

Coffee Shop Business Analysis

Welcome to a coffee shop analysis, prepared for the New
CEO Review

Presented by Thando Mhlanga

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Total Revenue, Total Transactions and Revenue per month

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Total sales per the store location

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Total sales by Time and Total sales by Weekday

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Total sales by location per month,

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BrightCoffeeShop

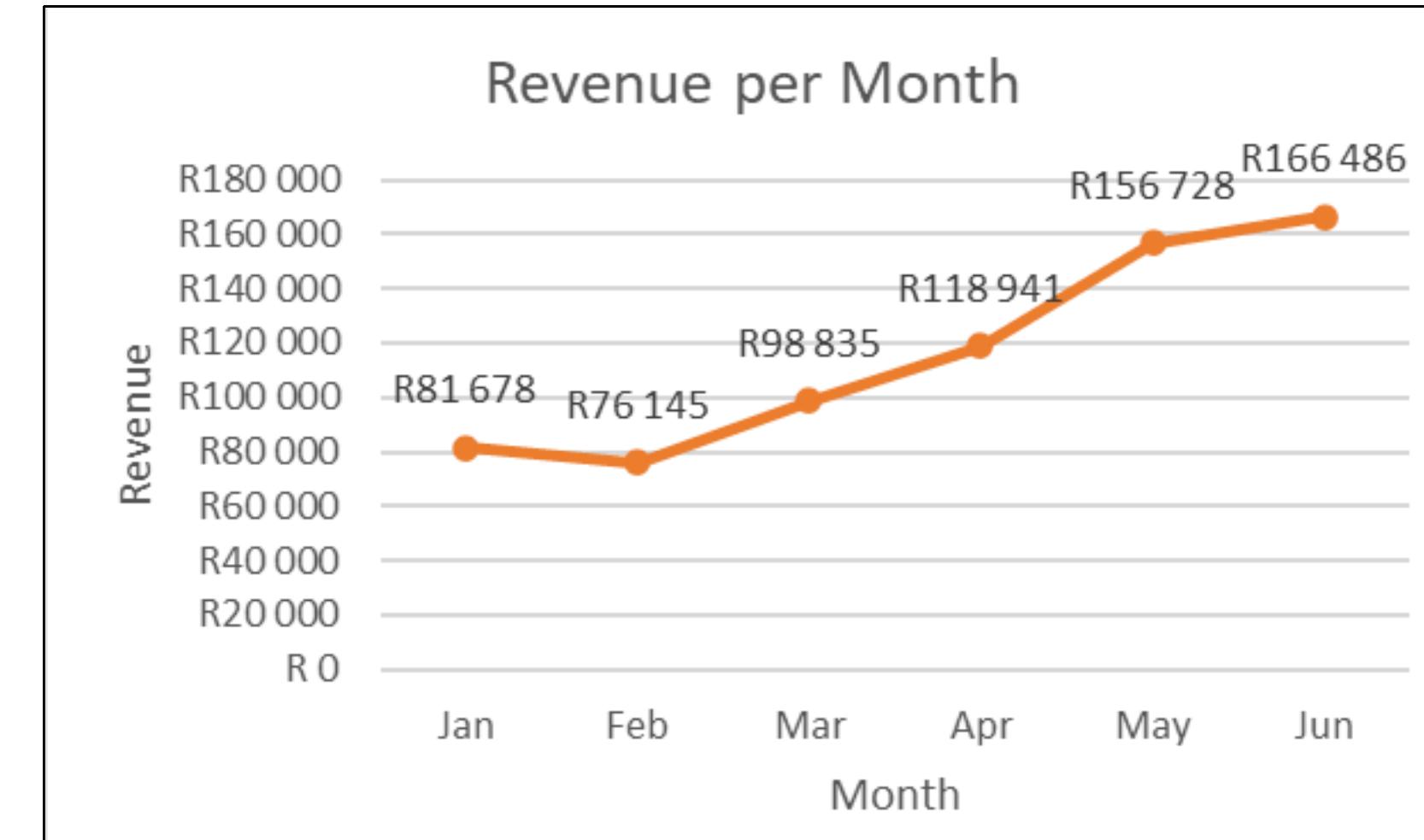
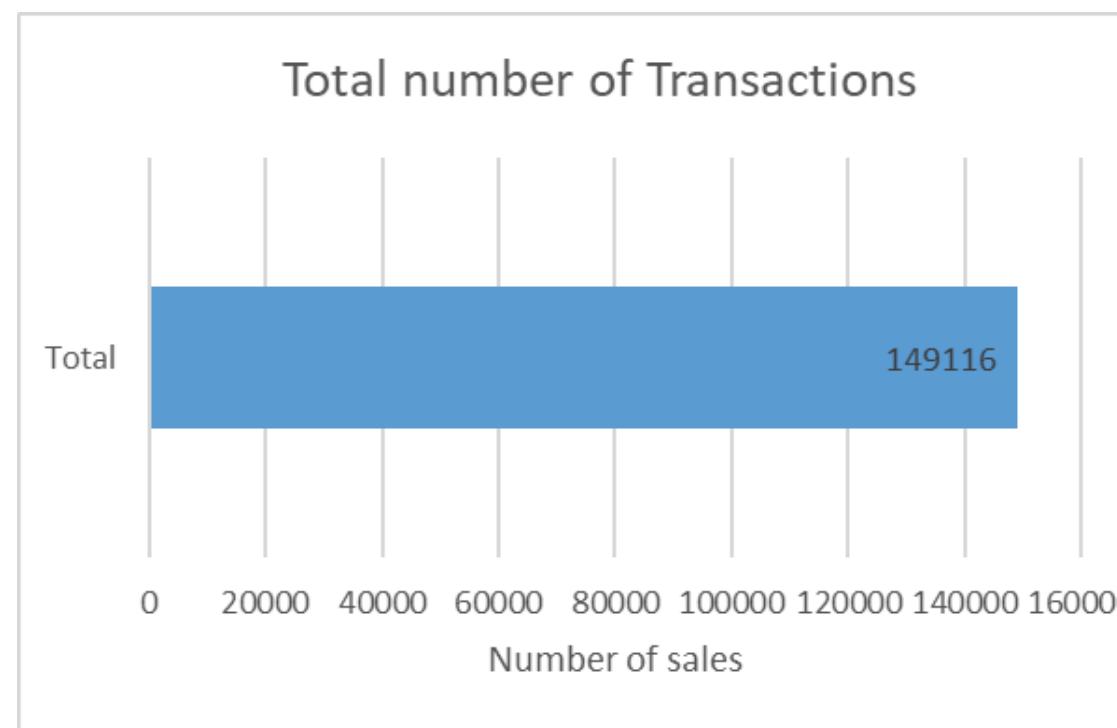
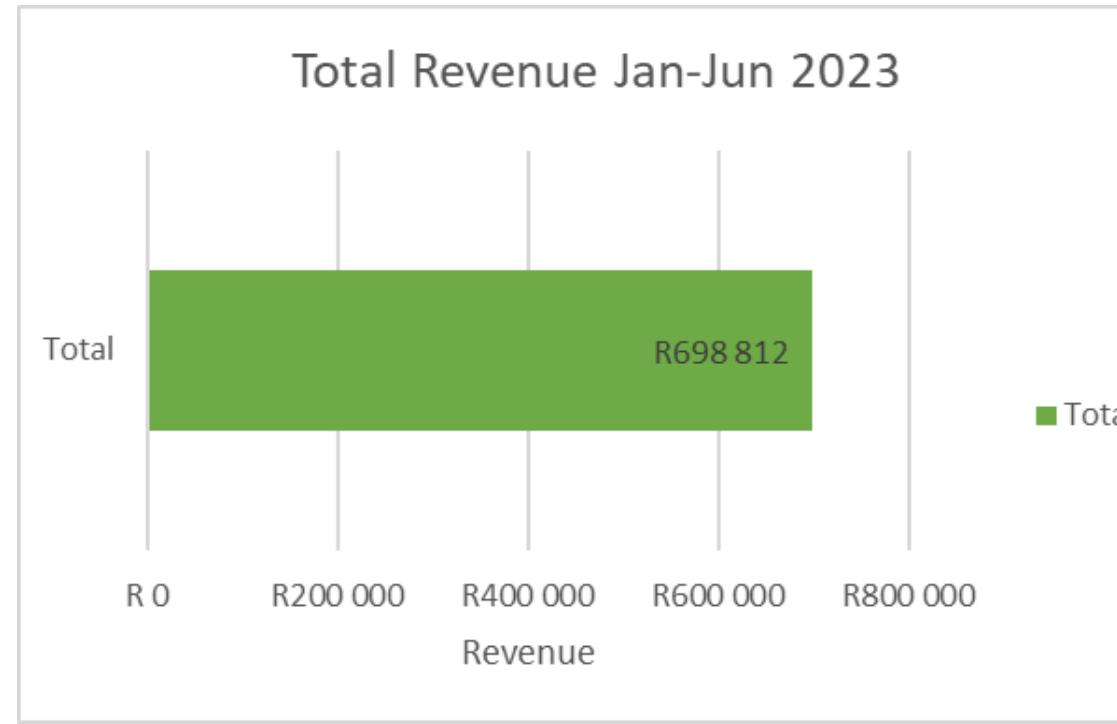


