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Retail Sales Overview

Retail Sales 2.0

Churn Analysis

Forecast Analyst

Advanced Sales & Churn Analytics

Sales, Churn, and Forecast Insights

By Md Ajam



Filter

Retail Sales Overview

Month

- January
- February
- March
- April
- May
- June
- July
- August
- September

Region

- India
- Saudi Arabia
- United Arab Emirates

Total Revenue

512M

Total Customers

41K

Total Quantity Sold

2M

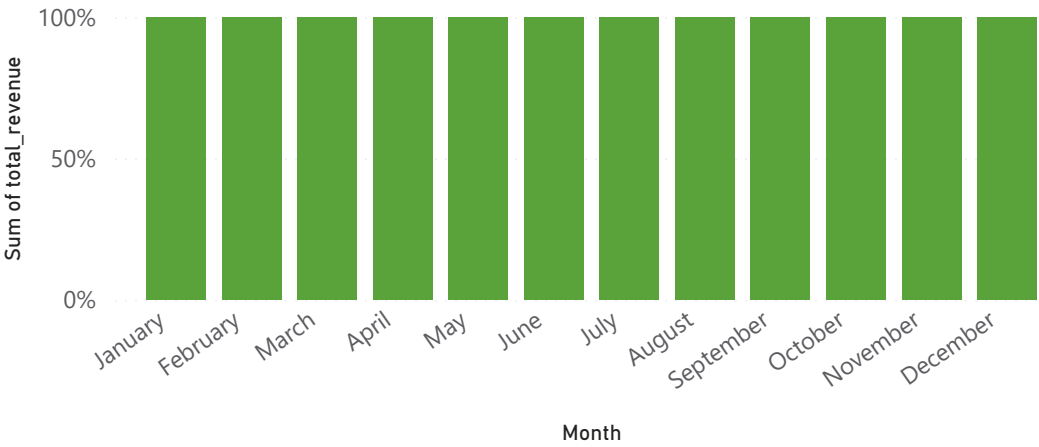
Average Order Value

7.68K

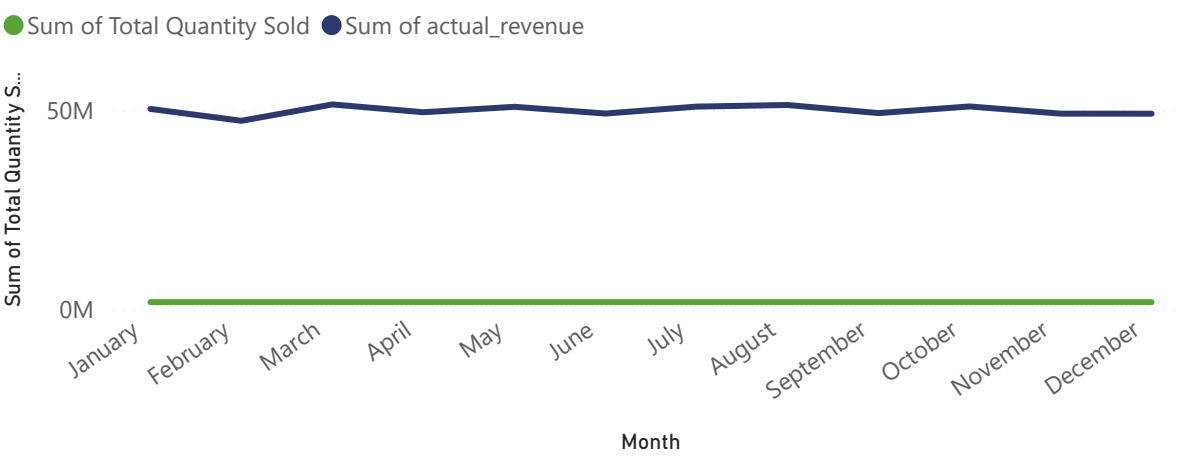
Average Sales per...

