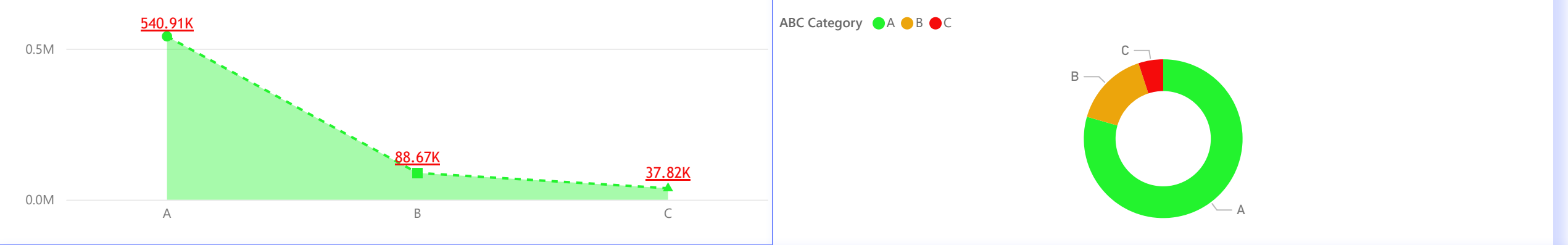


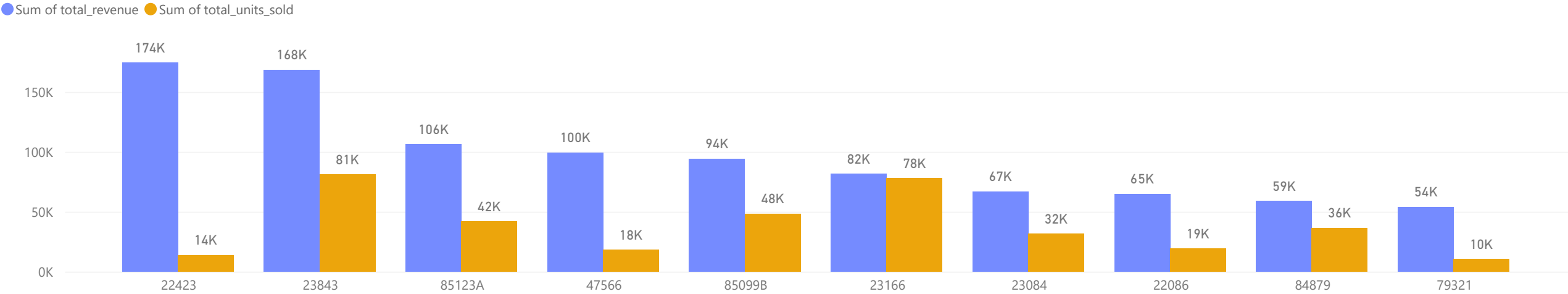
Inventory Optimization: Final Summary & Key Action Areas

Total Revenue	Capital Tied In Dead Stock	Avg Return Rate	Total Dead Stock SKUs
<u>10.20M</u>	<u>60.67K</u>	<u>6.36%</u>	<u>517</u>

