

RETAIL PERFORMANCE OVERVIEW

EXECUTIVE SUMMARY 2022-2023

Select a region:

East

North

South

West

Select a category:

Clothing

Electronics

Furniture

Groceries

Toys

550.23M

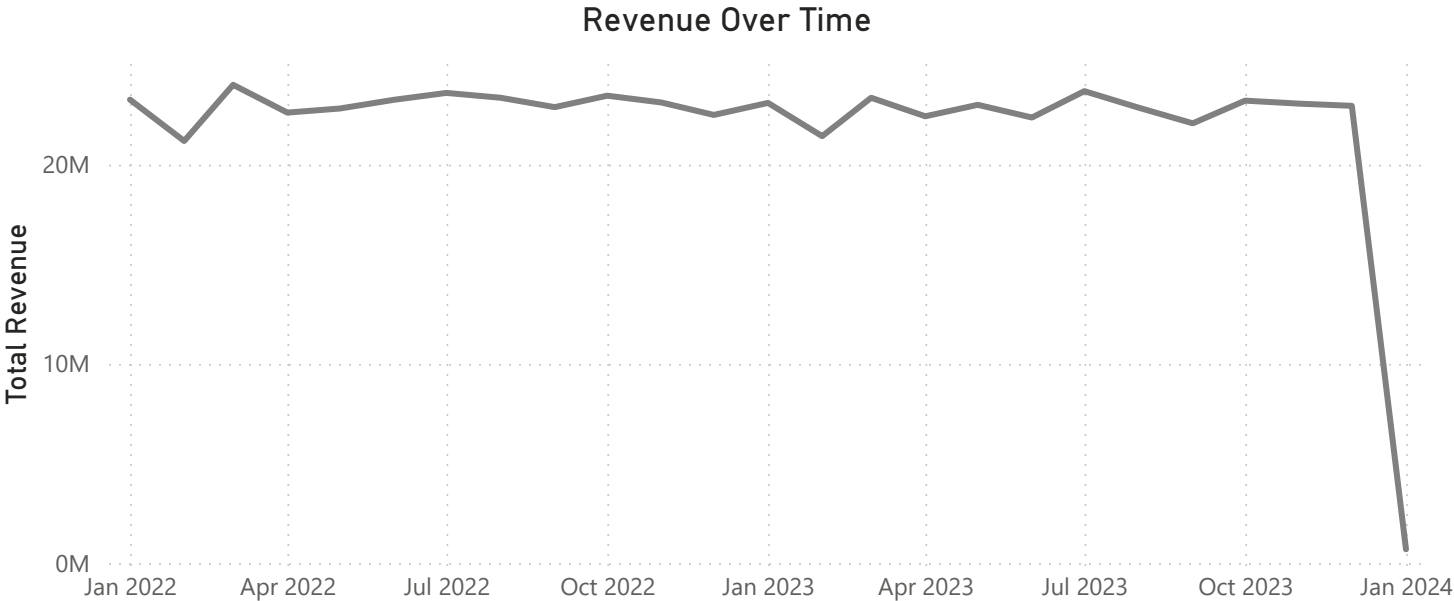
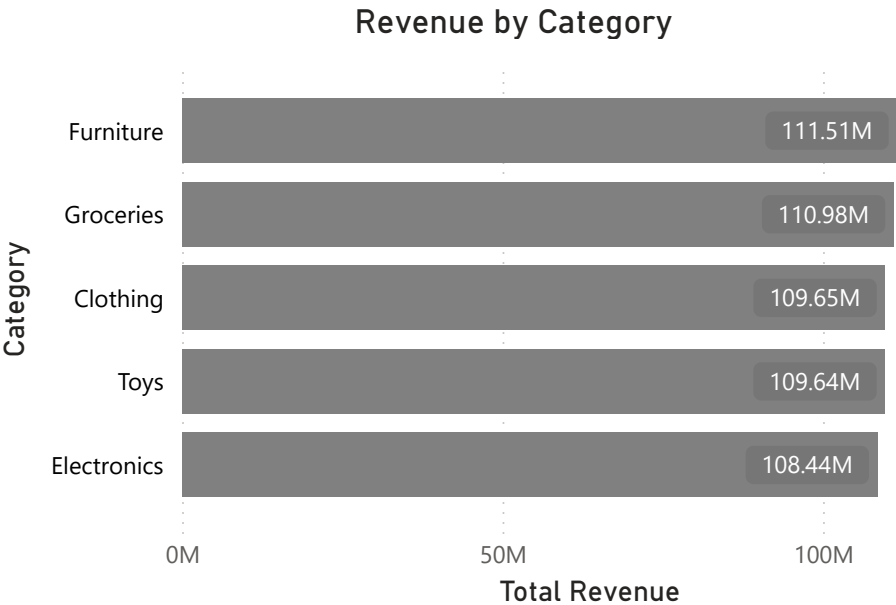
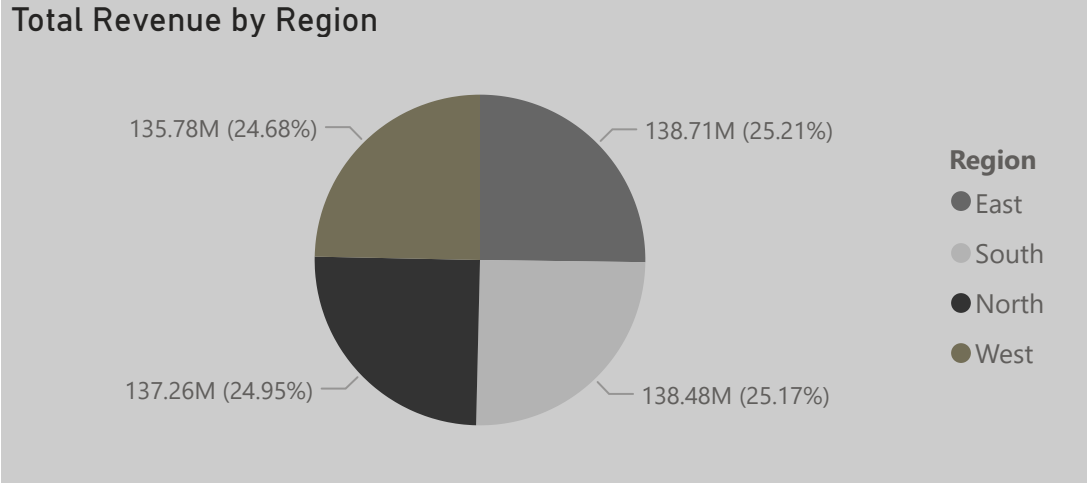
Total Revenue