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Total sales Jan - Jun 2023

Bright Coffee Shop ≡



Accelerating Growth

- Revenue doubled from January to June 2023.

Key Observations

- Total Revenue (Jan-Jun 2023): R698,812.
- Total Transactions (Jan-Jun 2023): 149,116.
- Monthly Revenue Growth: Revenue steadily increased, rising from R76,145 in February to R166,486 in June.

Location Performance Analysis

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01

Hell's Kitchen
R236.5K • 34% share

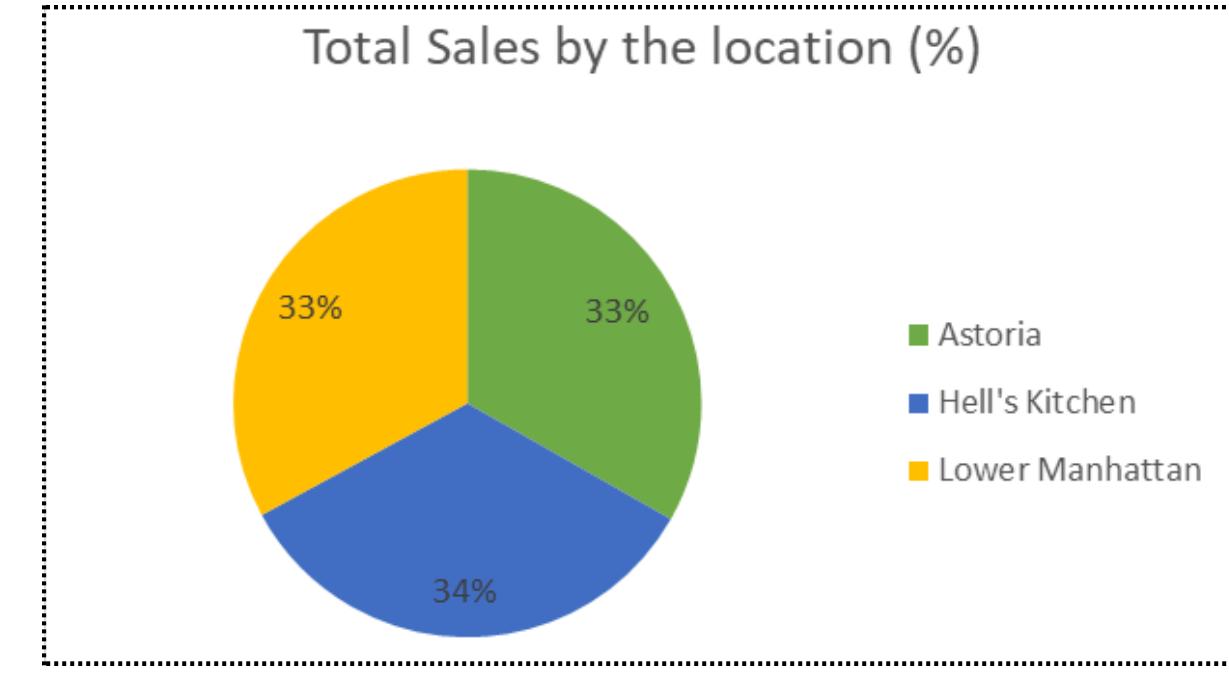
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Astoria
R232.2K • 33% share