Estimated Revenue Loss (\$) Due to Returns by Inventory Class



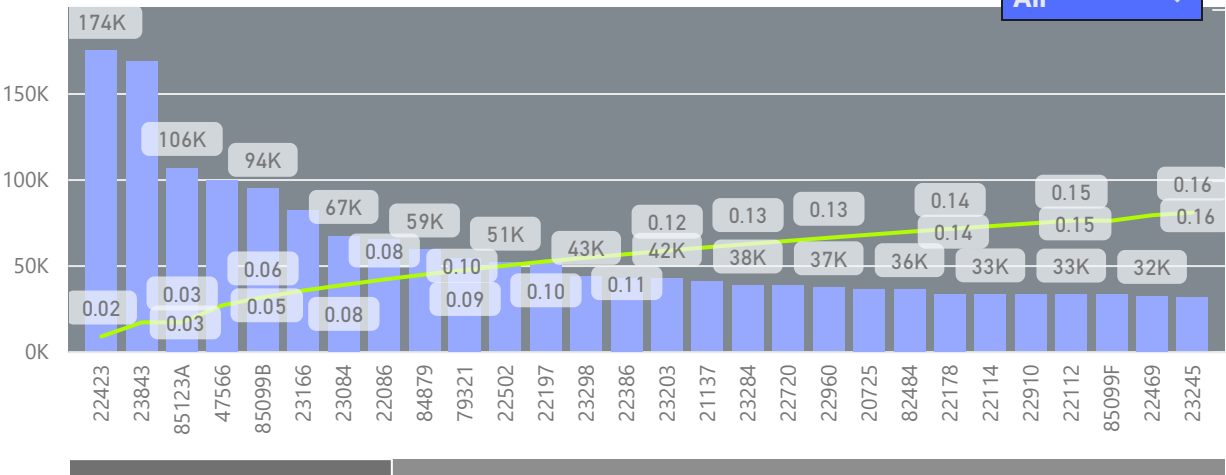
Top 10 Highest selling products along with total units sold



