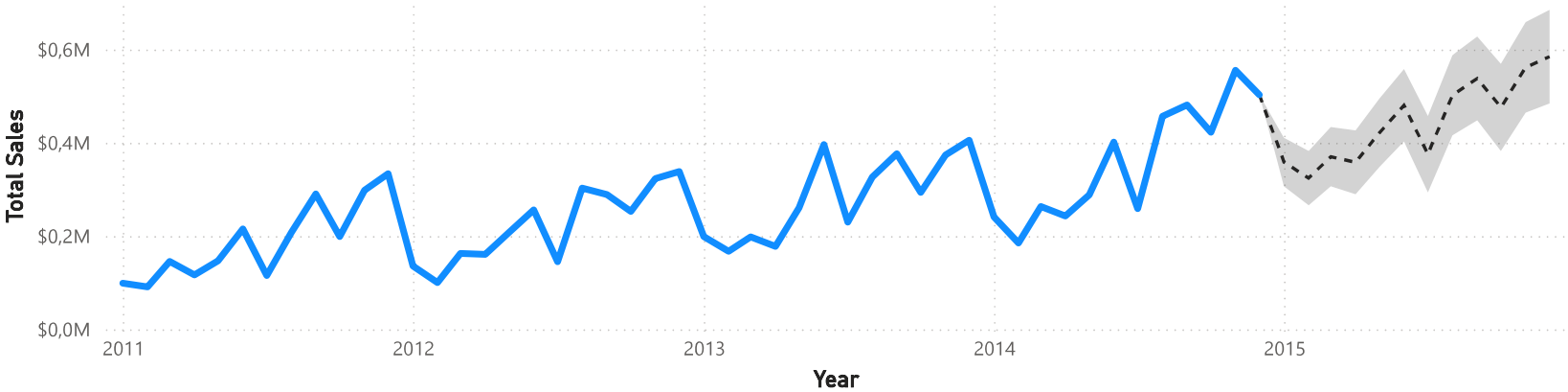


# Sales Forecast

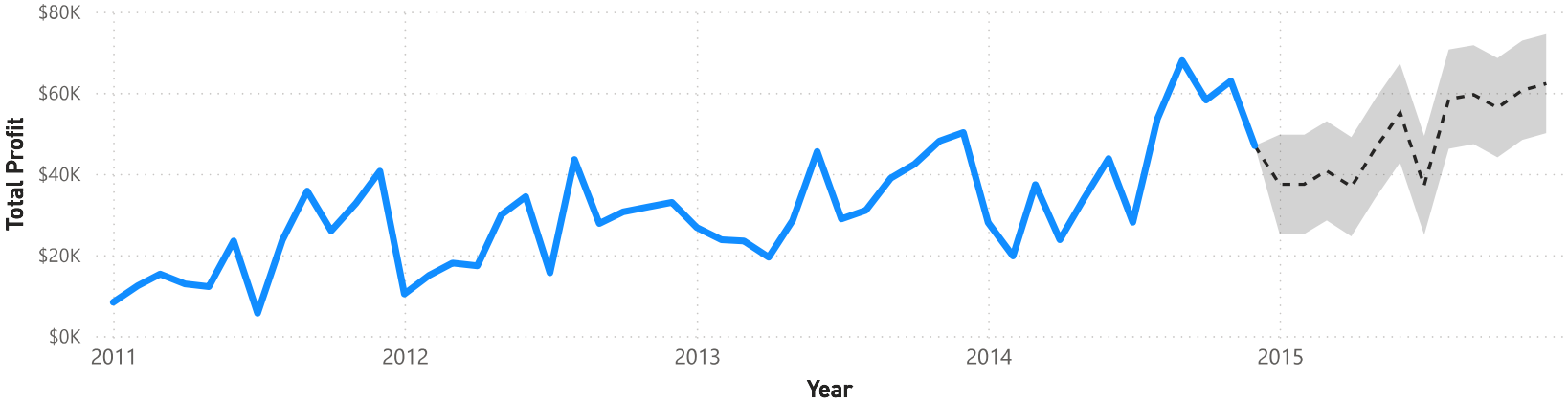
Monthly Sales Forecast based on historical trends (2011-2014)

## Monthly Sales: Actuals and 12-Month Forecast



*The sales forecast indicates continued growth over the next 12 months, broadly consistent with the upward trend observed between 2013 and 2014, while seasonal patterns remain visible.*

## Monthly Profit: Actuals and 12-Month Forecast



*Profit is forecast to grow more slowly than sales, suggesting that margin pressure may continue unless costs or discounting practices improve.*

*These forecasts are based on historical patterns from 2011-2014 and are intended as directional estimates rather than precise predictions.*