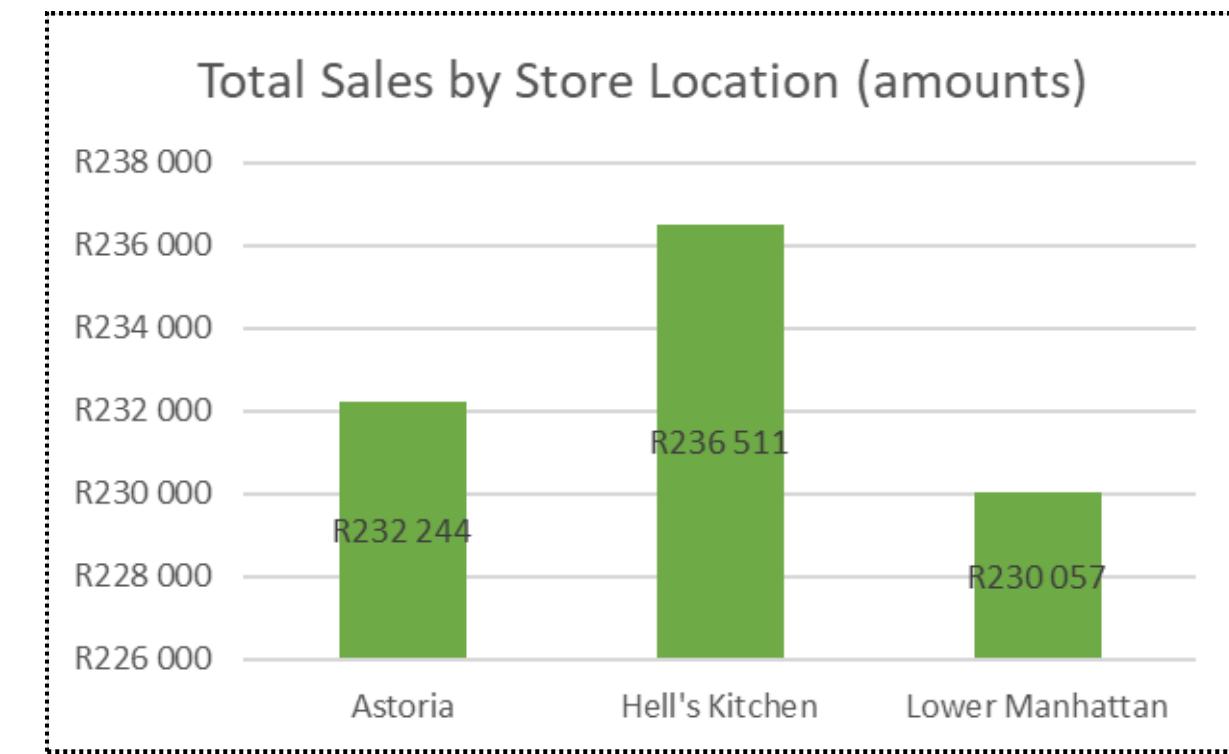
03

Lower Manhattan
R 230.1K • 32% share

- The Hell's Kitchen location is the top performer, though the differences in revenue are minimal.
- Astoria and Lower Manhattan are close to each other in revenue



All three locations show remarkable balance in revenue distribution.



Recommendations
Invest more in Lower Manhattan for growth and understand the customer behavior in this location.

