



01/07/2018



30/06/2019



Retail Analysis Home

Product Overview

Chips Product Analysis

All Product Analysis

Product Category

All

Customer Category

All

Lifestage

All

01/07/2018



30/06/2019



Total Sales

\$1.93M

Total Product Solds

505K

CY Sales

\$956.67K

PY Sales

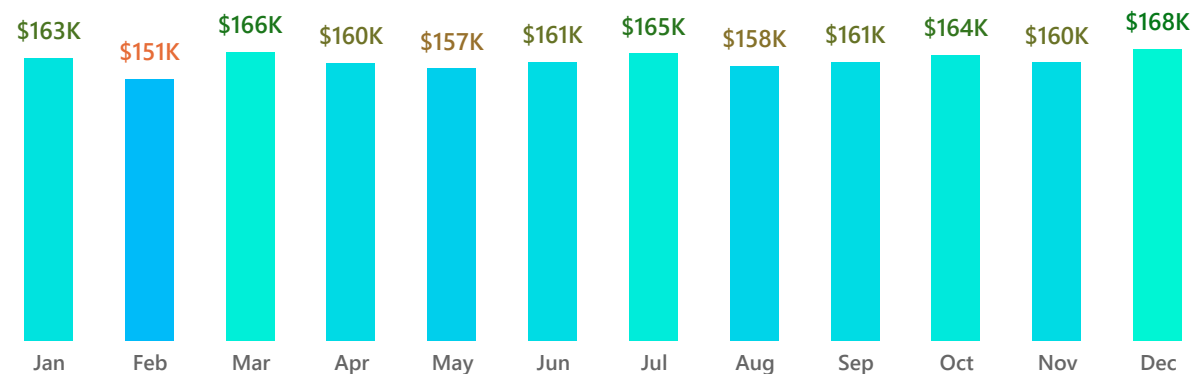
\$976.44K

YoY Growth

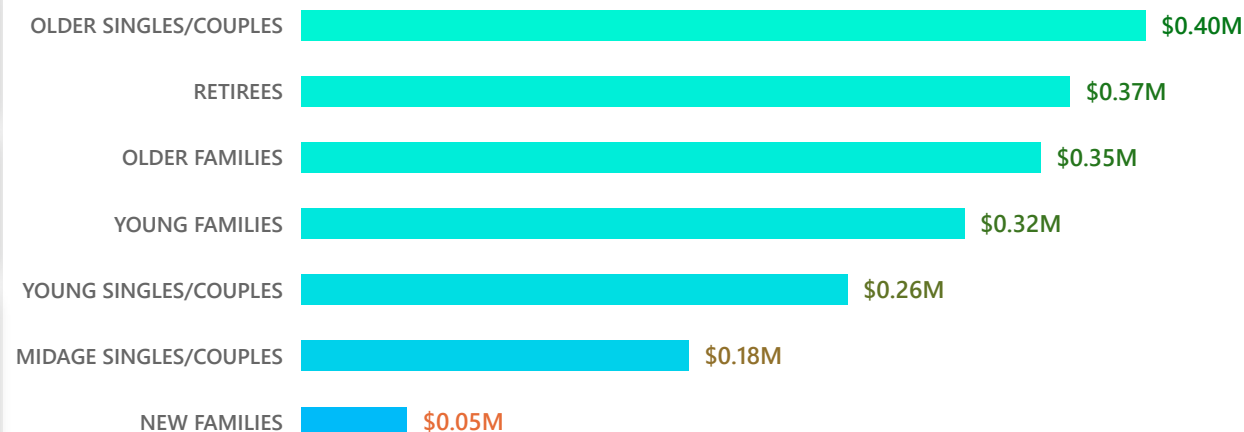
-19.77K

-2.02%

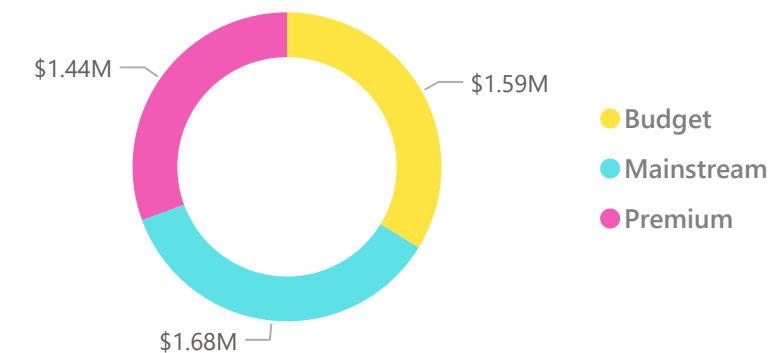
Sales Trend



Sales by Lifestage



Sales by Customer Category



Sales by Category





01/07/2018



30/06/2019



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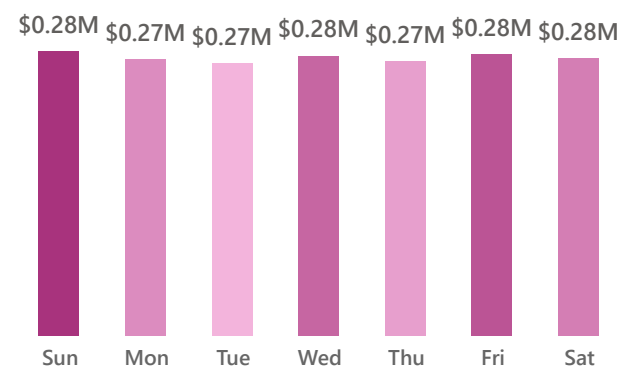
01/07/2018