12.46K

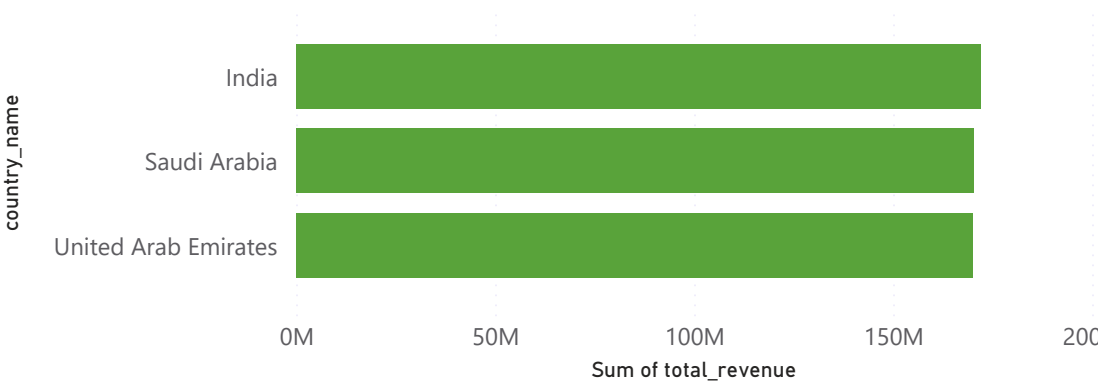
Monthly Sales Trend



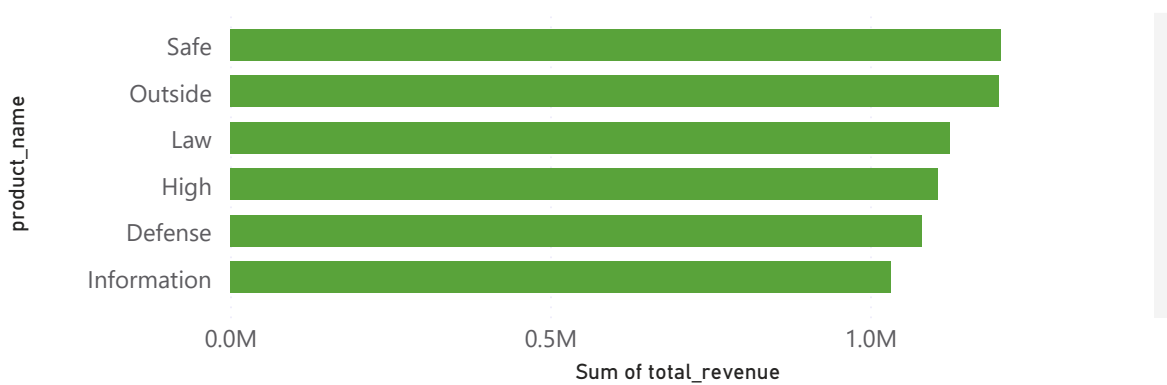
Monthly Performance



Top 3 Regions by Sales



Top 10 Products by Sales



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Total Revenue

512M

Total Customers

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Total Quantity Sold

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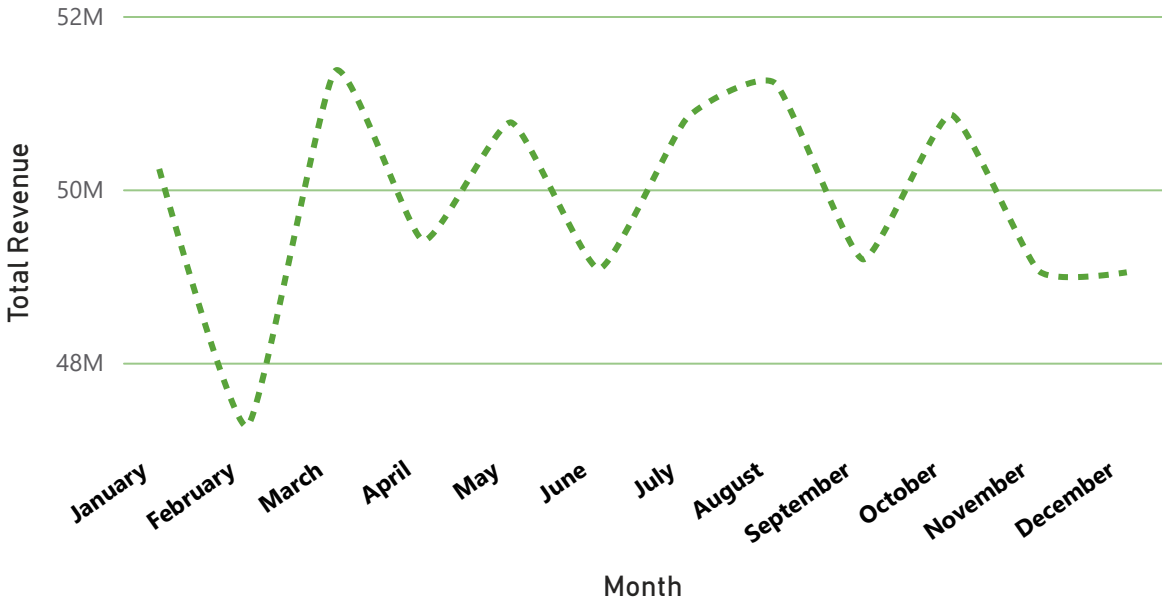
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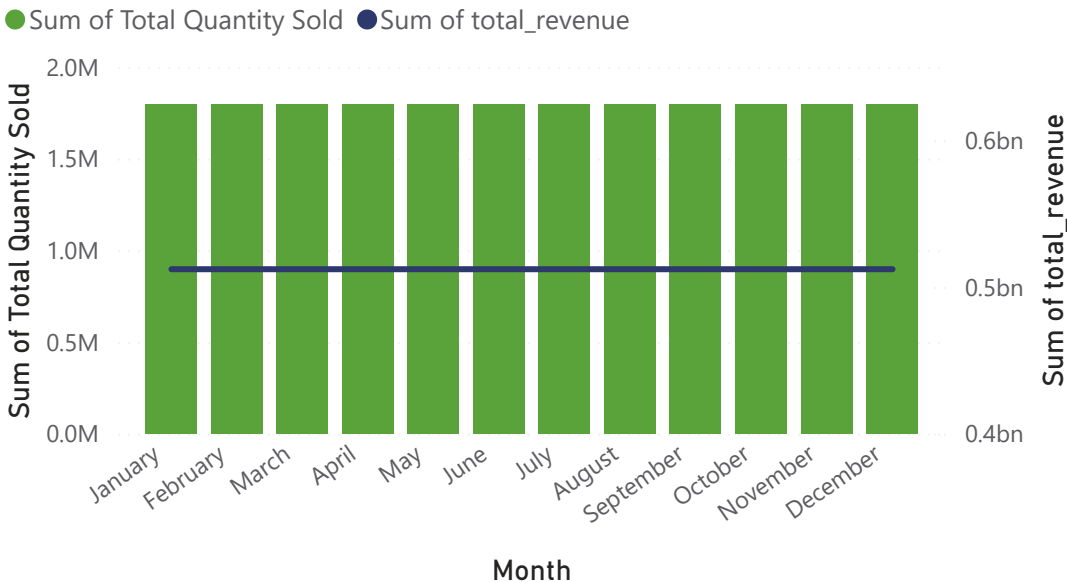
Revenue per Customer

