Welcome!

Restaurant Sales Performance and Analysis Report

Overview

Key Performance Indicators

KPI #1: Total Sales by Division

Tracks the overall sales performance across different divisions.

KPI #2: Sales Comparison

Compares current week's sales with the previous week and previous month to identify trends and changes in sales performance.

KPI #3: Sales Vs Budget

Measures the variance between actual sales and the budgeted sales to assess the financial performance against the set targets.

KPI #4: Top Performers Vs Worst Performers

Identifies the top and bottom performing divisions based on sales, allowing for focused analysis and highlighting areas of success and improvement.

KPI #5: Delivery Sales Trend

Monitors the trend in sales specifically related to delivery orders, providing insights into the performance of delivery services.

Sales Trend Analysis: Dashboard

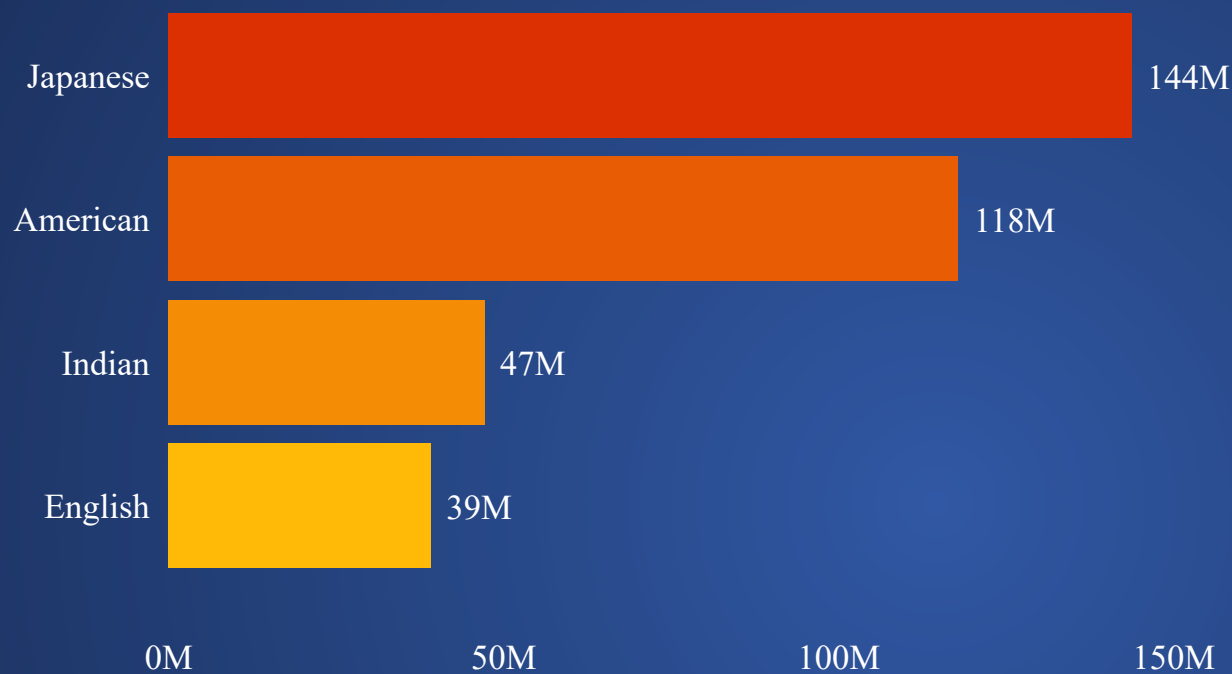## KPI #1 - Total Sales by Division

Total Sales by Division