04

Customer Traffic & Daily Patterns

Peak Day Revenue: Highest revenue days are Monday (R101,677) and Friday (R101,373)- more traffic at the start of the week and end of the week.

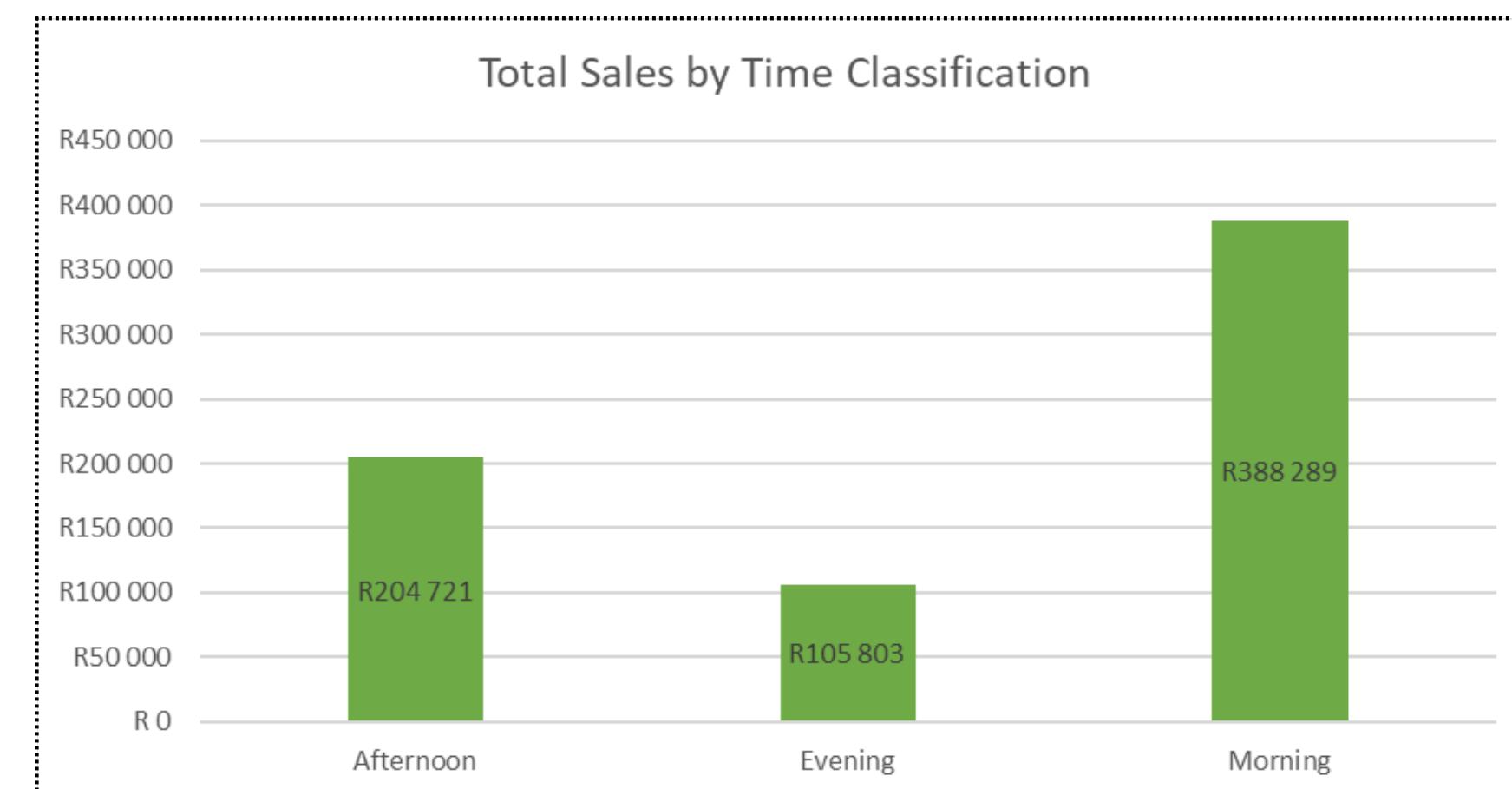
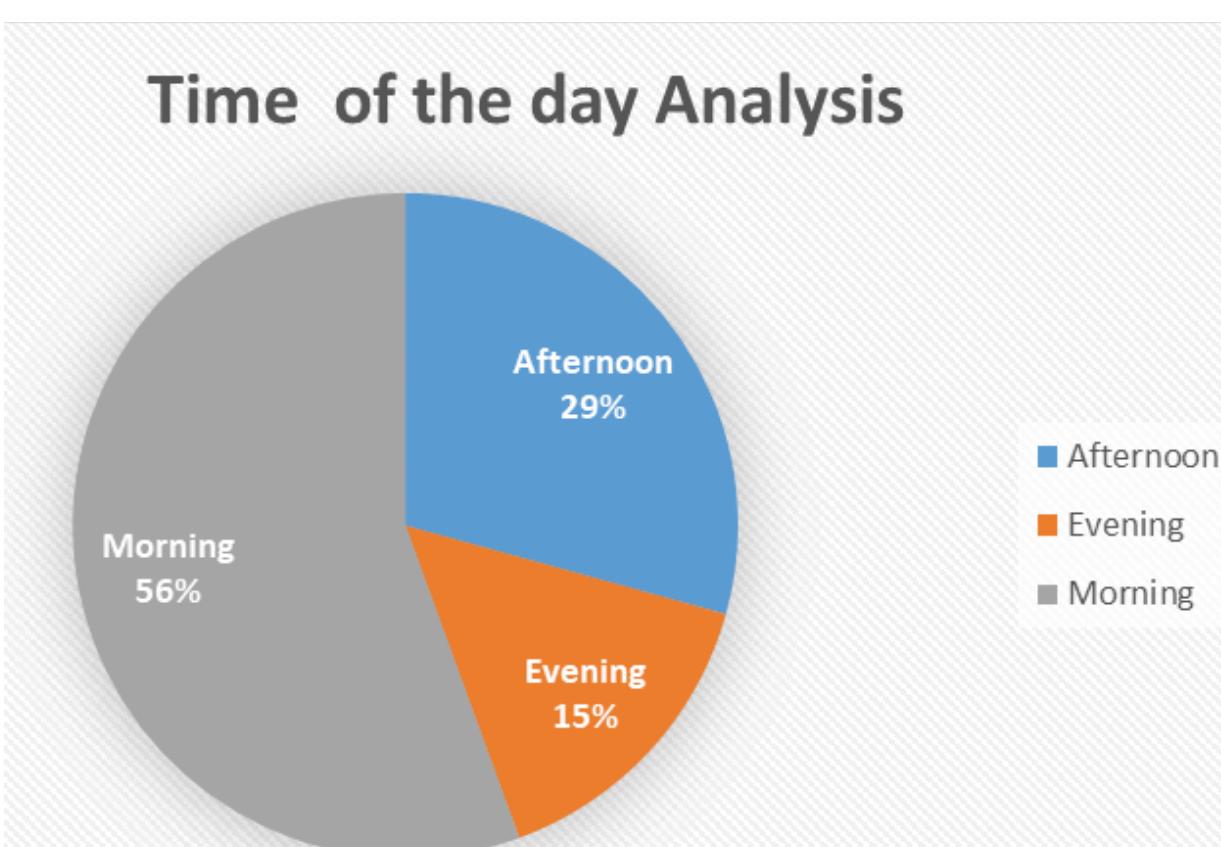
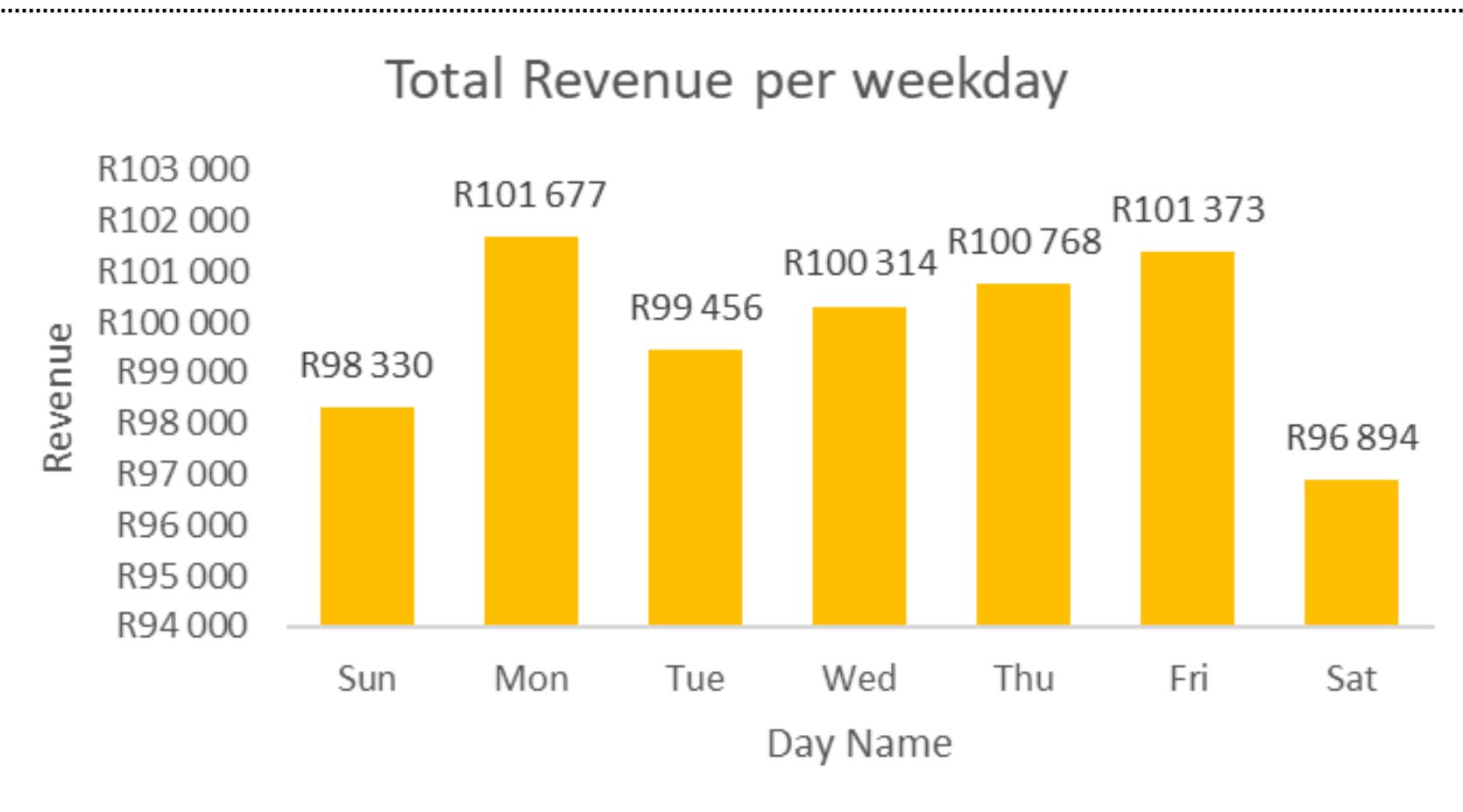
Low Day Revenue: Saturday has the lowest revenue (R96,894).