12.46K

Monthly Revenue Trend



Revenue vs Units Sold (Volume vs Value)



Sales Seasonality Heatmap (Month * Day)

Month	1	2	3	4	5	6	7	8	9	10	11
January	16,13,409.12	14,26,127.46	15,15,685.15	18,32,196.70	17,71,972.15	14,98,844.81	14,68,636.04	15,51,560.85	18,75,309.70	14,60,385.10	18,40,123.45
February	15,16,646.95	17,52,659.02	16,11,811.78	17,06,764.15	16,53,170.40	16,42,482.03	16,17,524.32	14,87,135.30	17,37,869.92	16,29,154.61	15,40,123.45
March	17,21,183.38	15,43,867.97	17,41,626.91	17,29,623.75	16,85,158.65	15,14,580.82	15,62,083.78	17,04,561.28	18,15,085.64	17,38,586.82	17,60,123.45
April	16,51,542.38	13,64,593.32	16,25,561.68	16,09,132.70	16,45,437.43	16,79,272.83	17,39,776.05	16,39,937.24	15,63,167.67	17,65,107.38	18,00,123.45
May	16,51,459.44	14,88,025.35	16,34,201.71	15,25,572.25	15,72,542.83	16,61,431.30	14,77,797.31	15,61,354.87	15,93,901.54	16,82,169.35	19,50,123.45
June	16,63,148.37	16,10,256.01	18,81,104.83	15,96,639.76	16,75,832.98	17,36,778.14	16,09,735.54	16,70,072.14	15,52,031.84	17,57,787.94	13,70,123.45
Total	2,03,01,706.05	1,91,66,841.84	1,97,87,641.82	1,95,26,401.77	1,99,44,778.32	1,94,46,613.55	1,95,21,163.79	1,90,80,912.28	1,99,48,927.67	1,90,40,203.34	1,98,50,123.45