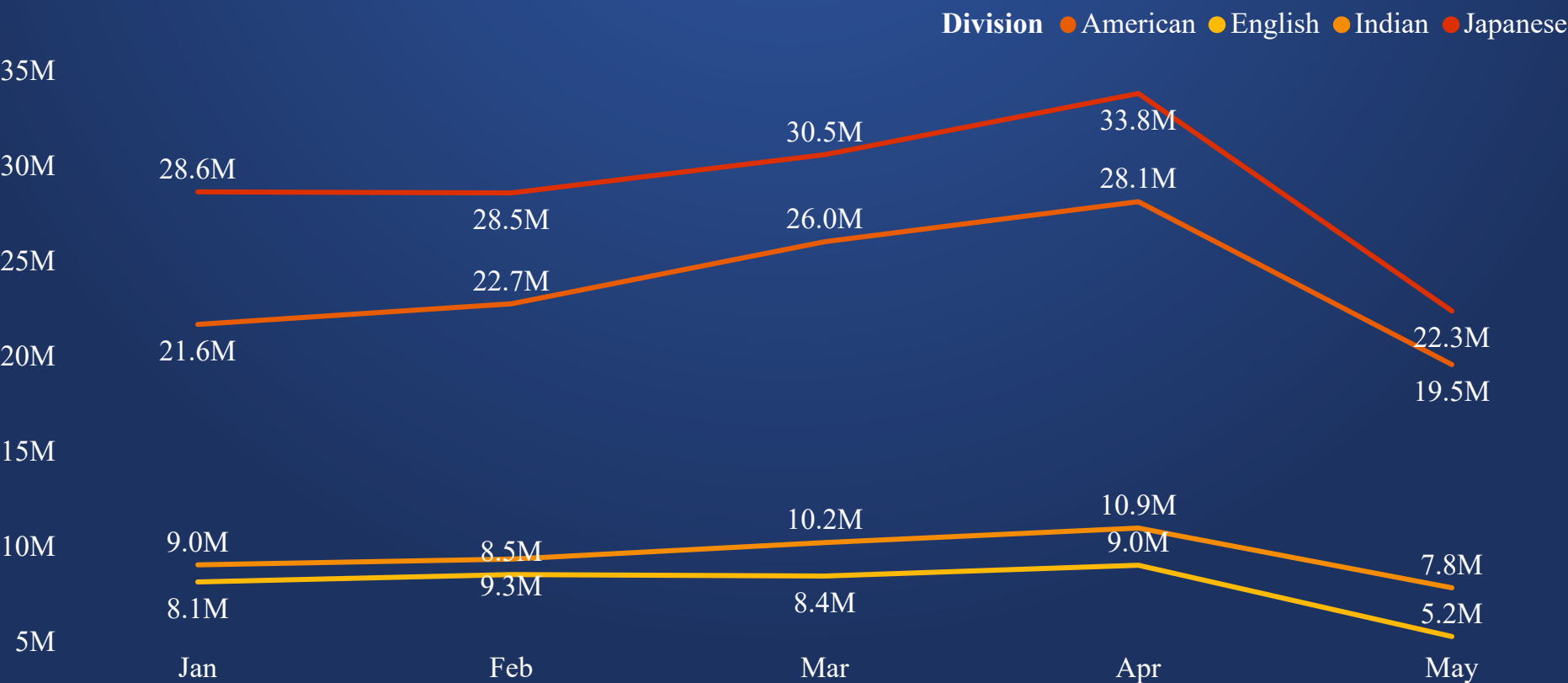| Division	Sales
Japanese	144M
American	118M
Indian	47M
English	39M

x-axis: 0M, 50M, 100M, 150M

Total Actual Sales
348.04M

Total Budget Sales
346.96M

Total Sales by Month and Division

Division ● American ● English ● Indian ● Japanese

Japanese: Jan 28.6M, Mar 30.5M, Apr 33.8M, May 22.3M
American: Jan 21.6M, Feb 22.7M, Mar 26.0M, Apr 28.1M, May 19.5M
Feb 28.5M (English?)

Indian: Jan 9.0M, Feb 8.5M, Mar 10.2M, Apr 10.9M / 9.0M, May 7.8M
English: Jan 8.1M, Feb 9.3M, Mar 8.4M, May 5.2M

y-axis: 5M, 10M, 15M, 20M, 25M, 30M, 35M

x-axis: Jan, Feb, Mar, Apr, May

Sales Comparison Analysis: Dashboard

Filters:

Division	Month
All	All

KPI #2 - Sales Comparison

Division	Sales_Current_Week	Sales_Previous_Week	Sales_Previous_Month
Japanese	7,023,937.34	6,702,805.83	32,057,520.30
American	6,036,488.86	6,025,020.47	27,304,084.48
Indian	2,362,111.51	2,307,625.35	10,946,275.76
English	1,434,776.67	1,476,299.07	7,883,257.93
Total	16,857,314.37	16,511,750.72	78,191,138.47