9.98M

Total Units Sold

Furniture (2,025,017 units)

Top Category with Units Sold



SALES BREAKDOWN

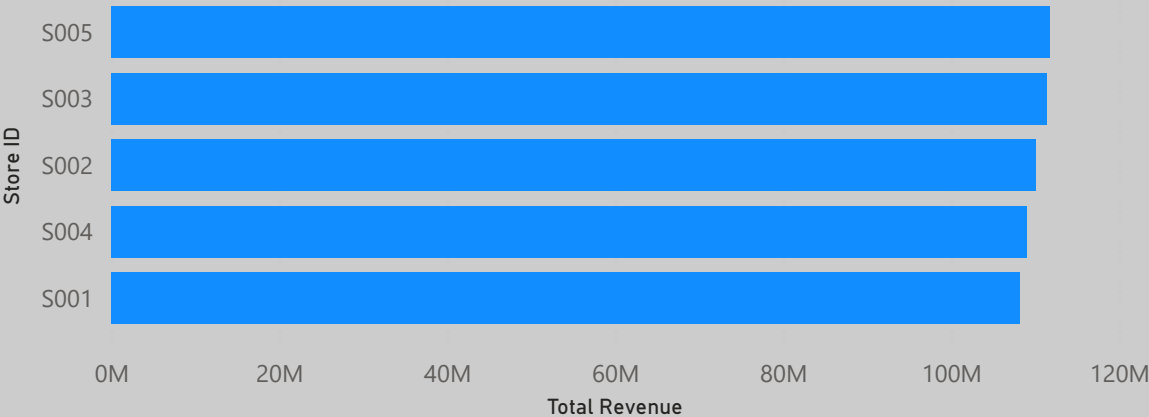
Select a region:

- ☐ East
- ☐ North
- ☐ South
- ☐ West

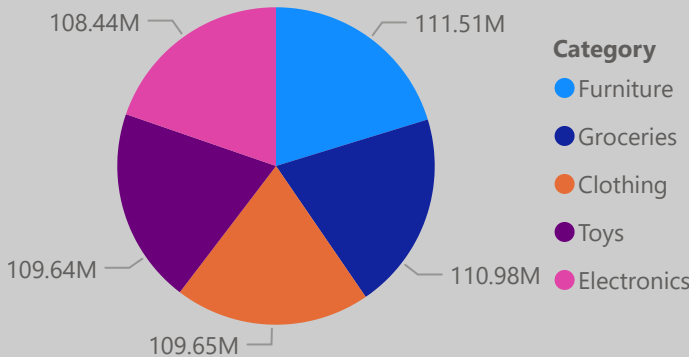
Select a category:

