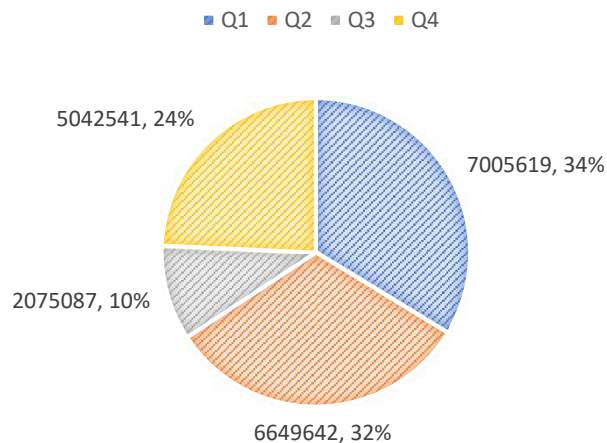




Report 8

Total sold quantity Quarterly in Fiscal year 2020



Insights

1. Q1 Shows Peak Sales:

- Q1 (7,005,619) had the highest sales, indicating strong performance early in the year.
- Likely due to New Year promotions or seasonal demand.

2. Sales Drop in Q3:

- Q3 (2,075,087) shows a significant drop, suggesting seasonal slowdown or lower customer activity.
- Need to boost engagement and explore strategies for Q3.

3. Moderate Sales in Q2 & Q4:

- Q2 and Q4 had moderate sales, showing steady performance but room for growth.
- Focus on increasing sales in Q4, especially around holidays.

4. Strategic Planning for Low Quarters:

- Q3 needs focused marketing efforts and promotions to increase sales.
- Targeted campaigns during slow months can help.

5. Improved Forecasting:

- Understanding sales trends across quarters helps with accurate financial forecasting and inventory planning.

6. Seasonality:

- Q3 dip indicates seasonal fluctuations, which can guide product and marketing strategies.

7. Replicate Q1 Success:

- Leverage successful strategies from Q1 for other quarters to improve performance.