Time of Day Traffic:

Morning has the majority of sales at 56%.

Off-Peak Time: Afternoon (29%) and Evening (15%) represent lower traffic periods.

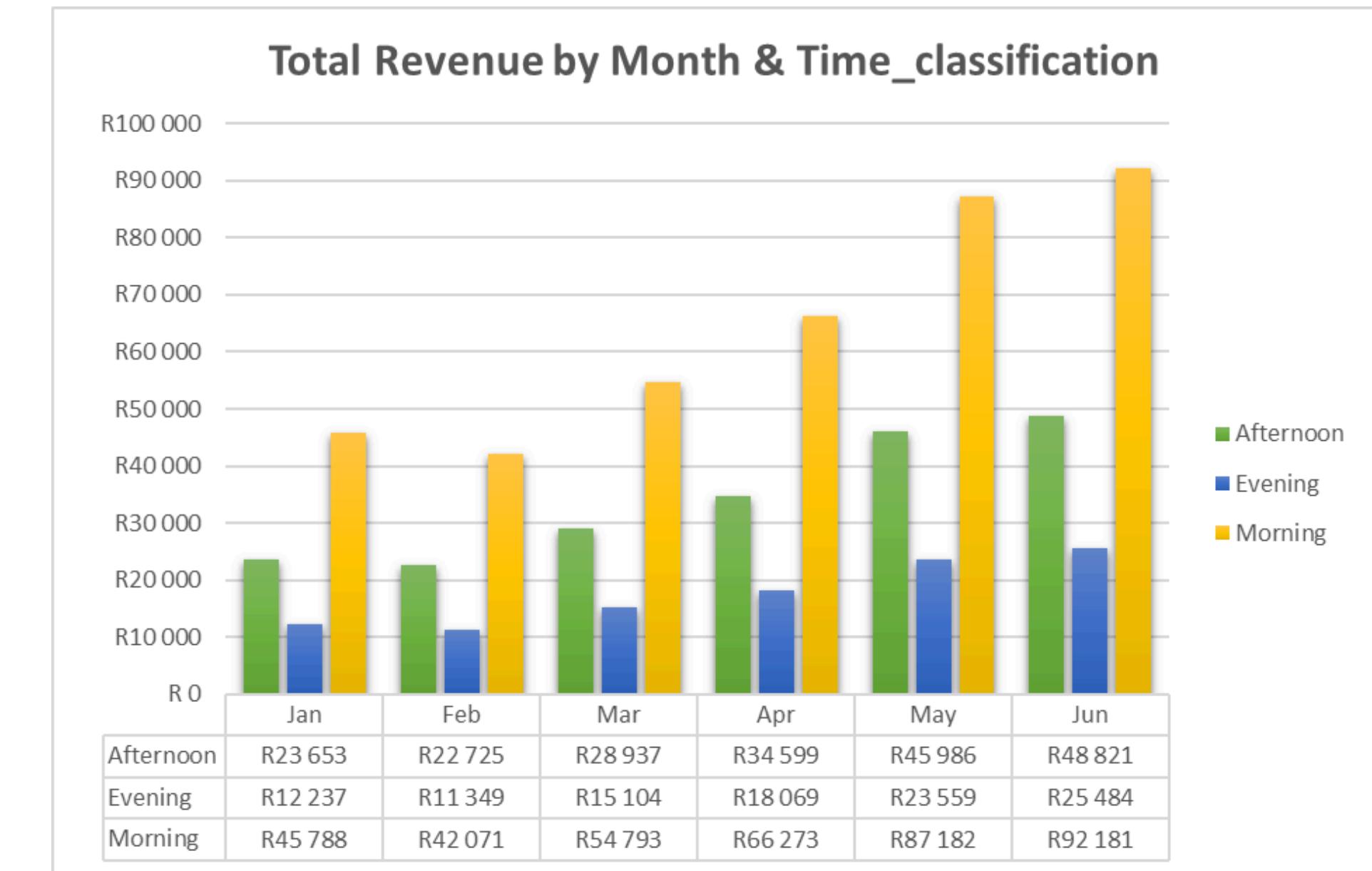
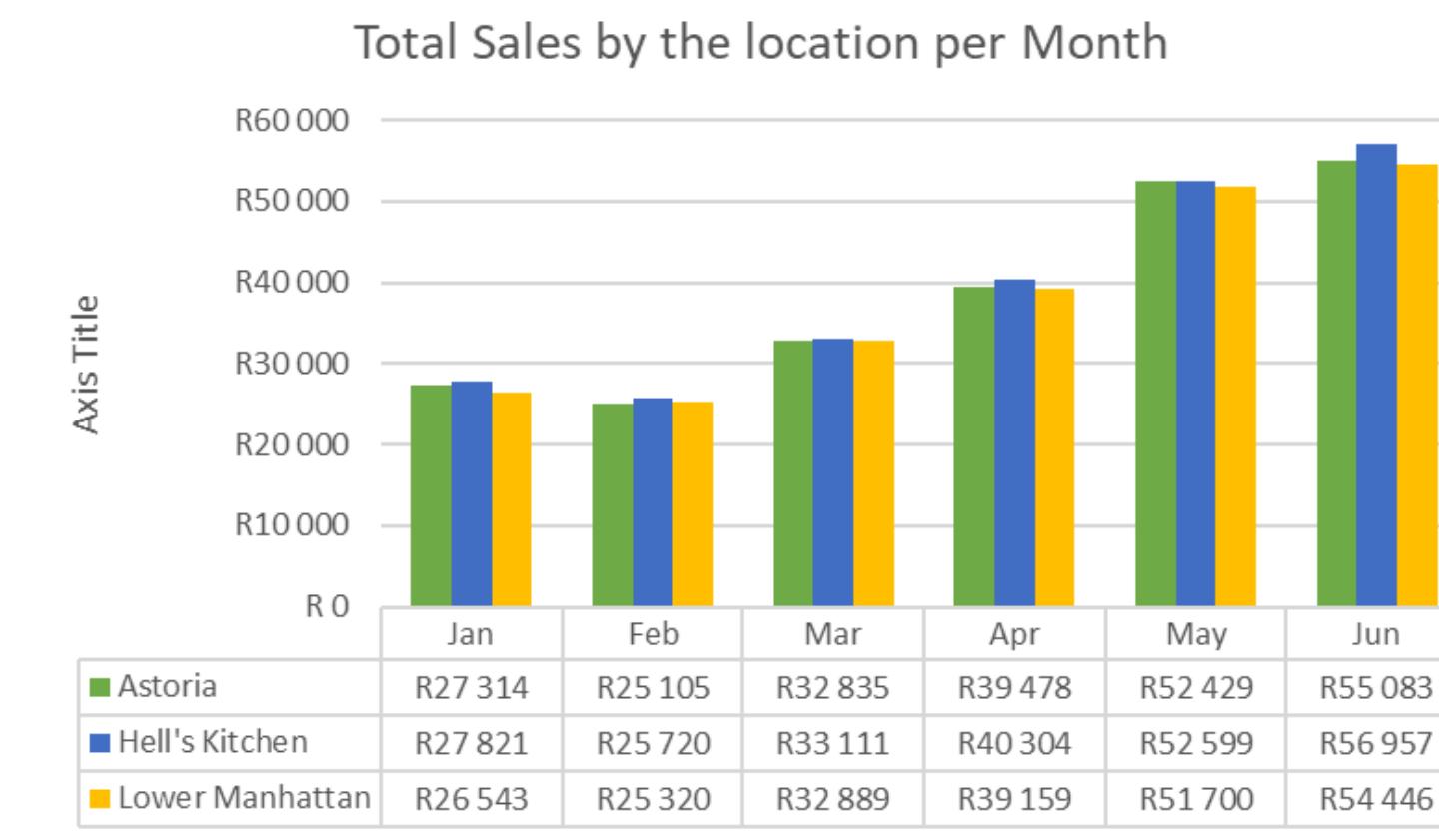
Recommendations: optimize Afternoon/Evening revenue by introducing off-peak promotions and loyalty programs