Filter

👤 Active Customers

1K

✖ Churned Customers

23K

💪 Churn Rate %

1.00

📈 Avg Tenure

45.53K

📉 Revenue Lost due to Churn

598.34M

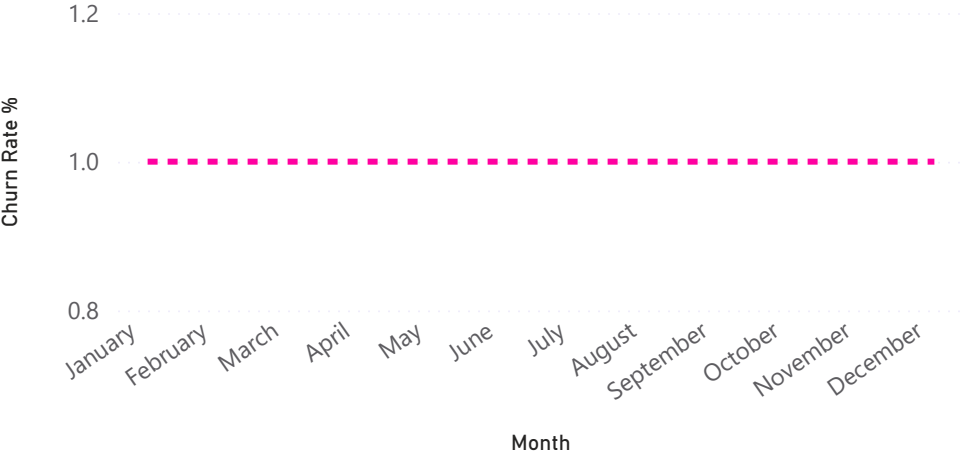
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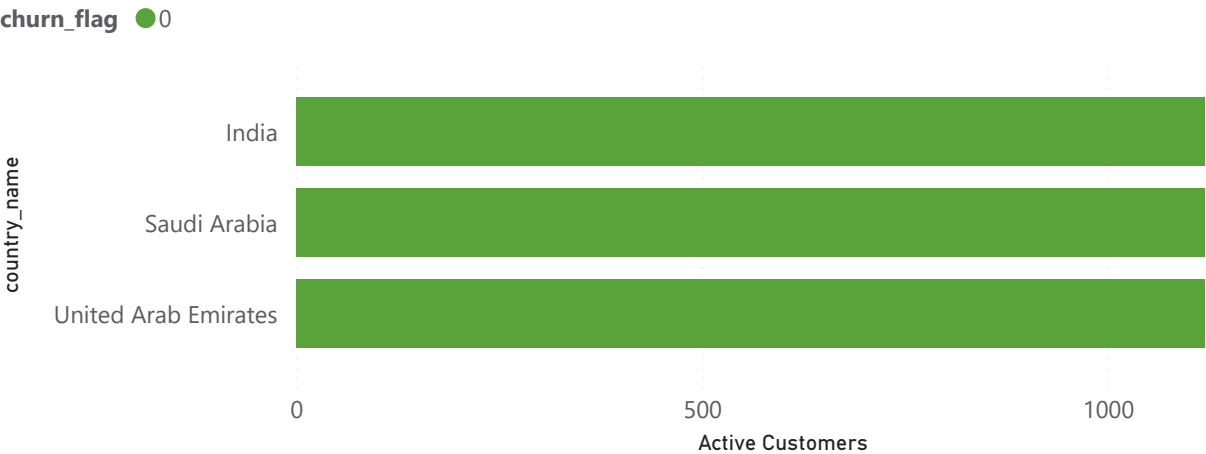
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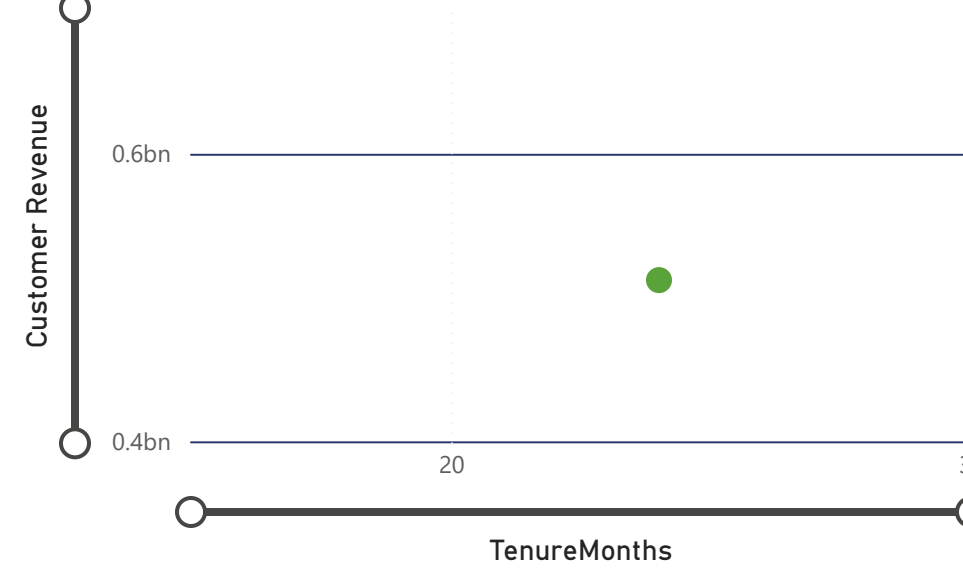
Churn Rate Trend Over Time



