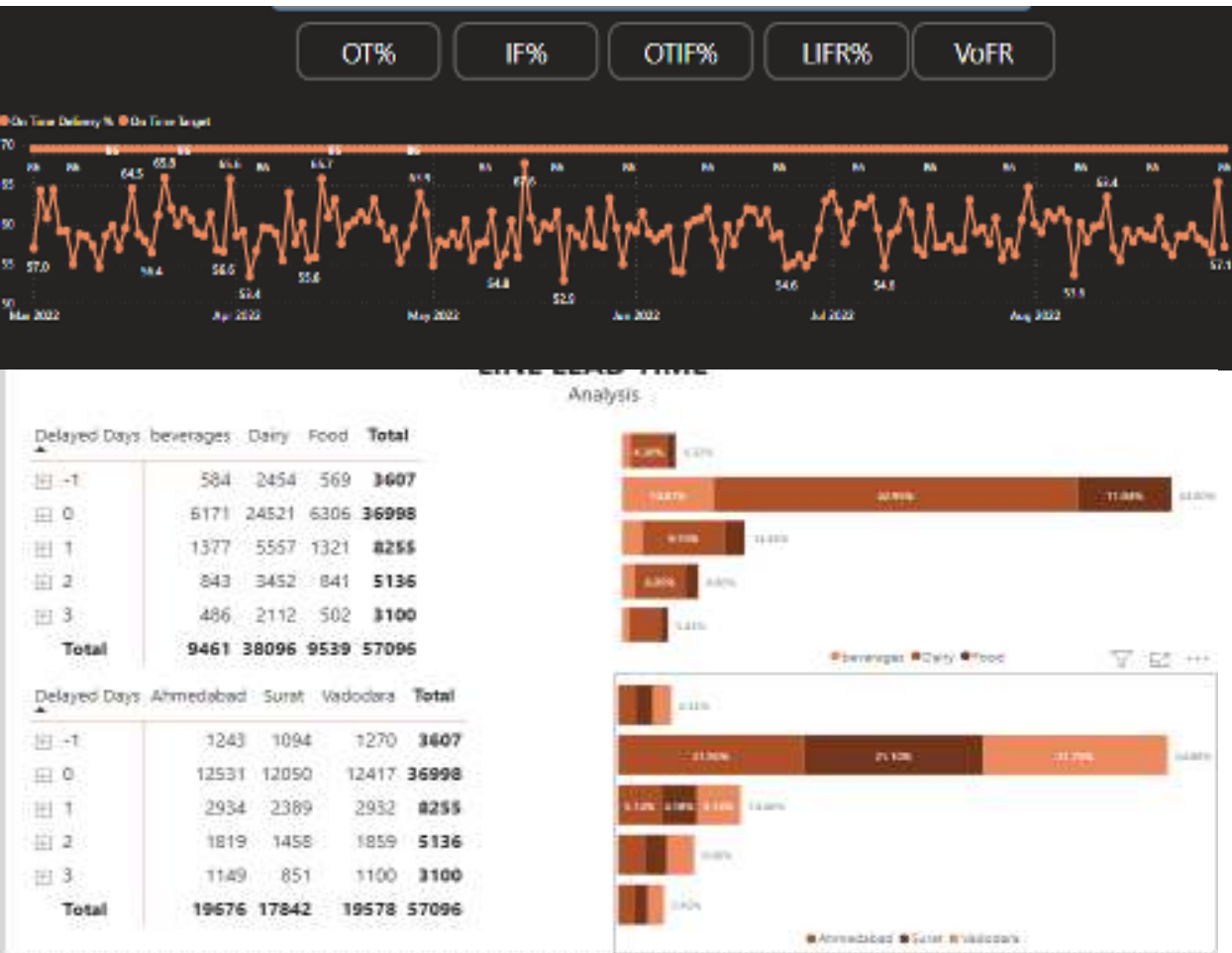


- 1) Dairy products orders are almost double than the Food and Beverages Category.
- 2) First 6 Customers Acclaimed Stores , Lotus Mart, Vijay Stores, Rel Fresh, Cool Blue & Propel Mart is constituting 53% of Total orders & seems to be key customers
- 3) Average OT%, IF% and OTIF% are noticeably lower than the Targeted levels.
- 4) MARCH'22 and AUG'22 are the two months where IF% and OTIF % have shown slight improvement compare to past month, still they are far away from Target levels





In Daily Trend for OT% Graphs for Order even Daily level of OT% too are significantly lower than Targeted OT% As we see in above slide only 59.03% of total orders are delivered on time

Even Daily trends of IF% and OTIF % chart shows that not a single day they are able to touch the Target lines for respective matrices . Especially OTIF% performance is quite disappointing. The average OTIF% is significantly lower than the Targeted OTIF % Which shows poor delivering capabilities.

Initial analysis of Order Line overview shows that there are certain customers who has LIFR % noticeably lower than Average LIFR%. • Acclaimed Stores , Cool Blue, Elite Mart, Info Stores, Lotus Mart, Sorefoz Mart & Vijay Stores • Out of That Acclaimed Stores , Lotus Mart & Vijay Stores are the customers who have larger no. of order lines **amongst all 12** Further detailed analysis of Line lead time analysis combined with delayed days analysis reveals some interesting facts For Acclaimed Stores , Cool Blue & Lotus Mart more than 75% of times lines are being delivered late. Moreover, out of that 75% delayed deliveries, 66% of them are late by 2 or 3 days.



Unfortunately, The Answer is **"YES"**

And probably **Acclaimed Stores , Cool Blue & Lotus Mart** are the Key customers who would certainly not willing to renew the contract