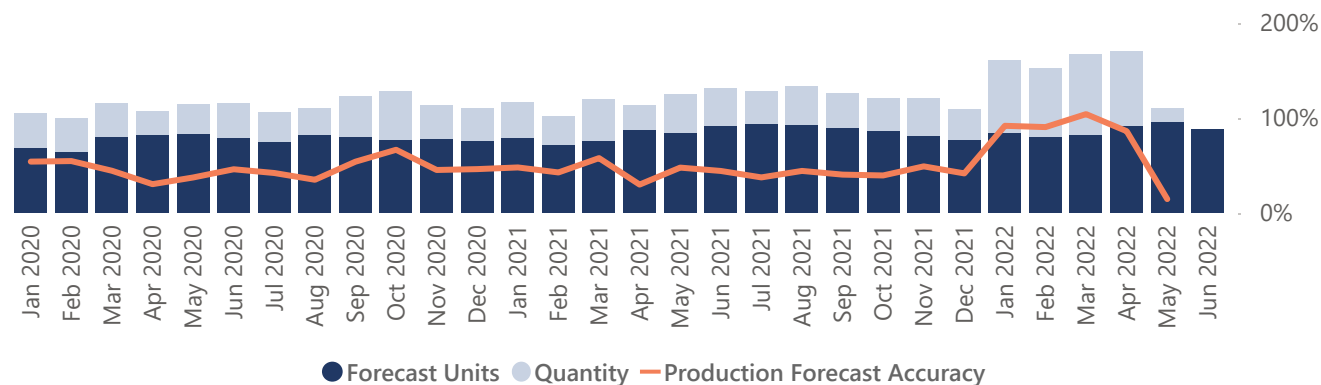
Number of Produced Items

40.24%

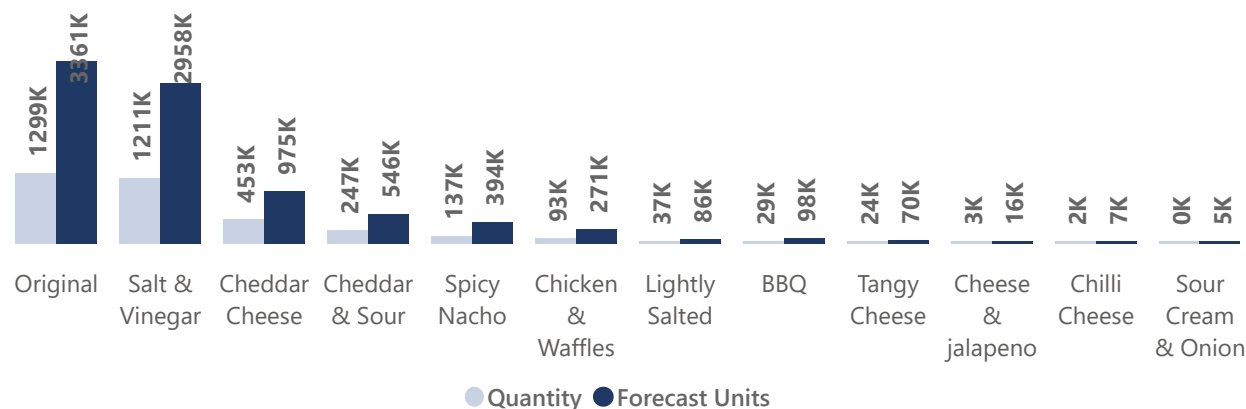
Production Forecast Accuracy



Actual vs Total Production with Forecast Accuracy



Actual vs Forecast Production (Product Type Wise)



Product	Actual Production	Production Forecast	Production Forecast Accuracy
Product 85	213	8.00	2662.50%
Product 68	201	53.30	377.11%
Product 478	311	91.00	341.76%
Product 664	52	22.20	234.23%
Product 34	968	455.00	212.75%
Product 529	264	146.00	180.82%
Product 43	24	15.00	160.00%
Product 208	75	55.00	136.36%
Product 681	12	10.00	120.00%
Product 15	1273	1,094.00	116.36%
Product 105	1297	1,220.70	106.25%
Product 74	2537	2,490.50	101.87%
Product 13	401	400.00	100.25%
Product 329	550	551.80	99.67%
Product 652	1148	1,205.50	95.23%
Product 8	560	600.00	93.33%
Product 204	4945	5,374.00	92.02%
Product 21	548	606.40	90.37%
Product 227	15	17.00	88.24%
Product 17	1716	1,999.50	85.82%
Product 274	149	176.00	84.66%
Total	3535524	8,785,645.50	40.24%



