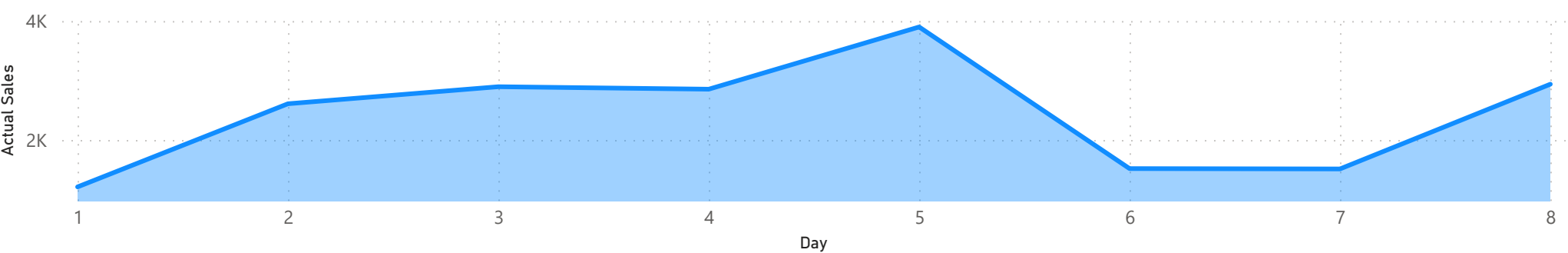


Product Demand Estimation

5/1/2023

5/31/2023

Actual Sales by Day



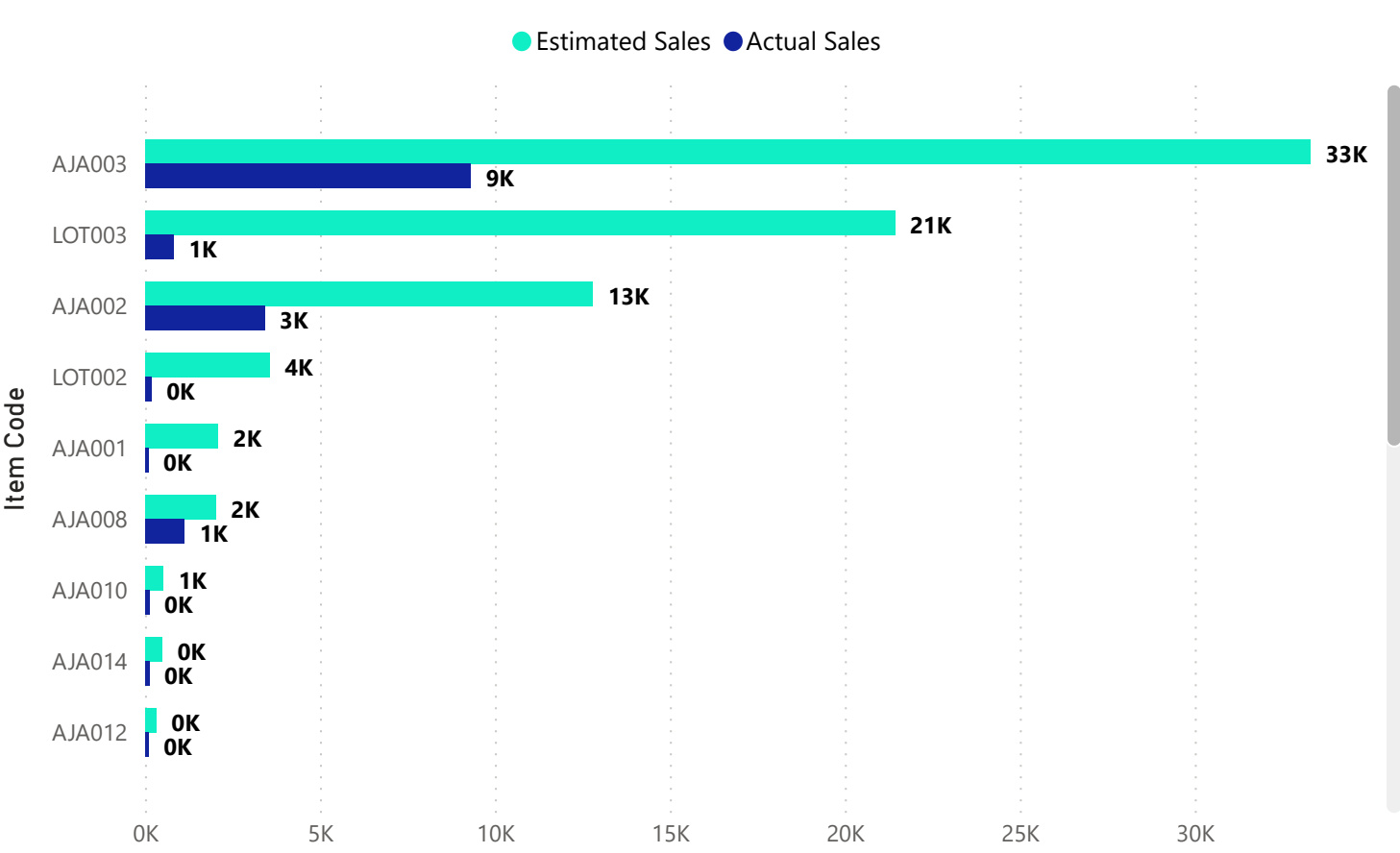
Demand Factor

5.00%

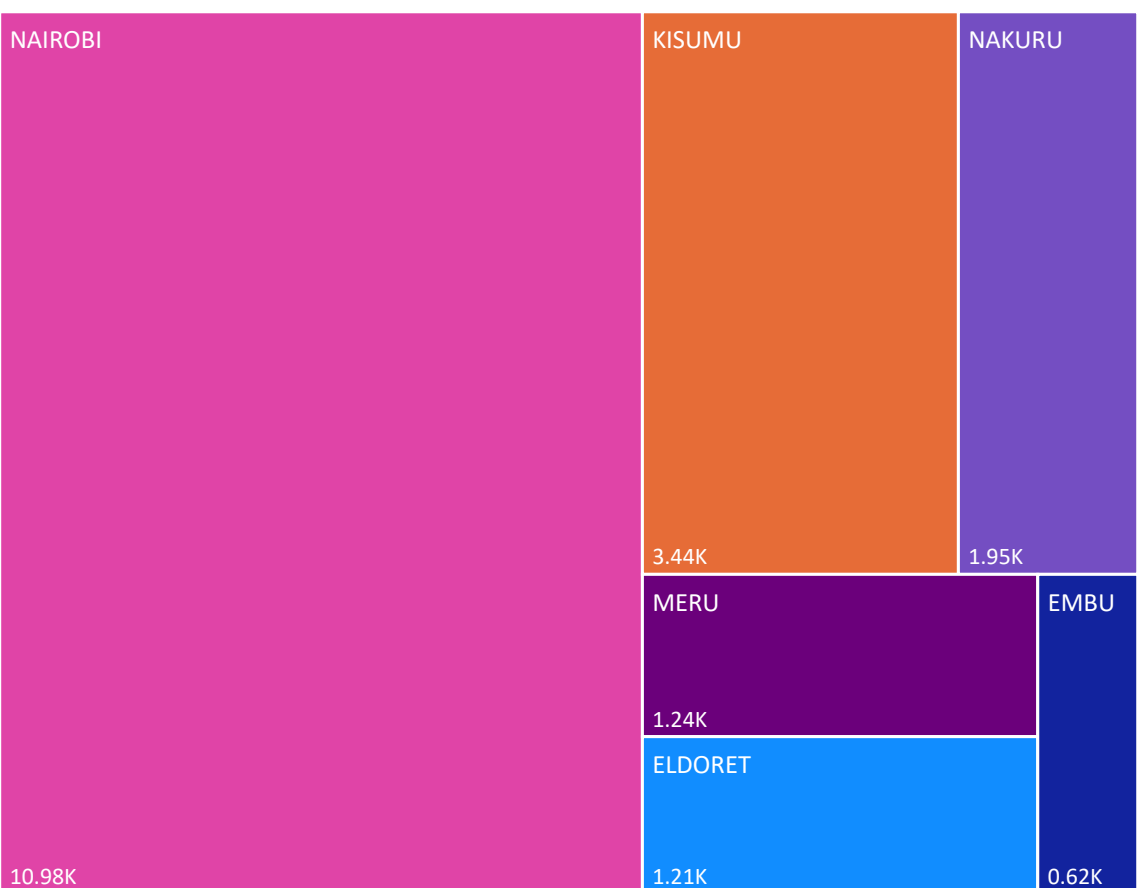
5%

Demand Factor Value

Estimated Sales and Actual Sales by Item Code



Actual Sales and Estimated Sales by Branch



Inventory Analysis

12/25/2020

5/31/2023

Branch

ELDORET

Item Code	Item Name	Avg Weekly Demand	Max Weekly Demand	Avg GAP Between OSS	Current Year Weekly Avg Demand	Current_Year_Sales	Safety Stock	Reorder Point	2022 Sales	2021 Sales	2020 Sales
AJA003	AJAB HOME BAKING 2KG*12PCS	1,281	4,910	6.11	543	11566	1,743.45	2,806.90	43,426	103,514	
AJA002	AJAB HOME BAKING 1KG*24PCS	431	1,410	11.03	193	3881	444.42	807.00	15,577	35,221	
UMI007	UMI MAIZE MEAL 12*2KG	183	820	5.00	183	1969	424.77	469.38			