Month Patterns by Location and Time Classification



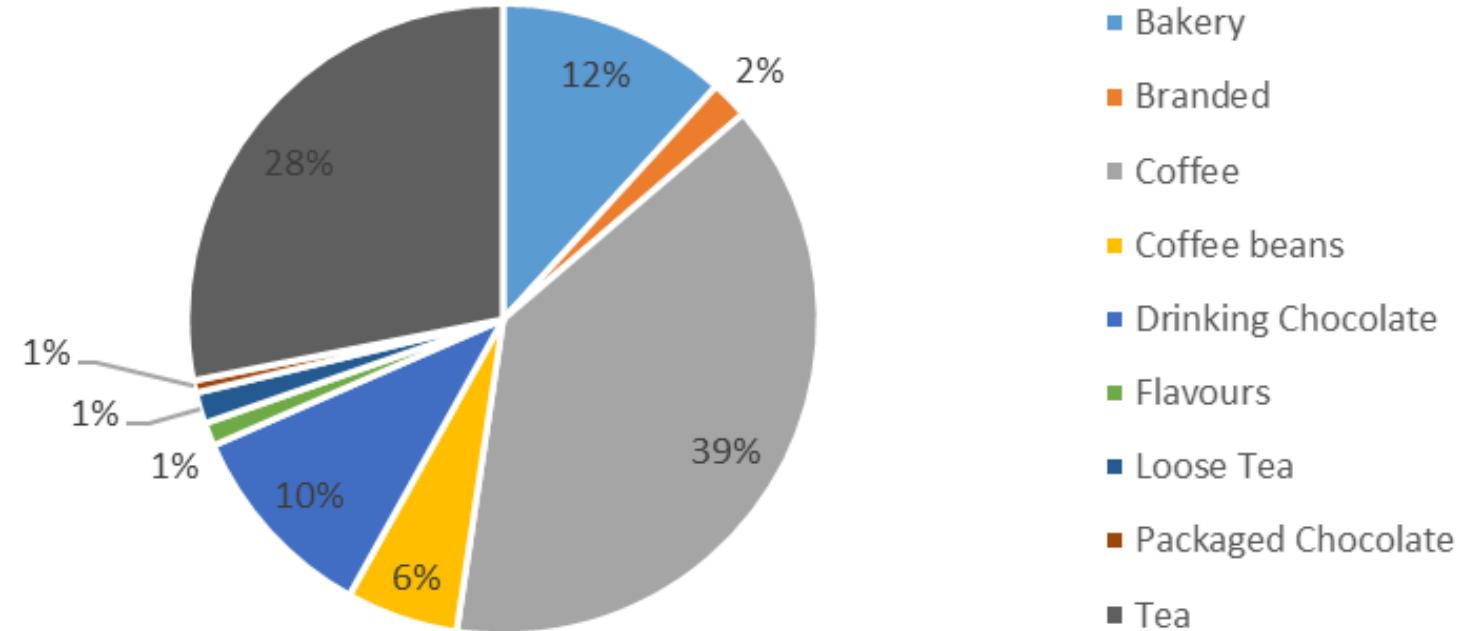
- Consistent growth across all variables: locations AND weekday improving
- Morning revenue doubled over 6 months at all locations