KPI #3 - Sales Vs Budget

Total Sales Budget Sales by Month

● Total_Sales ● Total_Budget_Sales

Month	Total_Sales	Total_Budget_Sales
Jan	67M	67M
Feb	69M	69M
Mar	75M	75M
Apr	82M	81M
May	55M	55M
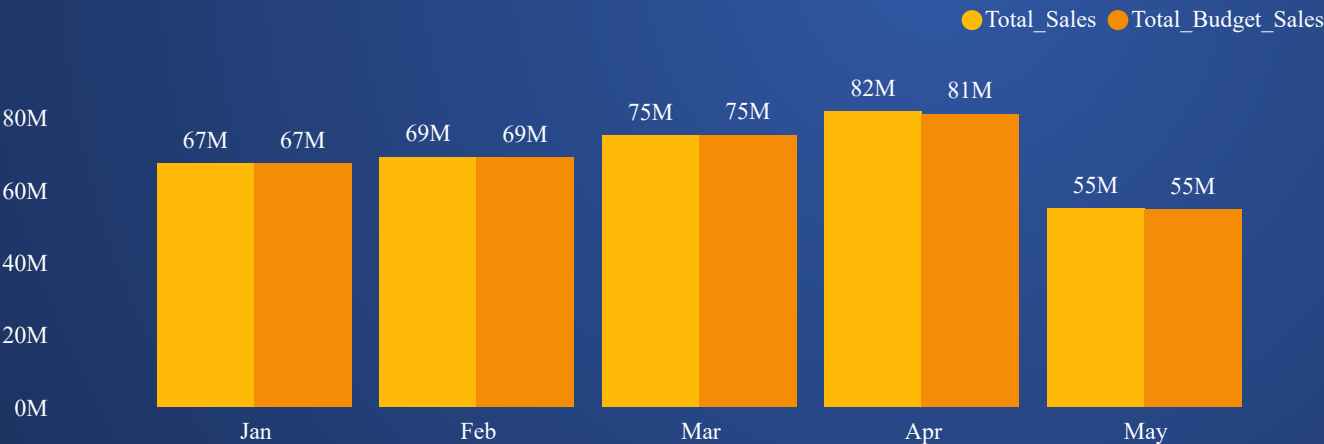
Total Budget Sales
346.96M

Total Sales Budget Sales by Division

● Total_Sales ● Total_Budget_Sales

Division	Total_Sales	Total_Budget_Sales
Japanese	0.14bn	0.14bn
American	0.12bn	0.12bn
Indian	0.05bn	0.05bn
English	0.04bn	0.04bn
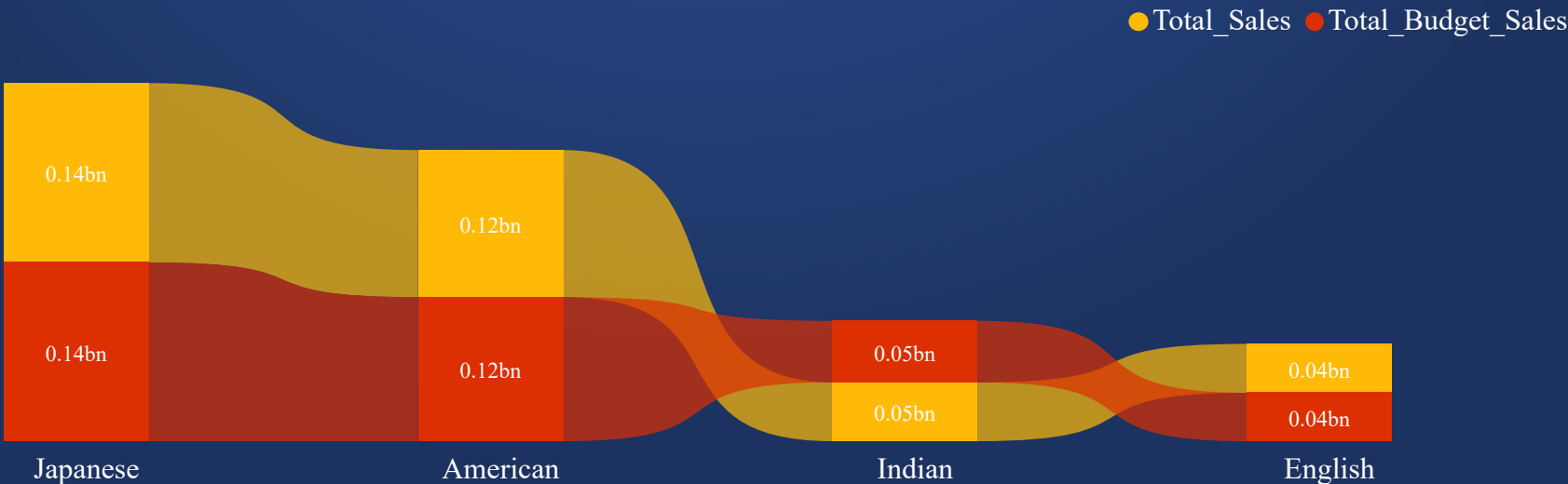
Performance Comparison Analysis: Dashboard

