

# **FINAL EXECUTIVE REPORT**

## **Vonos Automotive – Inventory Performance & Stock Health**

### **Overall Dashboard Story (Executive Summary)**

This dashboard provides an integrated executive view of inventory investment, sales performance, stock availability, and supply risk across Vonos Automotive's spare-parts operations.

With a total inventory investment of \$577.86M, the dashboard enables leadership to understand where capital is concentrated, how inventory supports sales demand, and where emerging stock risks exist, while maintaining a high 98.8% stock availability. The analysis supports informed decisions around inventory optimization, supplier management, and working-capital efficiency.

### **Sub-Stories by Visual**

#### **1. Inventory Value (Cost) by Part Category**

Reveals where working capital is most concentrated

Inventory investment is distributed across Body, Electrical, Engine, and Consumables, with Body parts (~29.8%) and Consumables (~21.2%) accounting for the largest shares of total inventory value.

**Executive Insight:** High capital concentration in these categories increases holding-cost exposure and makes them priority candidates for turnover and demand-alignment optimization.

#### **2. Total Quantity Sold by Vehicle Brand**

Highlights customer demand patterns by brand

Sales volumes are evenly distributed across Honda, Hyundai, Mercedes-Benz, Nissan, and Toyota, each contributing roughly 19–21% of total units sold.

**Executive Insight:** Demand diversification reduces dependency on a single OEM and supports a balanced brand-level stocking strategy.

#### **3. Total Quantity Sold by Part Category**

Identifies which parts drive sales throughput

Consumables and Body parts lead total units sold, followed by Electrical and Engine parts.

**Executive Insight:** High-volume categories require stronger availability buffers and tighter replenishment controls to prevent service disruption.

#### **4. Inventory Value (Cost) by Vehicle Brand**

Shows how inventory cost is allocated across brands

Inventory value is highest for Nissan and Hyundai, followed closely by Honda and Toyota, with Mercedes-Benz holding the lowest share.

**Executive Insight:** Brands with high inventory value but moderate sales volumes represent opportunities for inventory rationalization and turnover improvement.

#### **5. Low Stock Items by Supplier**

Pinpoints supplier-level stock risk

Out of 500 total stock items (SKUs), 134 items (~27%) are currently classified as low stock. AutoSource Ltd and JapAuto Supplies account for the highest concentration of low-stock SKUs.

**Executive Insight:** Supplier-specific risks exist despite strong overall availability, requiring proactive engagement to prevent future stock-outs.

## Executive KPI Snapshot

- Inventory Value (Cost): \$577.86M
- Total Stock Items (SKUs): 500
- Low Stock Items: 134
- Low Stock Rate: ~27%
- Stock Availability: 98.8%
- Total Quantity Sold: 25K units

## Executive Actions Recommended

- 1 Optimize Reorder Points – Focus on high-volume Consumables and Body parts to balance availability and holding cost.
- 2 Supplier Risk Mitigation – Engage suppliers with high low-stock exposure to improve lead times and fill rates.
- 3 Inventory Efficiency Controls – Introduce inventory aging, slow-moving stock indicators, and coverage-days monitoring.
- 4 Capital Allocation Review – Align inventory investment more closely with observed sales demand by brand and category.