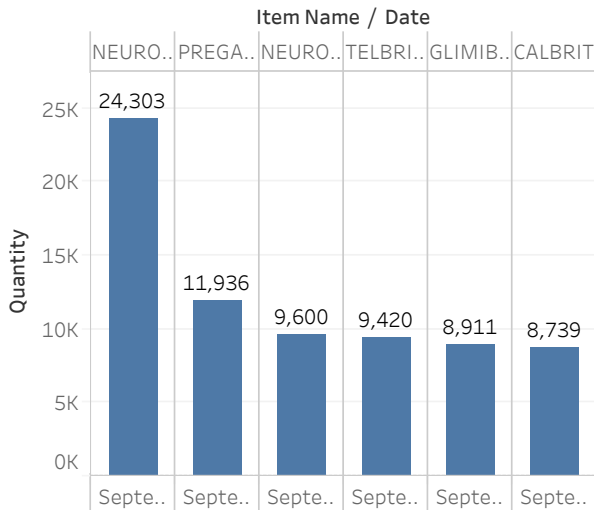
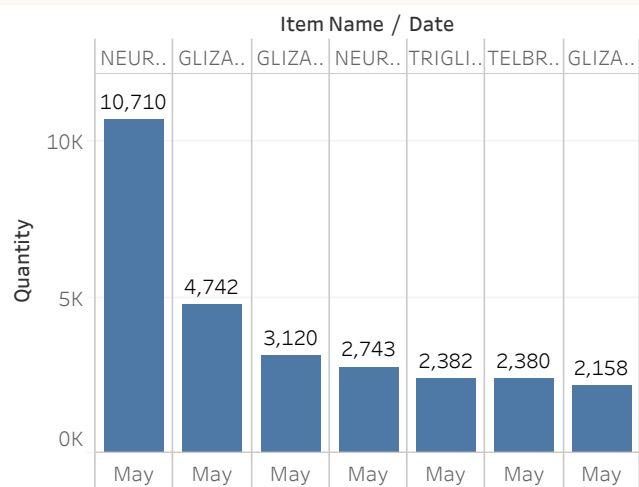


1. What was the highest-selling product in September?



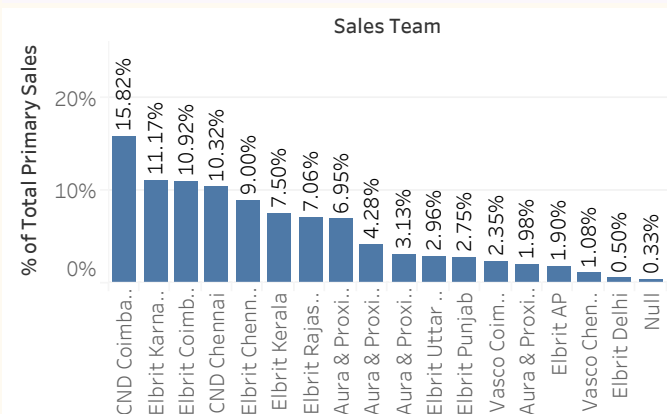
2. Which product had the highest sales for the "CND Chennai" sales team in May?



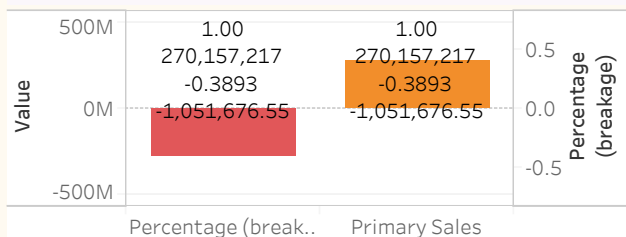
3. Which customer had the maximum stock returns in October for the Bangalore HQ?

HQ	Customer	Sales Return
HQ-Bangalore	AVENUE PHARMA DISTRI..	0
	DECCAN MEDISALES PVT ..	0
	FOCUS MEDISALES PVT LT..	0
	FOCUS MEDISALES PVT LT..	-3,965
	FOCUS MEDISALES PVT LT..	0
	HERITAGE MARKETEERS	0
	MAHAVEER MEDI SALES P..	-22,661
	MAHENDRA DRUG AGENC..	-42,557
	MEDILINE BIOTEX	0
	MINI INTERNATIONAL	0
	RAM AGENCIES	0
	RSM PHARMA PVT LTD	-12,535

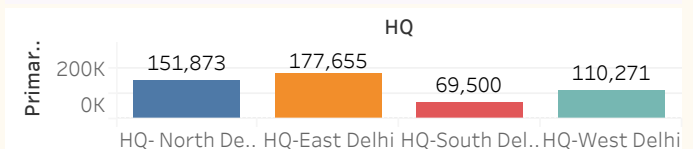
4. Which sales team had the maximum percentage of primary sales returned due to expiry?