- ☐ Clothing
- ☐ Electronics
- ☐ Furniture
- ☐ Groceries
- ☐ Toys

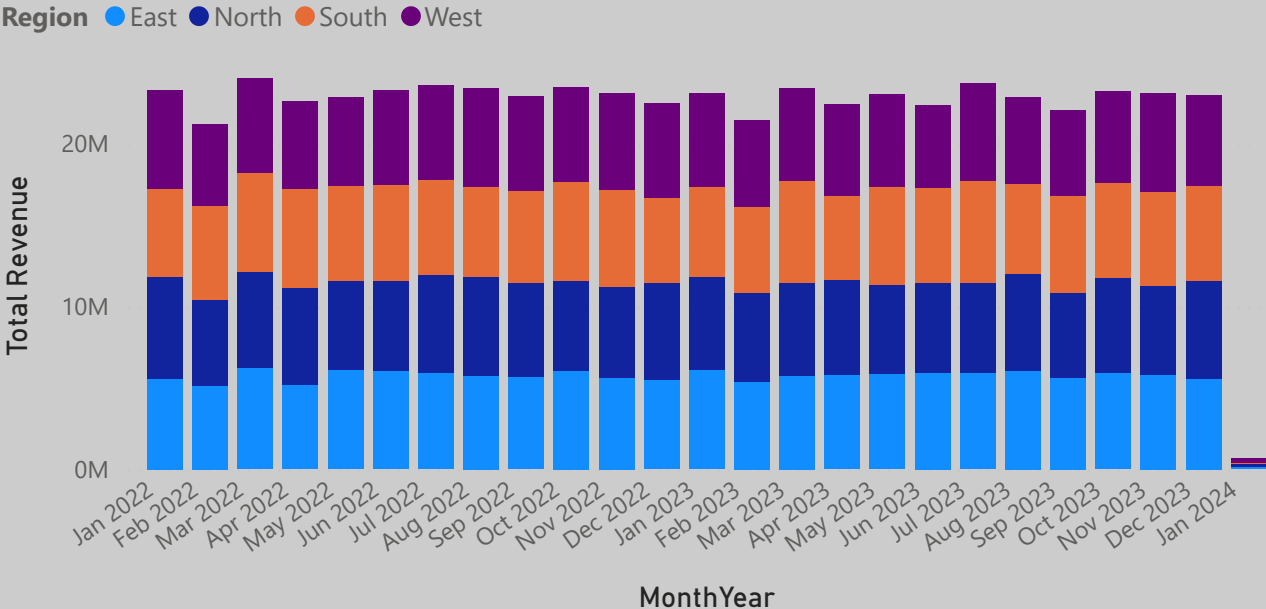
Total Revenue by Store ID



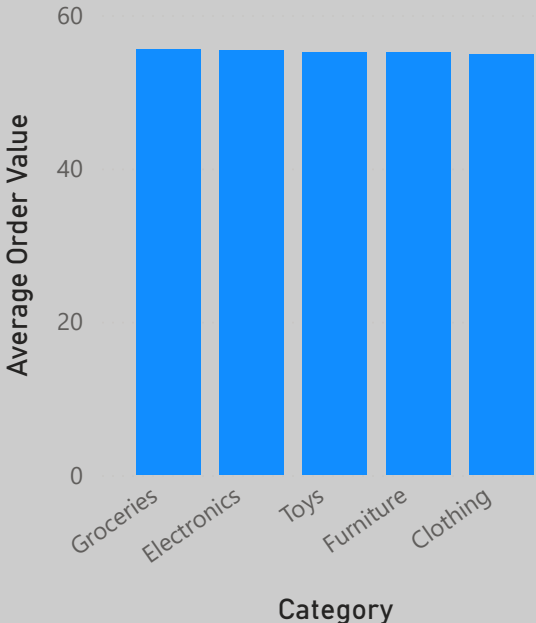
Total Revenue by Category



Total Revenue by Month and Region



Average Order Value by Category



| Store ID | Region | Total Revenue | Total Units Sold |
|----------|--------|----------------|------------------|
| S001 | East | 26,901,439.52 | 495172 |
| S001 | North | 27,069,781.20 | 492620 |
| S001 | South | 26,885,497.33 | 495131 |
| S001 | West | 27,330,025.32 | 492827 |
| S002 | East | 28,592,756.53 | 514361 |
| S002 | North | 27,523,007.52 | 491405 |
| S002 | South | 27,331,542.90 | 496582 |
| S002 | West | 26,615,180.64 | 485367 |
| S003 | East | 27,502,017.17 | 496485 |
| S003 | North | 27,507,852.15 | 504873 |
| S003 | South | 28,902,368.64 | 519457 |
| S003 | West | 27,406,176.08 | 501881 |
| S004 | East | 27,073,456.56 | 491957 |
| S004 | North | 27,498,407.07 | 494827 |
| S004 | South | 26,784,189.12 | 488373 |
| S004 | West | 27,591,360.84 | 504088 |
| S005 | East | 28,642,384.55 | 513290 |
| S005 | North | 27,656,219.41 | 501241 |
| S005 | South | 28,579,968.85 | 508256 |
| S005 | West | 26,835,253.51 | 487389 |
| Total | | 550,228,884.91 | 9975582 |