Year

All

Product

All

Product Type

All

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Sales Analysis

7,842,663

Total Sales Forecast

8,785,646

Total Production Forecast

360

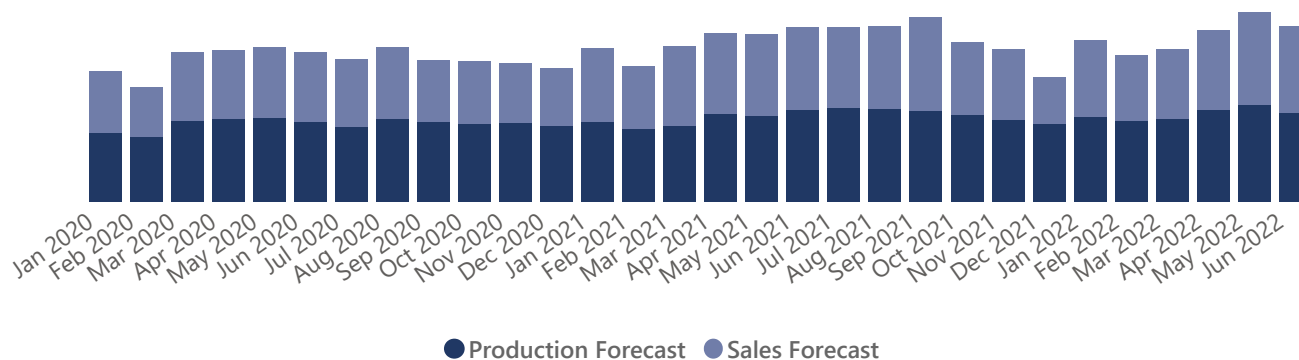
No. of Products Forecast

0.60%

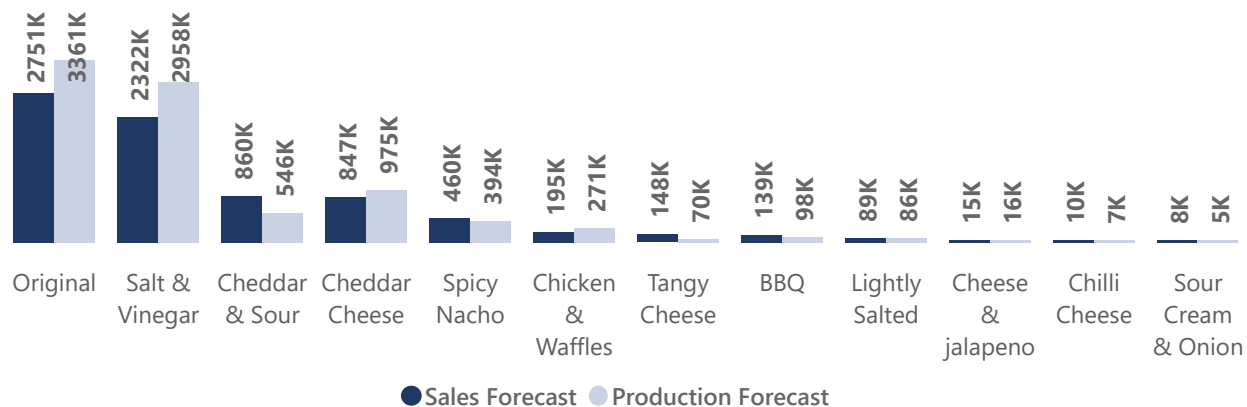
Sales Forecast Accuracy



Sales Forecast vs Production Forecast



Sales Forecast vs Production Forecast (Product Types Wise)



Product	Sales Forecast Units	Production Forecast Units	Sales Forecast Accuracy
+ Product 109	449,539.10	546,530.40	0.44%
+ Product 144	320,732.70	378,508.10	0.54%
+ Product 134	318,286.80	338,564.30	0.40%
+ Product 110	261,779.80	285,365.50	0.60%
+ Product 133	241,835.50	327,887.20	0.65%
+ Product 5	212,467.40	173,176.40	0.56%
+ Product 103	211,882.00	231,586.90	1.95%
+ Product 169	179,984.70	223,600.10	0.73%
+ Product 165	152,262.80	207,884.50	0.42%
+ Product 139	135,037.00	146,733.80	0.31%
+ Product 145	117,908.40	147,565.40	0.78%
+ Product 115	117,536.60	141,755.00	0.41%
+ Product 131	116,770.70	134,471.70	0.80%
+ Product 125	115,170.00	207,363.50	1.20%
+ Product 151	114,386.10	153,055.80	0.69%
+ Product 184	112,337.00	122,547.30	0.89%
+ Product 181	111,714.60	148,491.60	1.30%
+ Product 112	106,609.70	164,564.40	0.88%
+ Product 1	102,918.70	39,454.80	0.01%
+ Product 148	99,296.70	128,570.10	0.93%
+ Product 202	98,909.90	31,658.30	
Total	7,842,663.10	8,785,645.50	0.60%