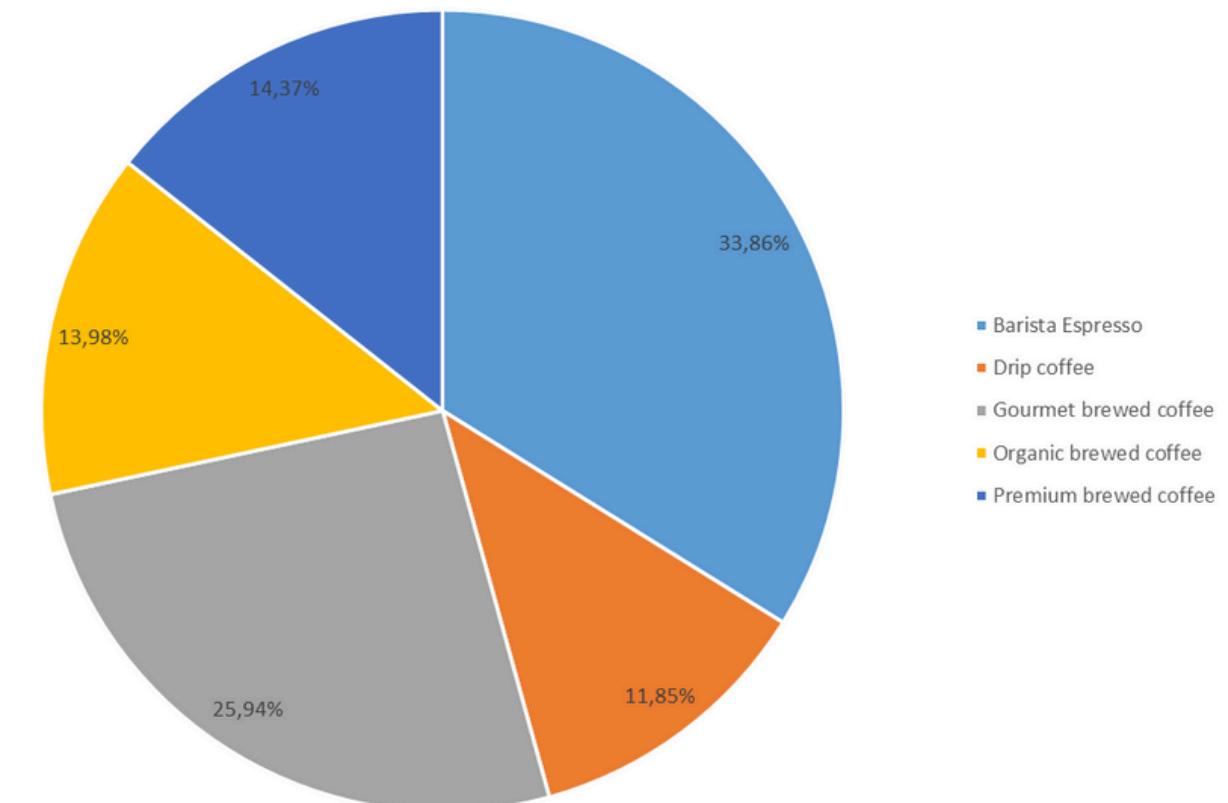
Top Performing Products



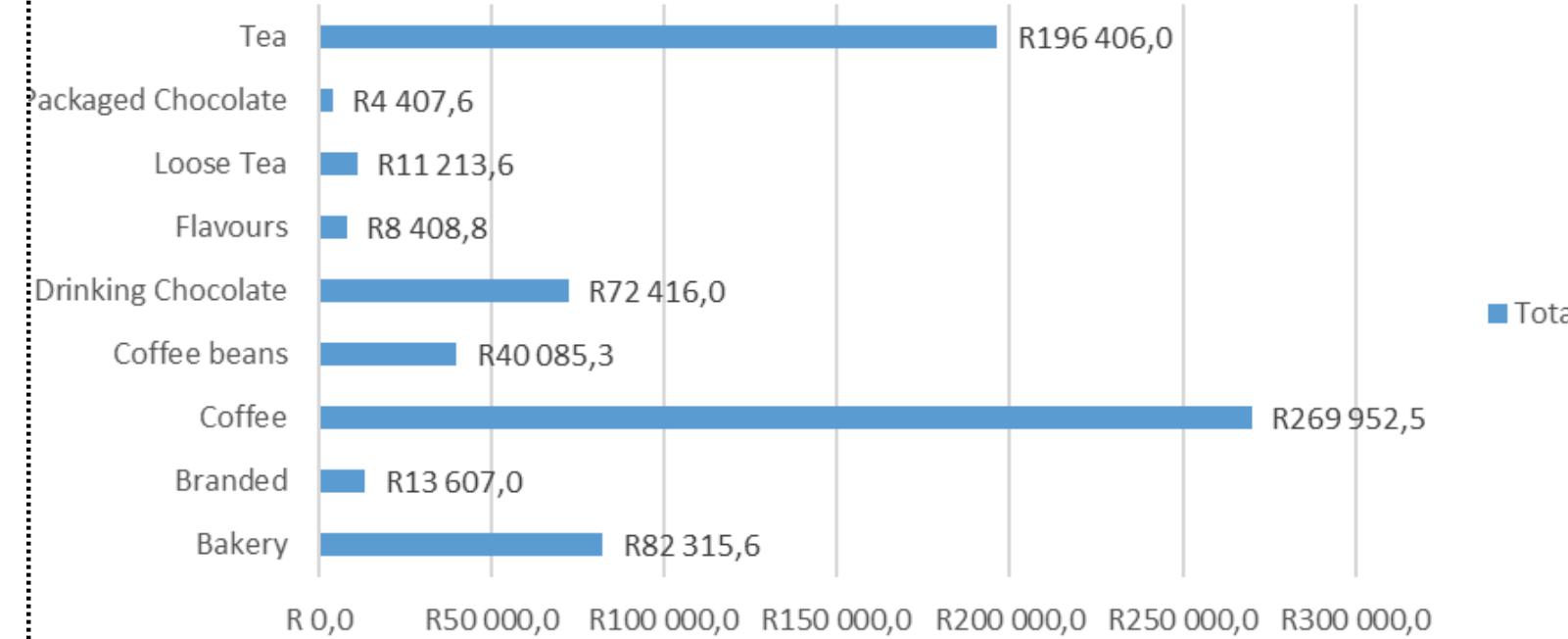
Revenue for all product categories



Total Revenue per Coffee product type



Revenue per Product Category



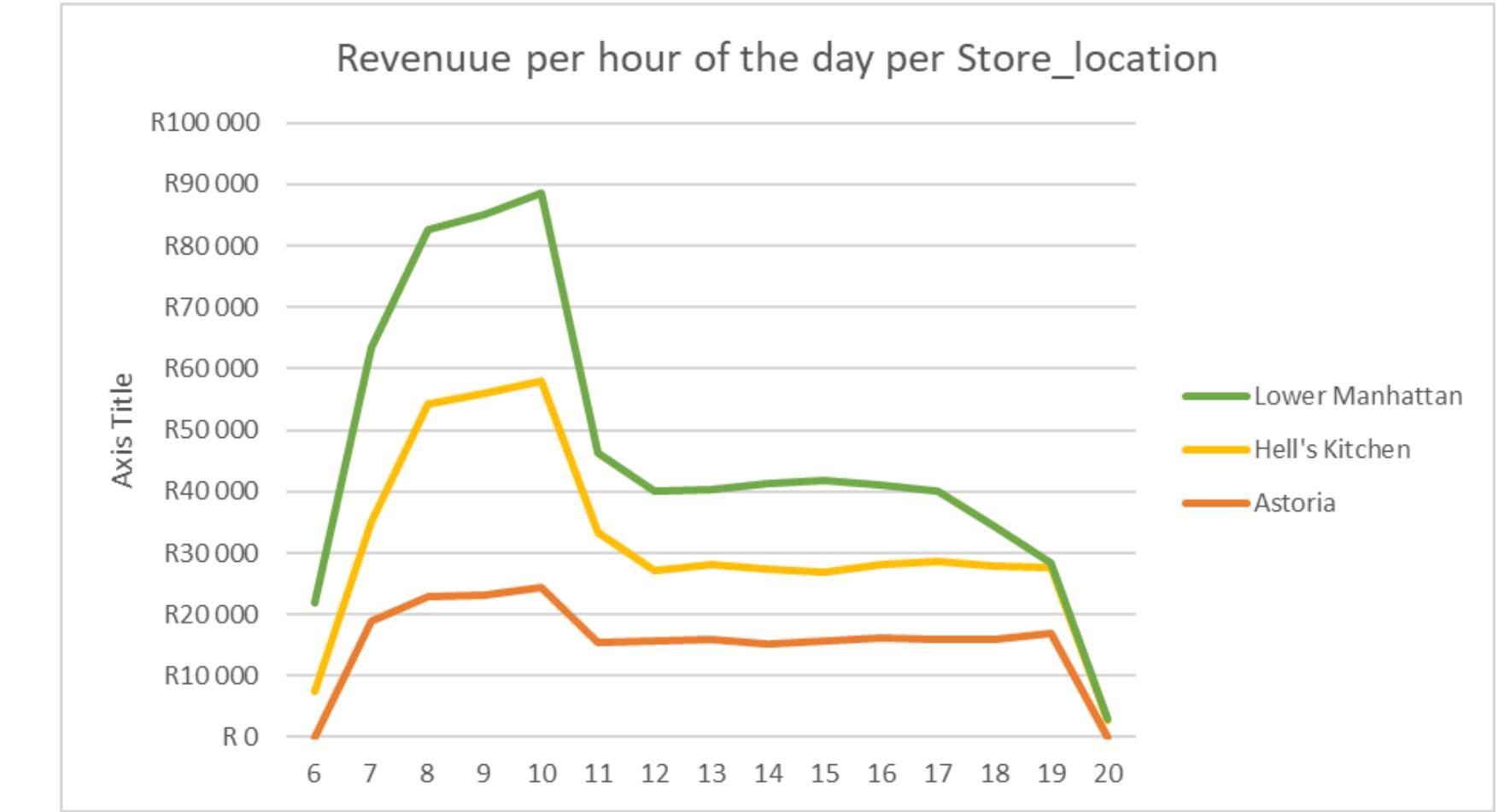
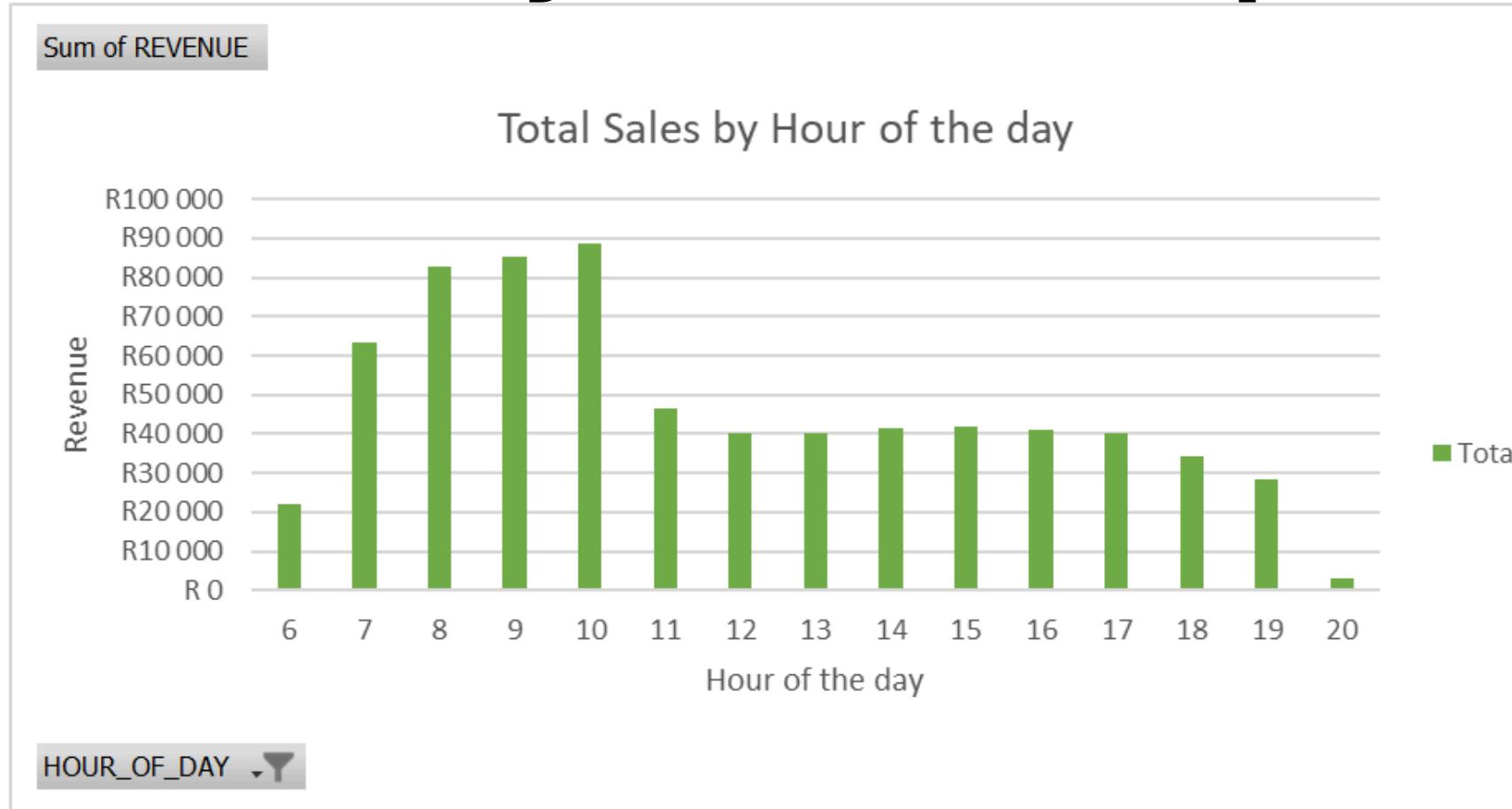
- Top Product: Coffee is the largest revenue category 39%.
- Tea (12%) and Bakery (10%) are the second and third leading revenue categories