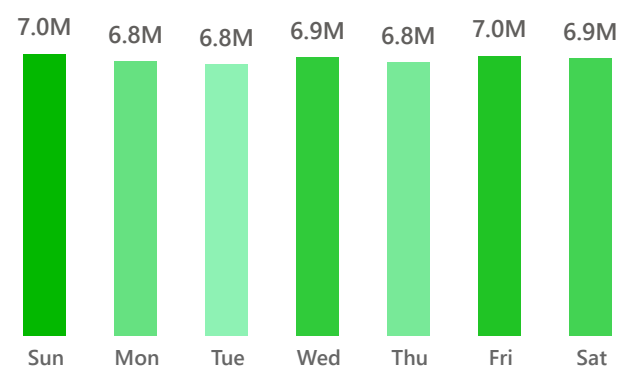
30/06/2019



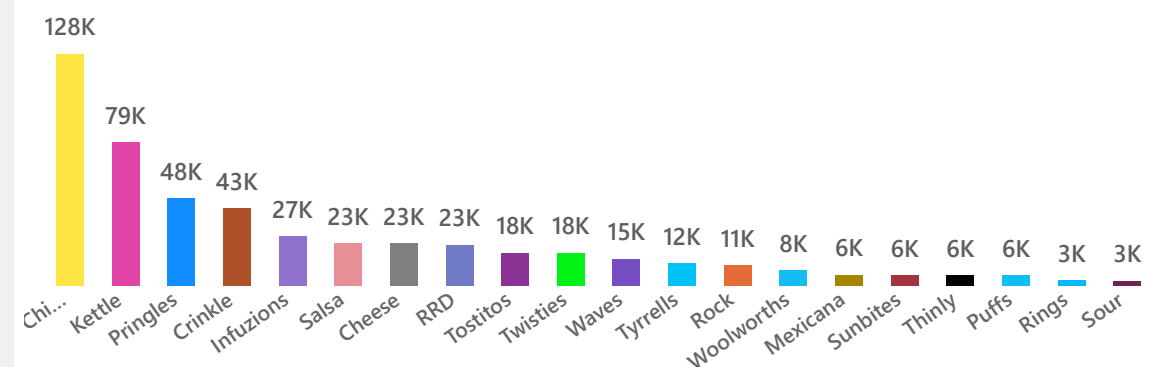
Total Sales by Day



Total Sales by Weight & Day



Total Sales by Category Quantity



Total Sales Weight

48.31 Ton

Total Product Solds

505K

CY Sales

23.94 Ton

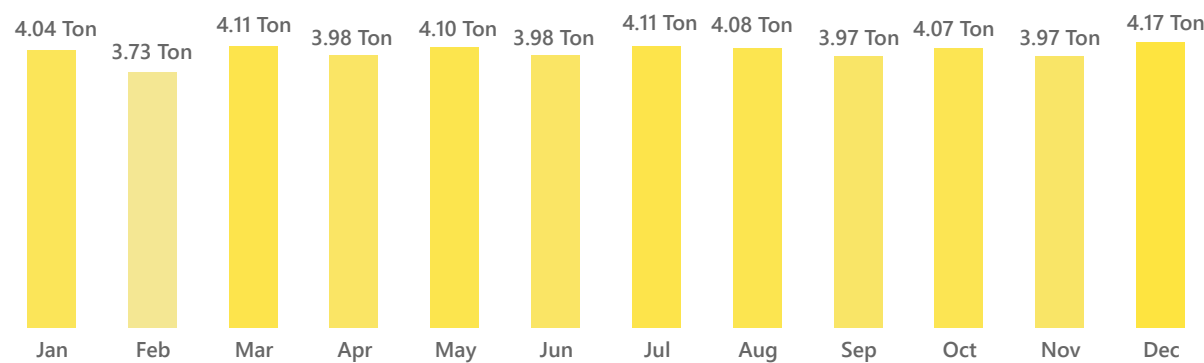
PY Sales

24.38 Ton

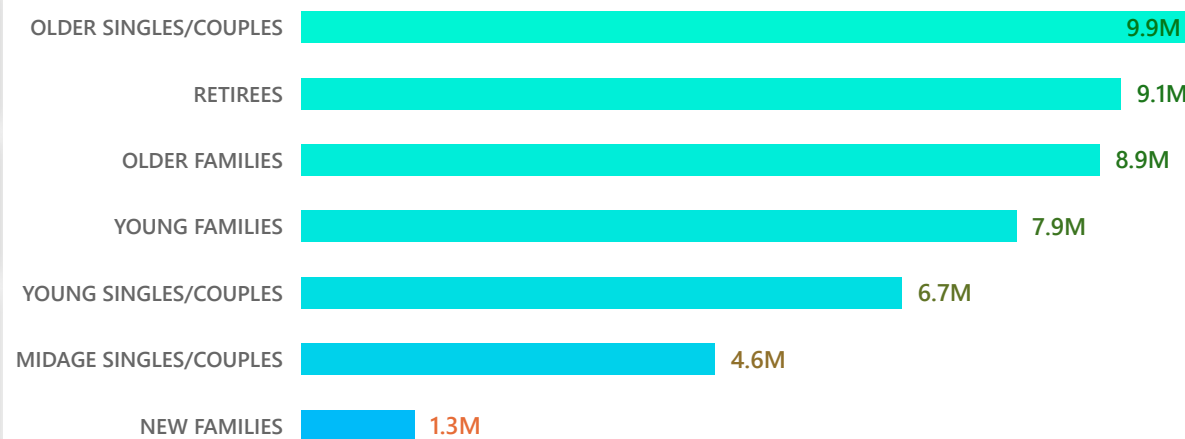
YoY P Salse Growth

-4.39 Quintal
-1.80%

Trend by Weight & Month



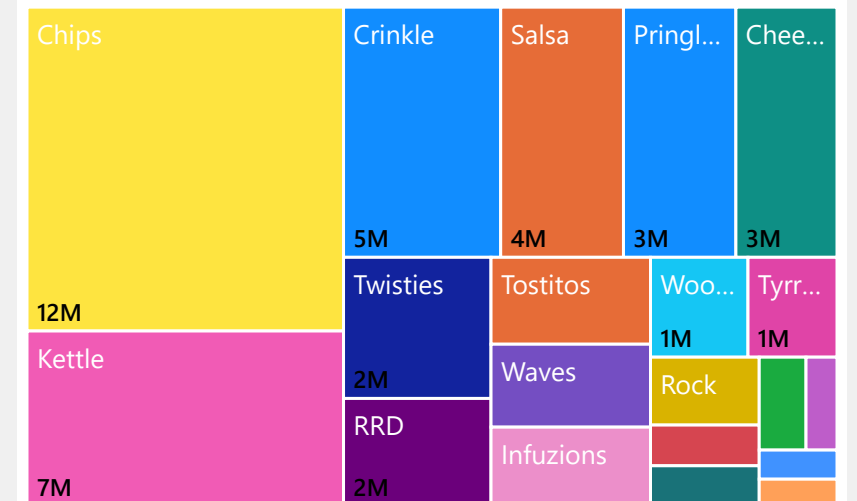
Total Sales by Weight & Lifestage



Total Sales by Weight & Customer Category



Total Sales by Weight & Category



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Retail Analysis Home

Product Overview

Chips Product Analysis

All Product Analysis

Product Category

All

Customer Category

All

Lifestage

All

01/07/2018

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Retail Strategy and Analytics | Chips Sales Analysis

