# QUANTIUM'S RETAIL **CHIPS ANALYSIS**

# OVER VIEW FOR THE TOP 5 STORS PERFORMANCE





WE HAVE THE TOP 5 STORES BY CHIPS
 SALES SO WE NEED TO CHECK THEM
 ALWAYES THEIR INVENTORY TO FACE THE
 HIGH DEMAND AND CHECK THE OTHER
 STORES SELLING AND MARKETING
 STRATEGY



### TOP 5 STORS

STORE_NBR	Count of TXN_ID
4	618
88	672
165	643
226	726
237	613

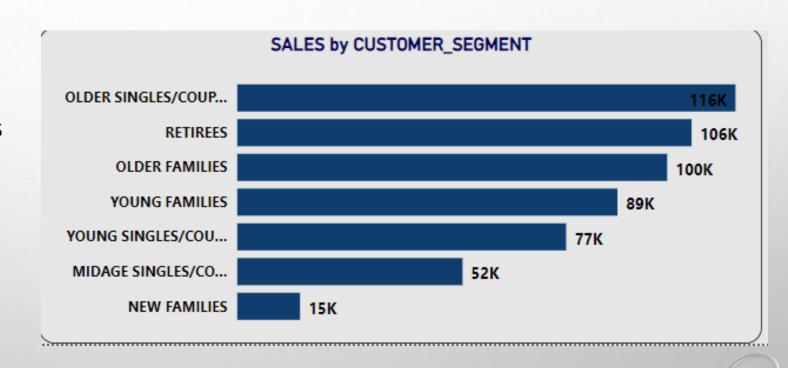
STORE_NBR	Sum of TOT_SALES
4	4,861.25
88	5,274.75
165	5,139.25
226	7,037.05
237	4,806.30

THEIR PERFORMANCE WITH SALES AND TRANSACTIONS COUNT

# OVER VIEW FOR CUSTOMER SEGMENT ACCORDING TO LIFESTAGE



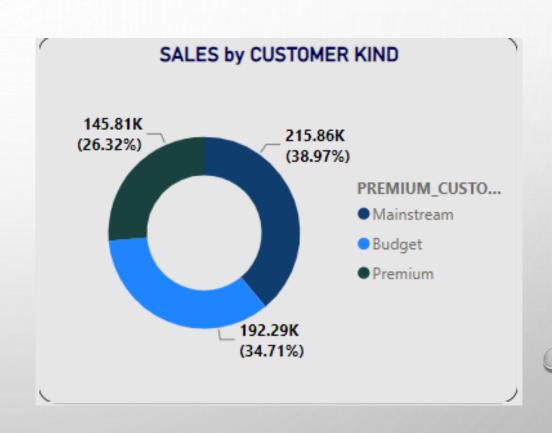
- HERE WE FOUND THAT THE HIGHEST CUSTOMER SEGMENT CONTRIBUTING IN THE SALES ACCORDING TO LIFE STAGE
- IS OLDER SINGLE/COUPLES AND RETIREES
- ALSO OLDER/YOUNG FAMILY WE NEED TO TARGET THEM THEY COULD BE COUNTRIBUTE IN THE REVENUE MORE AS WELL
- AND THE LOWEST ARE NEW FAMILIES
   MAY BE THEY ARE INTERESTED MORE IN
   HEALTHY FOOD SO WE COULED TARGET
   THEM WITH MID AGE CUSTOMERS IN
   HEALTHY SNAKES FOR INSTANCE



# OVER VIEW FOR CUSTOMER SEGMENT



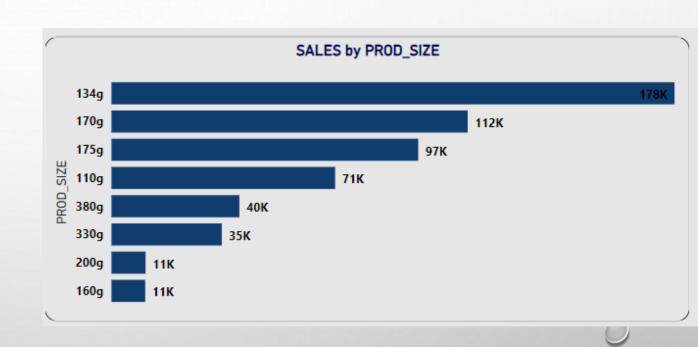
- ALSO WE FOUND THAT THE MAINSTREAM SEGMENT ARE THE MOST WHO CONTRIBUTING IN THE SALES WITH PERCENTAGE OF ALMOST 39% EVEN MORE OVER THE PREMIUM CUSTOMERS WE NEED TO TARGET THEM MORE TO KEEP THEM SATISFY
- ALSO WE NEED TO FOCUS WTH THE PREMIUMS AS THEIR PERCENRAGE ASLO HIGH AND WE COULD MAKE MORE PROFIT WITH THEM



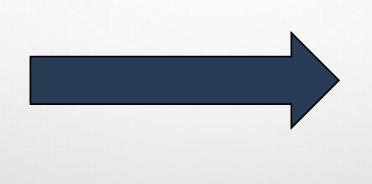
# THE PERFERABLE PACKING SIZE FOR THE CUSTOMERS



ALSO WE FOUND THAT THE PACKAGE
WITH 134 G AND 170 G ARE MORE
PREFERABLE TO THE CUSTOMERS WE
SHOULD FOCUS MORE ON THE
INVENTORY FOR THIS PACKEGES

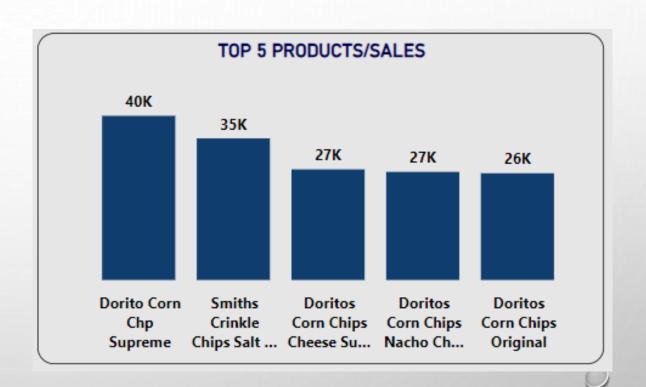


# THE TOP 5 PRODUCTS THE BEST SELLING





HERE WE HAVE THE TOP 5 BEST
 SELLING PRODUCTS WE NEED TO
 CHECK THEIR INVENTORY
 REGULARY





# THANKS FOR YOU