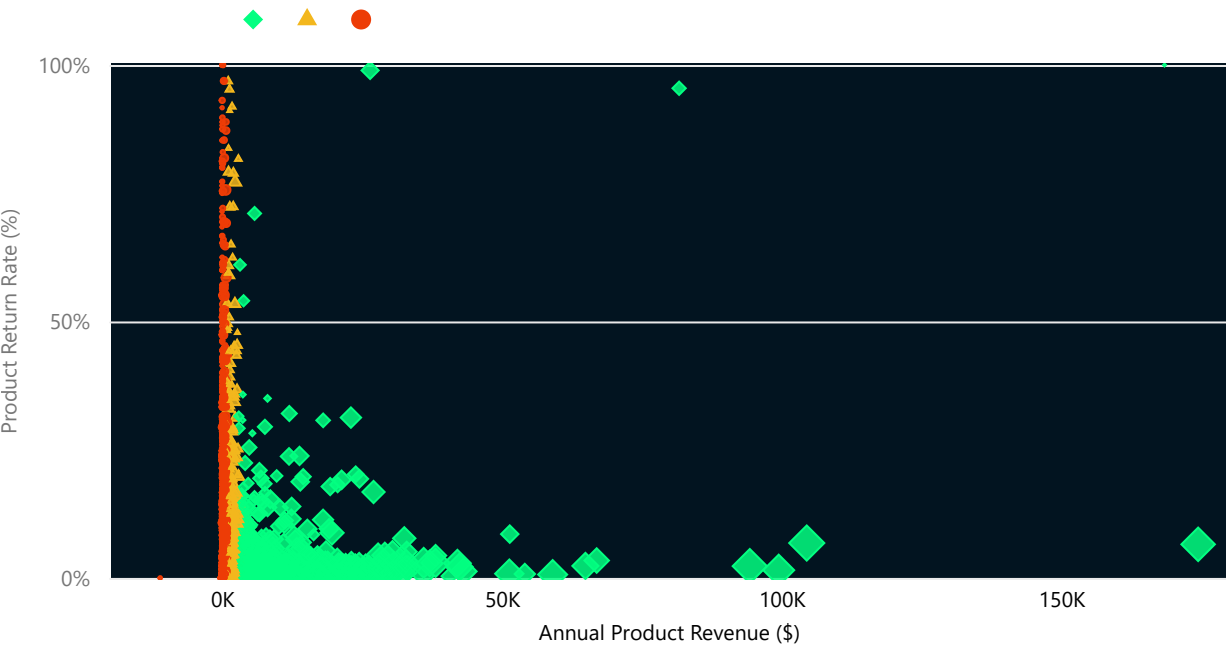


Pareto Principle Validation: 80/20 Revenue Concentration

Sum of total_revenue Standard Cumulative Revenue PCT



Inventory Risk & Value Matrix: Identifying Toxic Assets



PRODUCT ID	DESCRIPTION	ABC CLASSIFICATION	TOTAL REVENUE	AVG RETURN RATE	DAY
72800B	4 PURPLE FLOCK DINNER CANDLES	C	290.80	0.00%	
23437	50'S CHRISTMAS GIFT BAG LARGE	B	2,373.63	0.10%	
23345	DOLLY GIRL BEAKER	B	2,891.25	0.29%	
23391	I LOVE LONDON MINI BACKPACK	B	1,632.32	0.00%	
23472	NINE DRAWER OFFICE TIDY	B	909.37	0.00%	
22167	OVAL WALL MIRROR DIAMANTE	B	2,401.07	2.10%	
23438	RED SPOT GIFT BAG LARGE	B	2,227.42	0.00%	
22900	SET 2 TEA TOWELS I LOVE LONDON	A	14,975.93	4.39%	
23007	SPACEBOY BABY GIFT SET	A	7,758.70	1.20%	
23411	TRELLIS COAT RACK	B	1,118.61	0.44%	
20954	*USB Office Mirror Ball	C	16.94	100.00%	
22418	10 COLOUR SPACEBOY PEN	A	5,585.45	2.62%	
22436	12 COLOURED PARTY BALLOONS	B	1,412.16	0.93%	
21448	12 DAISY PEGS IN WOOD BOX	C	600.87	11.46%	
22282	12 EGG HOUSE PAINTED WOOD	B	2,378.52	0.67%	
23442	12 HANGING EGGS HAND PAINTED	C	87.36	0.00%	
21447	12 IVORY ROSE PEG PLACE SETTINGS	B	1,478.10	12.28%	
22906	12 MESSAGE CARDS WITH ENVELOPES	B	2,959.42	0.06%	
20973	12 PENCIL SMALL TUBE WOODLAND	A	3,216.12	1.07%	
20975	12 PENCILS SMALL TUBE RED RETROSPOT	A	4,387.82	4.95%	
20974	12 PENCILS SMALL TUBE SKULL	A	4,531.98	8.11%	
20984	12 PENCILS TALL TUBE POSY	B	1,173.90	1.75%	
20983	12 PENCILS TALL TUBE RED RETROSPOT	B	2,382.46	0.25%	
20982	12 PENCILS TALL TUBE SKULLS	B	1,884.92	0.19%	
20981	12 PENCILS TALL TUBE WOODLAND	B	1,742.27	0.96%	
84461	12 PINK HEN+CHICKS IN BASKET	C	104.55	14.63%	
21445	12 PINK ROSE PEG PLACE SETTINGS	C	267.50	1.84%	
21446	12 RED ROSE PEG PLACE SETTINGS	C	640.92	10.94%	
84465	15 PINK FLUFFY CHICKS IN BOX	C	29.50	60.00%	
85048	15CM CHRISTMAS GLASS BALL 20 LIGHTS	A	10,910.61	3.02%	
23253	16 PIECE CUTLERY SET PANTRY DESIGN	A	3,848.86	0.78%	
23124	18PC WOODEN CUTLERY SET DISPOSABLE	C	751.38	0.00%	
90168	2 DAISIES HAIR COMB	C	52.56	33.33%	
21458	2 PICTURE BOOK EGGS EASTER BUNNY	C	256.54	0.00%	
21456	2 PICTURE BOOK EGGS EASTER CHICKS	C	222.22	0.58%	
21457	2 PICTURE BOOK EGGS EASTER DUCKS	C	165.89	0.00%	
22567	20 DOLLY PEGS RETROSPOT	A	3,282.30	1.62%	
22316	200 BENDY SKULL STRAWS	C	743.62	0.15%	
22315	200 RED + WHITE BENDY STRAWS	B	1,221.43	0.00%	
84731	3 BIRDS CANVAS SCREEN	C	2.04	0.00%	
84206A	3 BLACK CATS W HEARTS BLANK CARD	C	4.56	0.00%	
Total			1,02,03,363.72	6.36%	