01/07/2018

30/06/2019

Total Sales

\$465.12K

Total Chips Sold

128K

Total Weight

12.26 Ton

CY Sales

\$229.10K

6.05 Ton

PY Sales

\$236.02K

6.21 Ton

YoY Growth

-6.93K

-1.63 Quintal

-2.93%

-2.63%

Chips Sales Trend by Month

Chips Sales Trend by Day

Chips Sales by Customer Lifestage

Chips Sales by Weight & Category Lifestage & Growth

Sales by Customer Category

Day	Total Sales	Total Product QTY	Weight	YoY Sales Growth	YoY Weight Growth %	YoY Weight Growth in Ton
Fri	\$67,831.80	18565	1.79 Ton	192,221.40	-0.62%	-0.06 Quintal
Sun	\$67,290.00	18533	1.77 Ton	194,590.20	-5.85%	-0.53 Quintal
Mon	\$66,117.85	18210	1.75 Ton	186,215.75	-9.44%	-0.87 Quintal
Sat	\$66,009.80	18137	1.75 Ton	194,542.35	-1.53%	-0.13 Quintal
Wed	\$66,308.90	18124	1.74 Ton	190,426.15	-1.56%	-0.14 Quintal
Thu	\$65,948.15	18075	1.73 Ton	191,899.55	-1.55%	-0.14 Quintal
Tue	\$65,616.60	17985	1.73 Ton	190,165.30	2.67%	0.23 Quintal
Total	\$465,123.10	127629	12.26 Ton	-6,926.20	-2.63%	-1.63 Quintal

Total Sales & Forecasting for next 15 Days

Note : 1 Kg=1000g || 1 Quintal = 100kg || 1 Ton = 10 Quintal

Created by- Pruthvirajsinh Solanki

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Virtual Internship

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Product Overview

Chips Product Analysis

All Product Analysis

Product Category

All

Customer Category

All

Lifestage

All

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Retail Strategy and Analytics | Product Sales Analysis

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Total Sales

\$1.93M

Total Product Solds

505K

Total Weight

48.31 Ton

CY Sales

\$956.67K

23.94 Ton

PY Sales

\$976.4...

24.38 Ton

YoY Growth

-19.77K

-2.02%

-4.39 Quintal

-1.80%

Total Sales Trend by Month

Month	Total Sales
Jan	\$163K
Feb	\$151K
Mar	\$166K
Apr	\$160K
May	\$157K
Jun	\$161K
Jul	\$165K
Aug	\$158K
Sep	\$161K
Oct	\$164K
Nov	\$160K
Dec	\$168K

Total Sales Trend by Day

Day	Total Sales
Sun	\$0.28M
Mon	\$0.27M
Tue	\$0.27M
Wed	\$0.28M
Thu	\$0.27M
Fri	\$0.28M
Sat	\$0.28M

Total Sales by Customer Lifestage

Customer Lifestage	Total Sales
OLDER SINGLES/...	\$0.40M
RETIRES	\$0.37M
OLDER FAMILIES	\$0.35M
YOUNG FAMILIES	\$0.32M
YOUNG SINGLES/...	\$0.26M
MIDAGE SINGLES/...	\$0.18M
NEW FAMILIES	\$0.05M

Total Sales by Weight & Category Lifestage & Growth

Customer Lifestage	Total Sales	Growth %
OLDER SINGLES/...	9.9M	-3.18%
RETIRES	9.1M	-1.84%
OLDER FAMILIES	8.9M	-1.83%
YOUNG FAMILIES	7.9M	-0.96%
YOUNG SINGLES/...	6.7M	-1.99%
MIDAGE SINGLES/...	4.6M	-1.21%
NEW FAMILIES	1.3M	3.38%

Sales by Customer Category

Customer Category	Sales
Budget	\$1.59M
Mainstream	\$1.68M
Premium	\$1.44M

Day	Total Sales	Total Product QTY	Weight	YoY Sales Growth	YoY Weight Growth %	YoY Weight Growth in Ton
Mon	\$274,315.95	71781	6.85 Ton	779,341.25	-9.90%	-3.57 Quintal
Sun	\$282,579.10	73762	7.03 Ton	812,140.20	-4.00%	-1.44 Quintal
Tue	\$270,644.00	70666	6.77 Ton	796,265.90	2.75%	0.92 Quintal
Thu	\$272,565.65	71218	6.82 Ton	803,355.15	-1.17%	-0.40 Quintal
Wed	\$277,876.40	72415	6.95 Ton	796,424.35	0.22%	0.07 Quintal
Fri	\$279,521.30	72870	6.98 Ton	805,950.50	0.15%	0.05 Quintal
Sat	\$275,612.60	72012	6.91 Ton	813,741.95	-0.09%	-0.03 Quintal
Total	\$1,933,115.00	504724	48.31 Ton	-19,767.30	-1.80%	-4.39 Quintal

Total Sales & Forecasting for next 15 Days

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Note : 1 Kg=1000g || 1 Quintal = 100kg || 1 Ton = 10 Quintal

Created by- Pruthvirajsinh Solanki