Recommendation:

- The Bakery category is a strong performer and a clear area for potential expansion; therefore, plan towards expanding the bakery selection.

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Customer Behavior Customer Flow (Based on Hourly Sales Graphs)



Recommendation: Staffing and Operational Efficiency During Morning Peak Hours

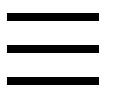
- Ensure adequate staffing is in place to effectively manage the morning peak period, as this time consistently experiences high customer traffic.
- Optimize all preparatory activities to support speed and maintain a high standard of customer experience during peak hours.
- Schedule non-essential tasks—such as inventory checks, cleaning, and staff training—during off-peak periods to maximize labor efficiency and focus.

Revenue per Location

- The total sales chart shows a clear peak in the morning hours, like 7 AM - 10 AM.
- All three locations follow the same hourly trend, peaking in the morning and declining sharply in the afternoon.

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Strategic Recommendations



1. Optimize Afternoon/Evening

56% revenue in morning hours.
Introduce afternoon promotions
and loyalty programs during off-
peak times.

2. Expand Premium Products

Increase premium offerings and
seasonal drinks.

5. Food Category Growth

Bakery at 11.8% revenue. Expand
pastry selection and grab-and-go
options.

4. Capitalize on Growth

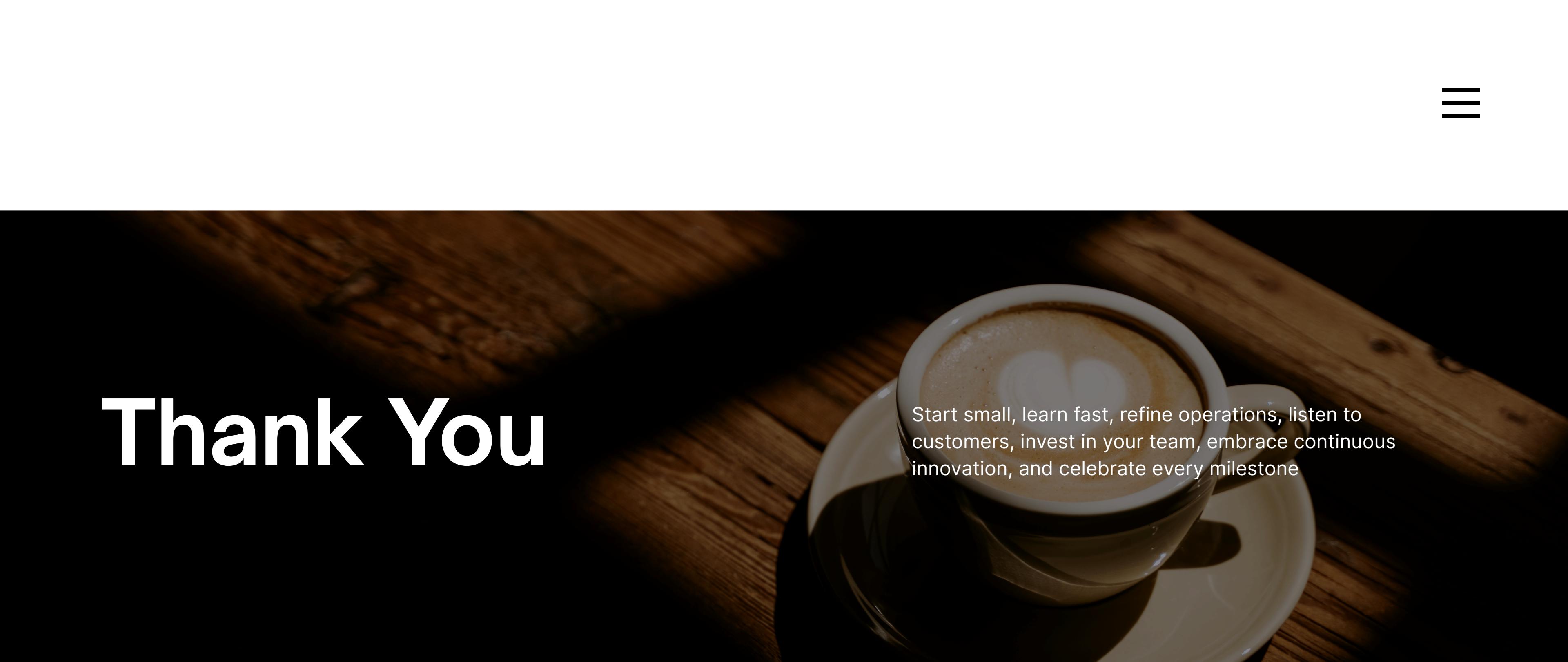
Growth from Jan-Jun indicates
strong demand. Consider
expansion or capacity increases
for Q3-Q4.

3. Leverage Balanced Locations

Equal performance across
locations. Standardize best
practices and cross-train staff.



Thank You



Start small, learn fast, refine operations, listen to customers, invest in your team, embrace continuous innovation, and celebrate every milestone



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