Executive Summary Growth Opportunities Shipping Costs

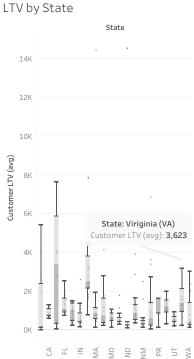
### **Executive Summary**



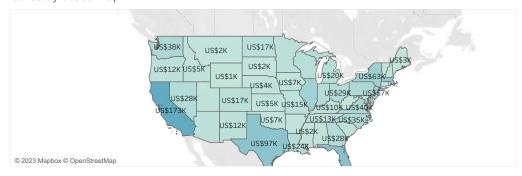
# Taste of the Wild High Pra. Food Memory Foam Pet Beds fo. Disposables Dog and Puppy Pads Disposables Litter Slide Multi-Cat Scen. Disposables Templation Soft Cat Treats Pet Food Indoor Pet Camera Electronics ProBiotic Supplements fo. Supplements Pet Odor Eliminator Cleanig Supplies UltraSound Dog Barking D. Electronics Purina Pro Plan Adult Sen. Supplements Purina ONE SmartBlend N. Food NexGard Chew for Dogs Sood Sheba Perfect Portions Pa. Food Milk-Bone MaroSnacks Do. Food Rechargeable Pet Nail Gri. Grooming Pet Hair Remover Grooming Canned Cat Food ChomChom Pet Hair Remo. Grooming \$0.00 \$400,000.00

'							
63.85% ChomChom Pet Hair Remover - Reusable Cat and Dog Hair Remover				30.74% Purina Pro Plan Adult Sensitive		30.31% Pet	
62.02% Indoor Pet Camera	30.29% Rechargeable Pet Nail				Pet Hair		20.57% Sheba Perfect
	28.16% Pet Odor Eliminator	Pet Odor		20.46% Litter Slide		6	
37.39% Dog and Puppy Pads	25.68% UltraSound		16.50% ProBiotic				12.06%

# AII



### Sales by State Map



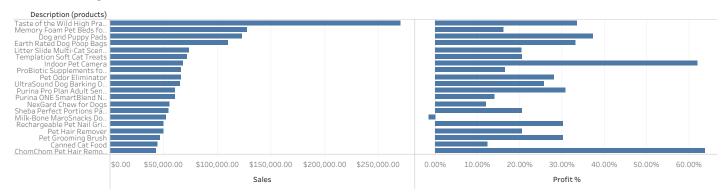
Executive Summary Growth Opportunities Shipping Costs

## **Growth Opportunities**

### Market Basket Visualization

### Stock Code / Product Description (sales) 20725 | 21137 | 22086 | 22114 | 22197 | 22386 | 22423 22502 22720 22960 23084 23203 23284 23298 47566 79321 82484 84879 85099B Product Description (.. Pet Gro. Canned .. Litter Sl.. ChomCh.. Sheba P.. Milk-Bo.. Taste of.. Indoor .. UltraSo.. Recharg.. Templa.. Pet Hai.. Memor.. ProBiot.. NexGar.. Pet Odo.. Earth R. Canned Cat Food Litter Slide Multi-Cat 0.3 ChomChom Pet Hair R. 0.6 0.2 0.3 Sheba Perfect Portio. 0.5 Milk-Bone MaroSnack. 0.1 Taste of the Wild Hig.. 0.5 0.3 0.3 0.4 Indoor Pet Camera 0.6 0.0 0.3 0.1 UltraSound Dog Barki... Rechargeable Pet Nai... 0.0 0.1 0.2 0.3 Templation Soft Cat T. 0.3 Pet Hair Remover 0.0 0.5 Purina Pro Plan Adult . 0.3 0.0 0.2 0.2 0.3 0.3 0.3 0.3 0.3 0.2 0.2 0.5 0.0 0.1 0.2 0.2 Purina ONE SmartBle. Memory Foam Pet Be. 0.2 0.3 0.0 0.2 0.3 0.5 0.4 0.2 0.4 0.1 0.7 0.6 0.8 0.3 0.6 0.5 0.7 NexGard Chew for Do.. 0.1 0.7 0.3 0.4 0.3 0.0 0.6 0.2 0.4 0.4 0.3 Pet Odor Eliminator Earth Rated Dog Poo. 0.2 0.6 0.3 0.3 Dog and Puppy Pads

### Sales and Margin



· Pet Camera · Pet Camera (Wi-Fi)

0K 10K

20K

Shipping (Baseline)

Executive Summary

Growth Opportunities

Shipping Costs

### Shipping Cost Savings and Upsell Opportunities



East

Other

Wost

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0.86%

Shipping (What-if)

50K