5. What percentage of overall primary sales was affected by breakage?



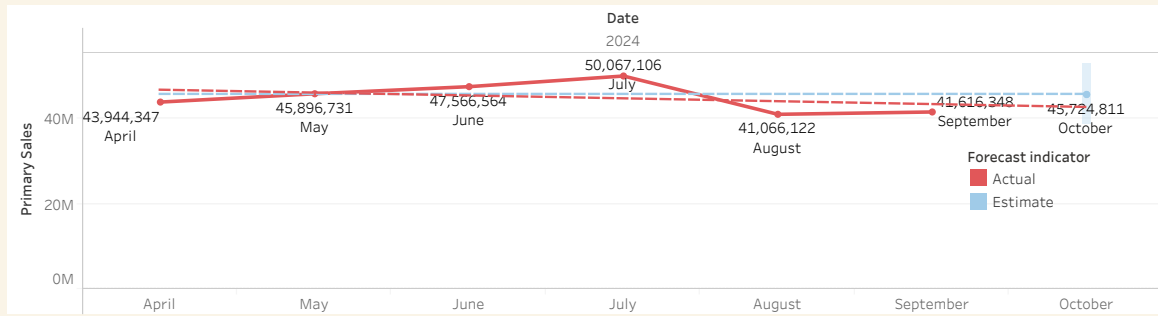
6. What were the primary sales for the Delhi HQ in the month of September?



7. What were the sales of "Britorva 20" in September for PALEPU PHARMA DIST PVT LTD under Coimbatore HQ?

Customer	HQ	Item Name	Sales
PALEPU PHARMA DIST PVT LTD CBE	HQ-Coimbatore	BRITORVA 20	4,637

1. What is the forecasted value of primary sales for the October month?



2. Which product had the highest forecasted sales for the "CND Chennai" sales team in November?

Item Name	Date 2024																							
	April			May			June			July			August			September			October			November		
NEURONZ D	<div><div></div></div> 1,021,362			<div><div></div></div> 1,161,546			<div><div></div></div> 1,159,486			<div><div></div></div> 1,045,995			<div><div></div></div> 969,439			<div><div></div></div> 814,672			<div><div></div></div> 922,312			<div><div></div></div> 922,312		
NEURONZ PLUS	<div><div></div></div> 397,036			<div><div></div></div> 371,374			<div><div></div></div> 447,541			<div><div></div></div> 338,385			<div><div></div></div> 307,994			<div><div></div></div> 304,769			<div><div></div></div> 823,533			<div><div></div></div> 823,533		
TRIGLIMIBRIT 2	<div><div></div></div> 252,480			<div><div></div></div> 288,396			<div><div></div></div> 238,943			<div><div></div></div> 289,458			<div><div></div></div> 166,227			<div><div></div></div> 225,773			<div><div></div></div> 245,508			<div><div></div></div> 245,508		
SITADOC M 50 / 500	<div><div></div></div> 78,105			<div><div></div></div> 125,109			<div><div></div></div> 145,292			<div><div></div></div> 150,382			<div><div></div></div> 81,860			<div><div></div></div> 127,464			<div><div></div></div> 124,722			<div><div></div></div> 124,722		
TRIGLIMIBRIT 2.3	<div><div></div></div> 94,365			<div><div></div></div> 74,790			<div><div></div></div> 88,609			<div><div></div></div> 110,106			<div><div></div></div> 61,314			<div><div></div></div> 88,081			<div><div></div></div> 91,968			<div><div></div></div> 91,968		
	0M	1M	2M	0M	1M	2M	0M	1M	2M	0M	1M	2M	0M	1M	2M	0M	1M	2M	0M	1M	2M	0M	1M	2M
	Primary Sales			Primary Sales			Primary Sales			Primary Sales			Primary Sales			Primary Sales			Primary Sales			Primary Sales		

3. What were the forecasted sales of "Britorva 20" in October under Coimbatore HQ? (5 Points)