KPI #4 - Top Performers Vs Worst Performers

Total Sales by Division

Division ● Japanese ● American ● Indian ● English

- 39.19M (11.26%)
- 47.17M (13.55%)
- 143.77M (41.31%)
- 117.91M (33.88%)
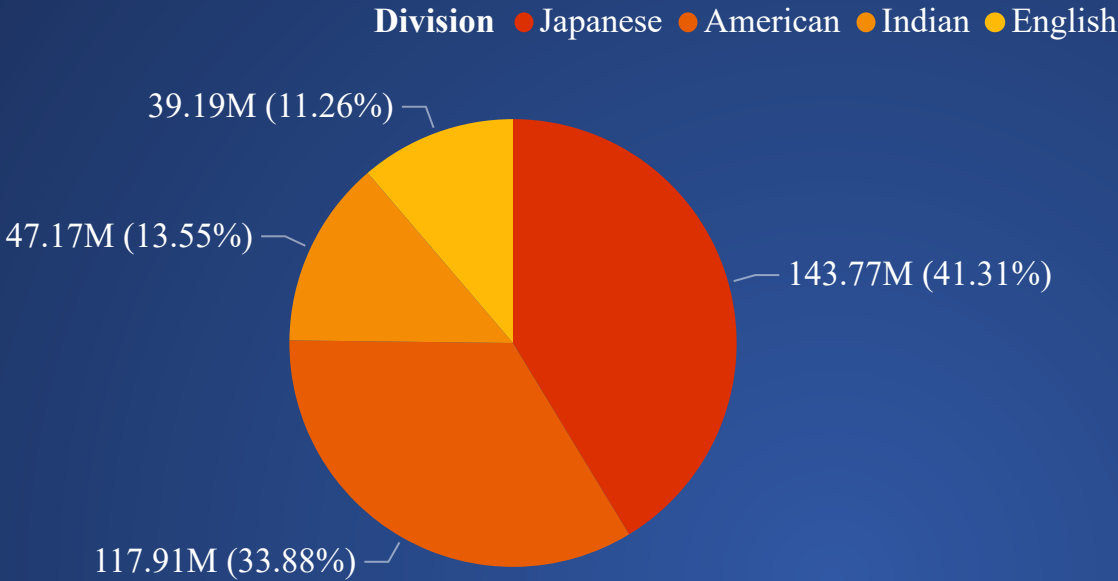
Top 2 Performers:
1. Japanese
2. American

Worst 2 Performers:
1. English
2. Indian

KPI #5 - Delivery Sales Trend

Total Delivery Sales by Month

- 8.47M
- 8.19M
- 9.31M
- 8.61M
- 6.23M

(Jan, Feb, Mar, Apr, May)

Total Delivery Sales
40.82M
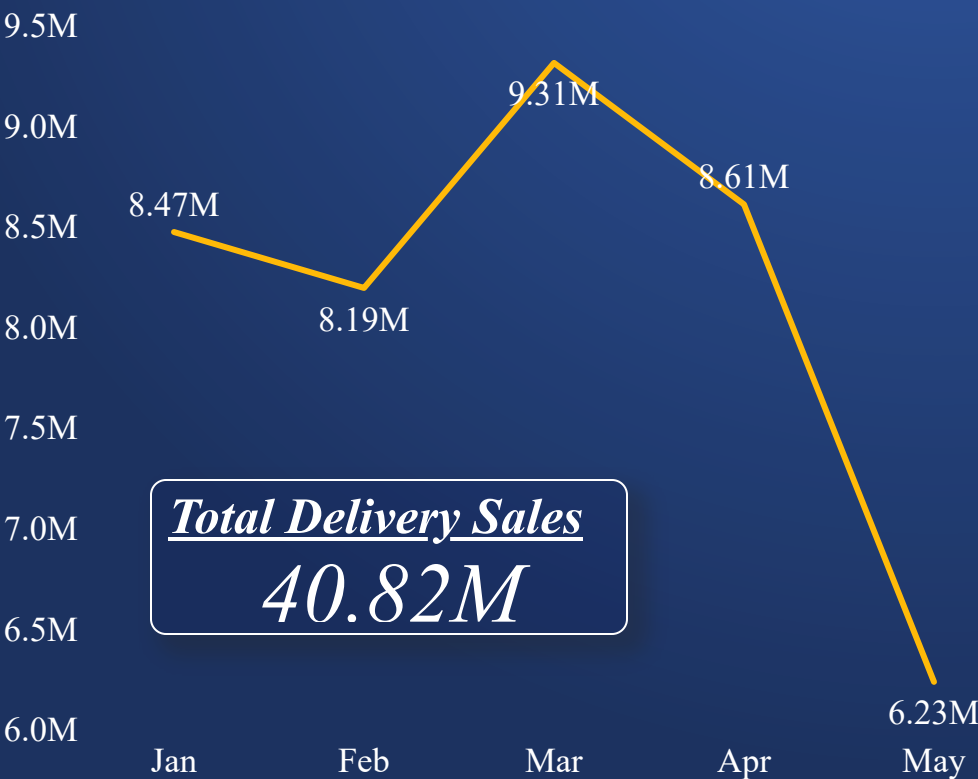
Total Delivery Sales by Division

Division	Sales
Japanese	18M
American	11M
Indian	6M
English	6M