Year

All

Product

All

Product Type

All

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Inventory Analysis

211060

Total Inventory (in Units)

46963

Number of Goods Sold

164097

Closing Inventory (in units)

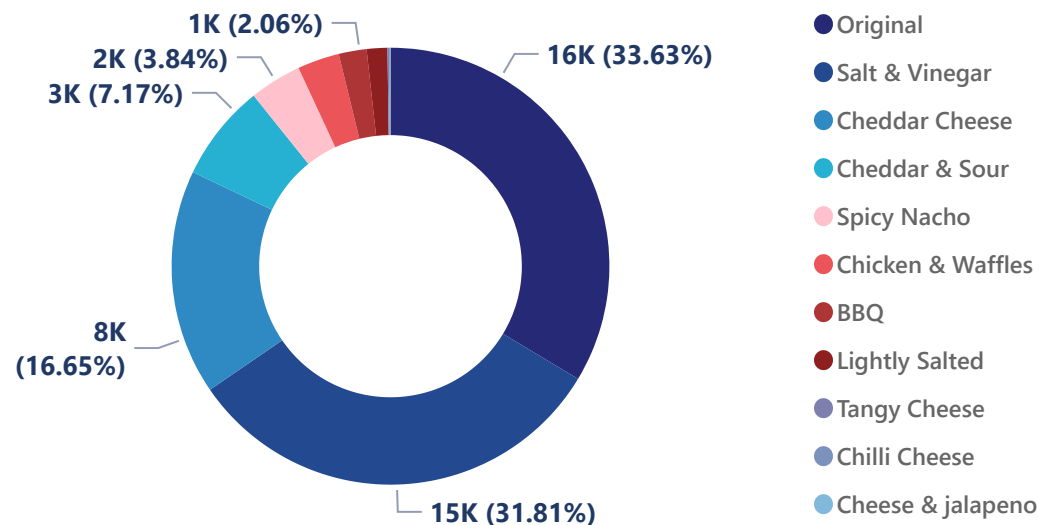
77.75%

Fill Rate

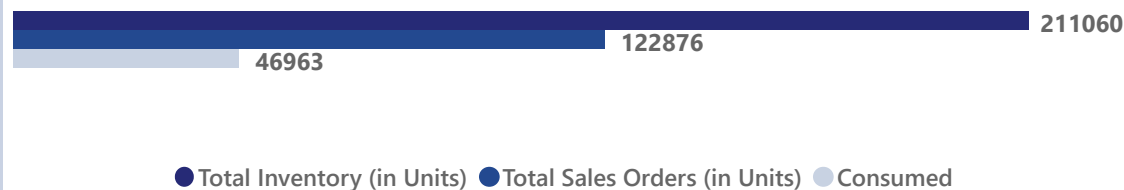
1.13

Sell-through Unit

Number of Goods Sold (Product Types Wise)



Total vs Ordered vs Consumed Inventory (in Units)



Moving Inventory Status

Product	Total Inventory (in units)	Ordered Quantity	Consumed	Over/Under Stocks	Fill Rate	Sell-through Unit
Product 109	10181	7953	1985	243	80.5%	
Product 103	7866	4713	4131	978	47.5%	1.96
Product 110	7692	4635	1564	1493	79.7%	0.44
Product 133	7481	4283	1578	1520	78.9%	
Product 131	6582	1737	938	3907	85.7%	
Product 134	5739	2009	1278	2452	77.7%	
Product 139	5142	1609	416	3117	91.9%	0.09
Product 100	4468	728	1389	2351	68.9%	0.60
Product 112	3996	1556	934	1506	76.6%	
Product 98	3773	1965	292	1516	92.3%	
Product 5	3472	5364	1188	-3080	65.8%	2.41
Product 159	3413	1485	424	1504	87.6%	
Product 145	3401	2023	920	458	72.9%	0.56
Product 163	3093	976	286	1831	90.8%	0.14
Product 82	3009	46	0	2963	100.0%	
Product 77	2960	88	20	2852	99.3%	
Product 144	2937	5271	1722	-4056	41.4%	2.13
Product 169	2892	3381	1322	-1811	54.3%	1.31
Product 90	2816	1132	393	1291	86.0%	0.24
Product 102	2750	1265	4040	553	62.3%	
Total	211060	122876	46963	40727	77.7%	1.13



