

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.