UMI008	UMI MAIZE MEAL 1KG*24PCS	132	607	5.00	132	1529	320.28	347.90			
LOT003	LOTUS HOME BAKING 2KG*12PCS	140	1,530	37.89	127	3154	763.65	875.52	5,390		
BAK005	ASLI BAKERS FLOUR 50KGS(AJAB)	109	659	27.74	28	514	354.32	377.57	4,562	7,477	
AJA001	AJAB HOME BAKING 500GM*24PCS	101	493	48.65	21	532	230.13	282.71	4,568	7,868	
AJA007	AJAB MAIZE MEAL 1KG*24PCS	1	20	238.00	0		7.00	12.43		61	
AJA008	AJAB MAIZE MEAL 2KG*12PCS	3	77	76.00	0		6.90	44.76		385	
AJA010	AJAB SELF RAISING FLOUR 2KG*12PCS	5	40	39.53	0		15.41	23.67	159	388	
AJA012	AJAB ATTA MARK FLOUR 2KG*12PCS	4	31	32.00	0		12.50	19.00	141	307	
AJA014	AJAB MANDAZI FLOUR 2KG*12PCS	3	23	51.69	0		5.93	14.24	130	202	
LOT002	LOTUS HOME BAKING 24*1KG	9	266		0		136.65	153.14	1,147	1	1
UMI003	UMI HOME BAKING FLOUR 12*2KG	12	667		0		368.69	382.14		1,200	
Total		183	4,910	19.60	1227	23144	4,834.10	6,616.38	75,100	156,624	