Year

All

Product

All

Product Type

All

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176

Goods offered for Sale

112

No of Consumed Products

64

Inventory with no Sales

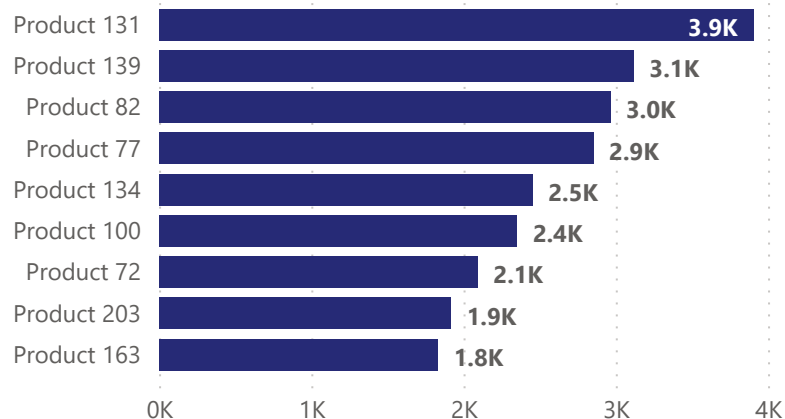
40727

Shortage Orders

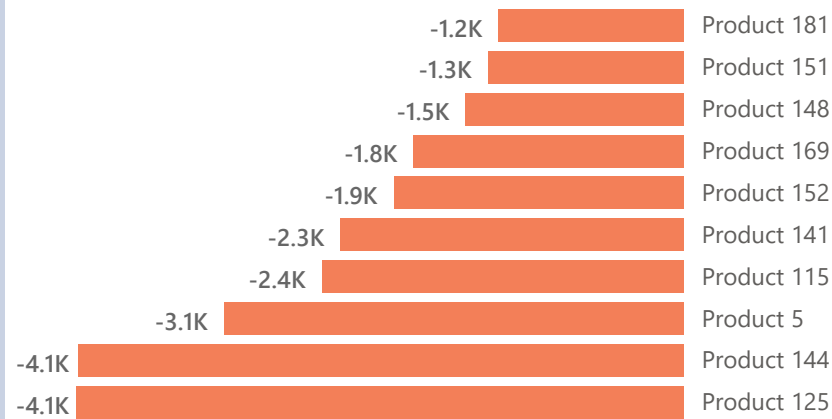
22.25%

% of inventory sold out

Surplus Inventory (in Units)



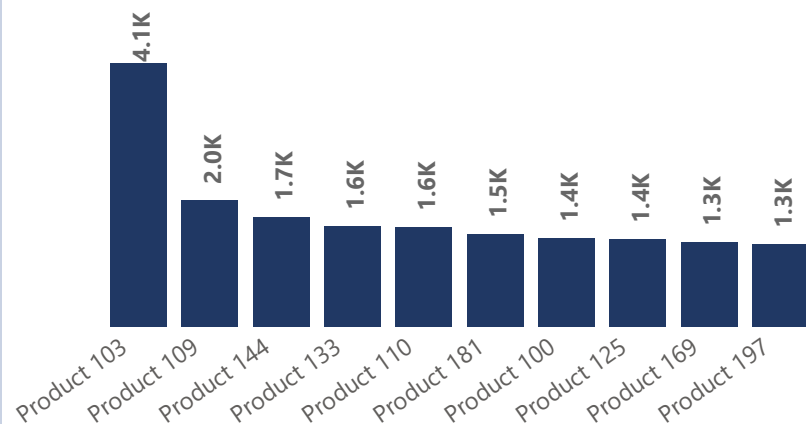
Understock Products in Inventory (Units)



Moving Inventory Status

Product	Inventory with 0 Sales
Product 101	0
Product 102	0
Product 105	0
Product 107	0
Product 124	0
Product 135	0
Product 138	0
Product 140	0
Product 154	0
Product 157	0
Product 167	0
Product 175	0
Product 177	0
Product 18	0
Product 180	0
Product 185	0
Product 187	0
Product 188	0
Product 191	0
Product 203	0
Product 204	0
Total	0

Top Selling Products (in Units)



Leftover Inventory (in Units)