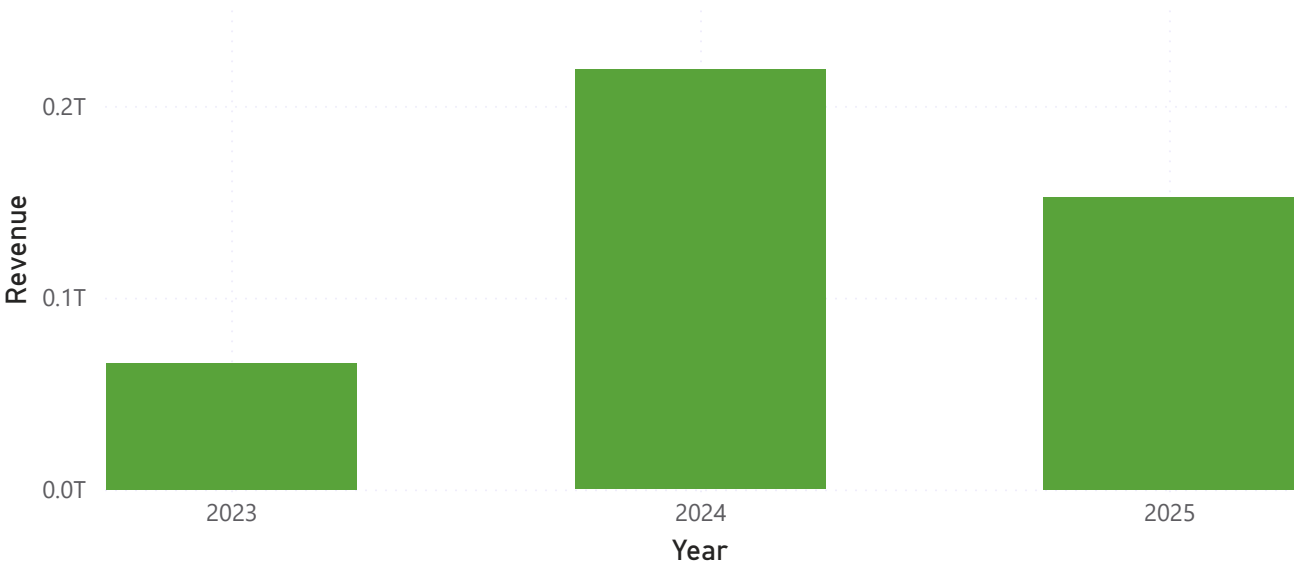
Churn Rate by Customer Segment



Revenue vs Tenure



Total Revenue by Year



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- October

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Total Forecasted Revenue

1.09T

Predicted Growth %

0.00

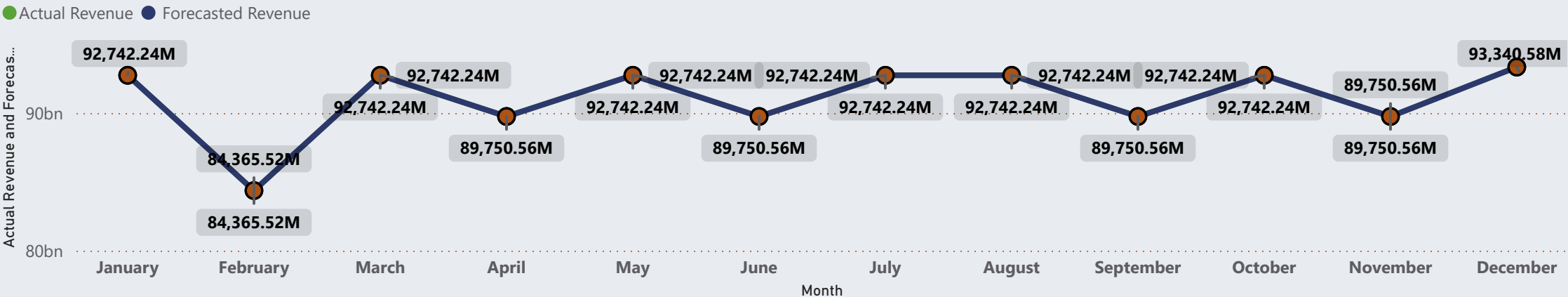
Forecast Accuracy %

1.83K

Next Month Forecast

2.60M

Actual vs Forecast Revenue



6-Month Revenue Forecast