55.16

Average Order Value

INVENTORY HEALTH

20.06M

Total Inventory

2.01

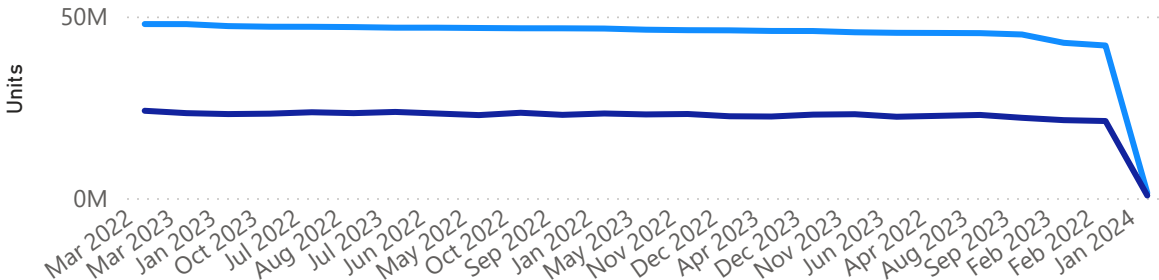
Stock-to-Sales Ratio

0.96

Forecast Accuracy (%)

Inventory Value and Total Revenue by MonthYear

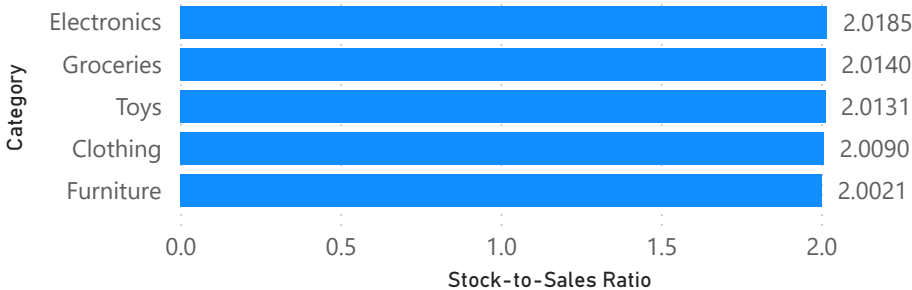
Inventory Value Total Revenue



Inventory Level by Region and Category

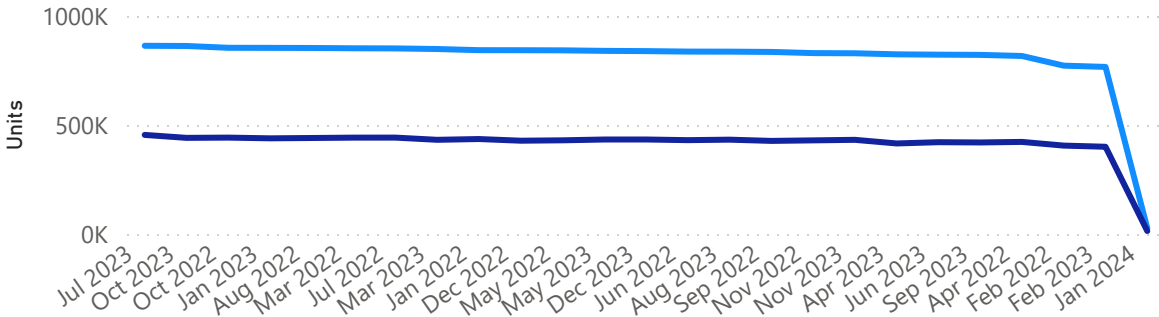
| Region | Clothing | Electronics | Furniture | Groceries | Toys | Total |
|--------|----------|-------------|-----------|-----------|---------|----------|
| West | 1012421 | 982780 | 1006593 | 964042 | 1000168 | 4966004 |
| South | 1016608 | 976701 | 1021521 | 1033925 | 988651 | 5037406 |
| North | 963984 | 985940 | 1030082 | 999814 | 1029173 | 5008993 |
| East | 1023254 | 1011761 | 996027 | 1031284 | 989019 | 5051345 |
| Total | 4016267 | 3957182 | 4054223 | 4029065 | 4007011 | 20063748 |

Stock-to-Sales Ratio by Category



Total Inventory and Forecast by Month

Total Inventory Total Forecast



Total Inventory and Total Units Sold by MonthYear

Total Inventory Total Units Sold

