

What is the weighted discount trend Vs. Sales MoM and QoQ?

| Row Labels | Sum of Weighted Discount per Order | Sum of Quantity | MoM Growth |
|--------------------|------------------------------------|-----------------|------------|
| 1 | 427.7 | 3740 | NA |
| 2 | 389.45 | 3348 | 3347 |
| 3 | 313.45 | 2665 | 2664 |
| 4 | 183 | 1799 | 1798 |
| 5 | 238.75 | 1920 | 1919 |
| 6 | 187.4 | 1801 | 1800 |
| 7 | 217.1 | 1980 | 1979 |
| 8 | 222.7 | 1893 | 1892 |
| 9 | 175.1 | 1680 | 1679 |
| 10 | 257.35 | 2083 | 2082 |
| 11 | 366.4 | 3542 | 3541 |
| 12 | 373.85 | 3903 | 3902 |
| Grand Total | 3352.25 | 30354 | 30353 |

| Row Labels | Sum of Weighted Discount per Order | Sum of Quantity | QoQ Growth |
|--------------------|------------------------------------|-----------------|------------|
| Q1-2022 | 584.5 | 5317 | NA |
| Q1-2023 | 546.1 | 4436 | 4435 |
| Q2-2022 | 609.15 | 5520 | 5519 |
| Q3-2022 | 614.9 | 5553 | 5552 |
| Q4-2021 | 381.5 | 3845 | 3844 |
| Q4-2022 | 616.1 | 5683 | 5682 |
| Grand Total | 3352.25 | 30354 | 30353 |

