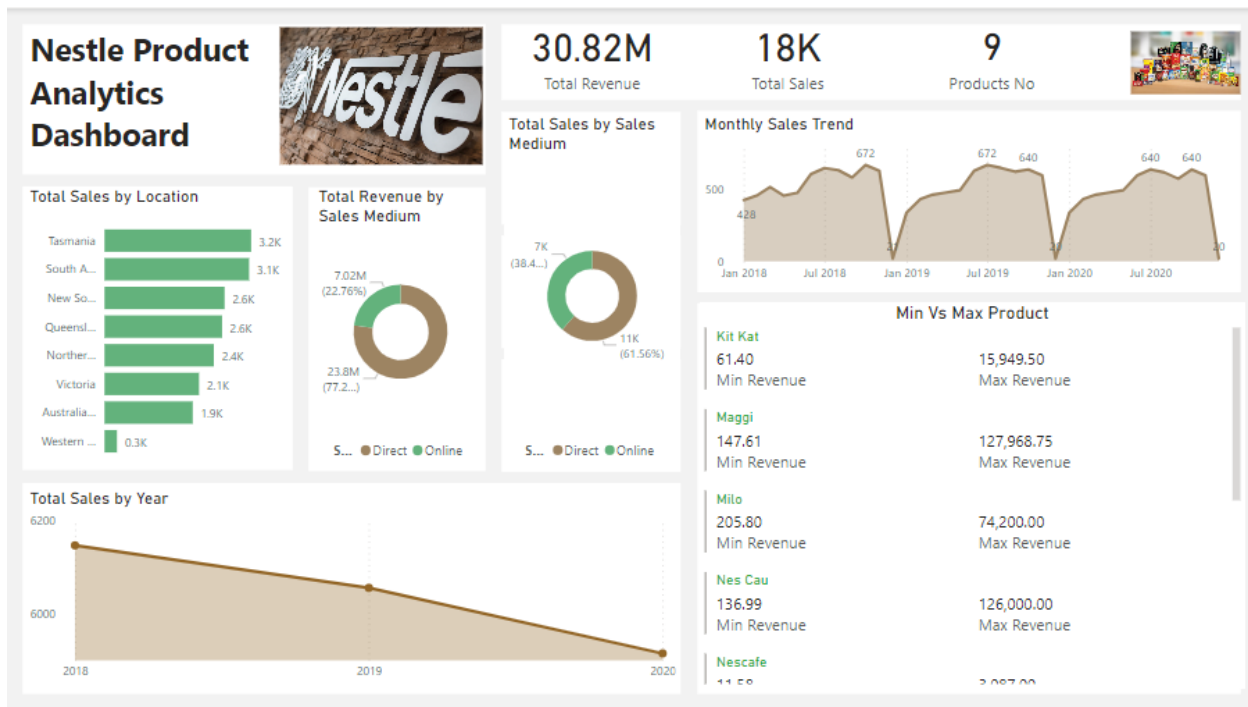


Nestle Products sales Performance.



Insights

- Nescafe, Nescafe Gold, and Milo are the most bought products.
- The direct medium is highly used for products purchases.
- Tasmania has the highest sales and western Australia has the least throughout the 3yrs.

Recommendation

- Products that are performing well should be mostly produced and made available.
- There should be enhanced customers relationships though the two mediums.
- More Incentives should be created to improve sales generally across the country