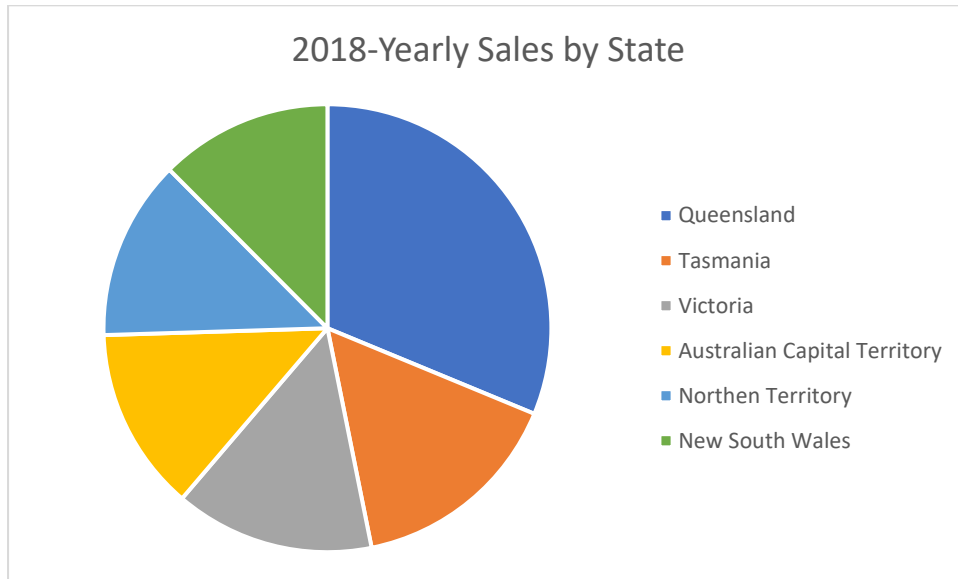
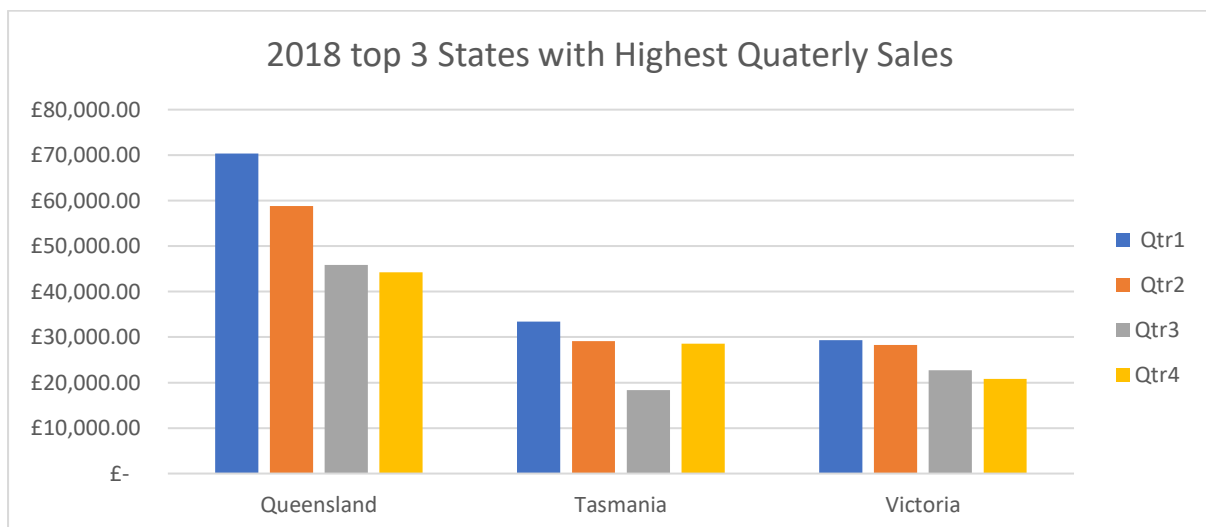


2018 Sales Analysis

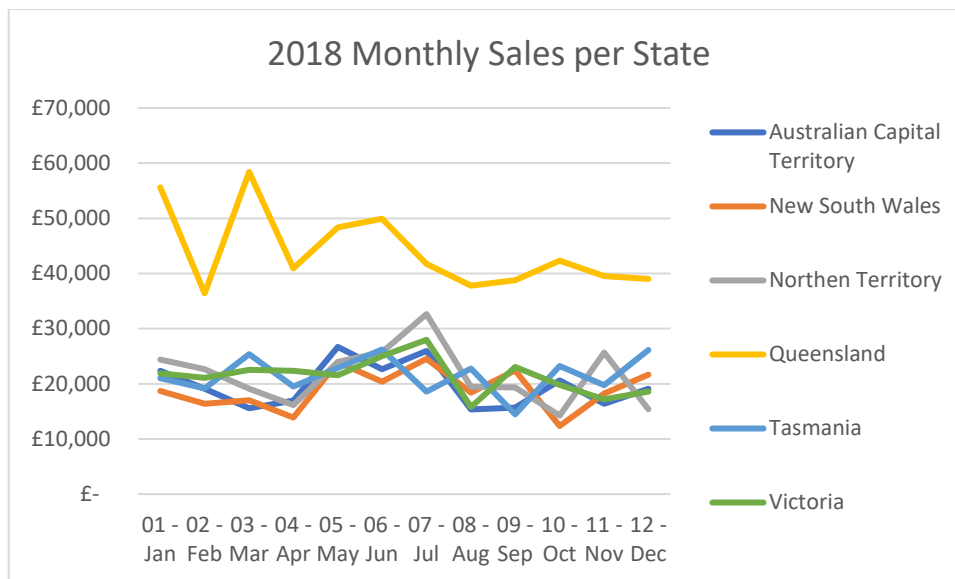


From the pie chart, it was observed that in 2018, Queensland recorded the highest Sales compared to the other states in review.

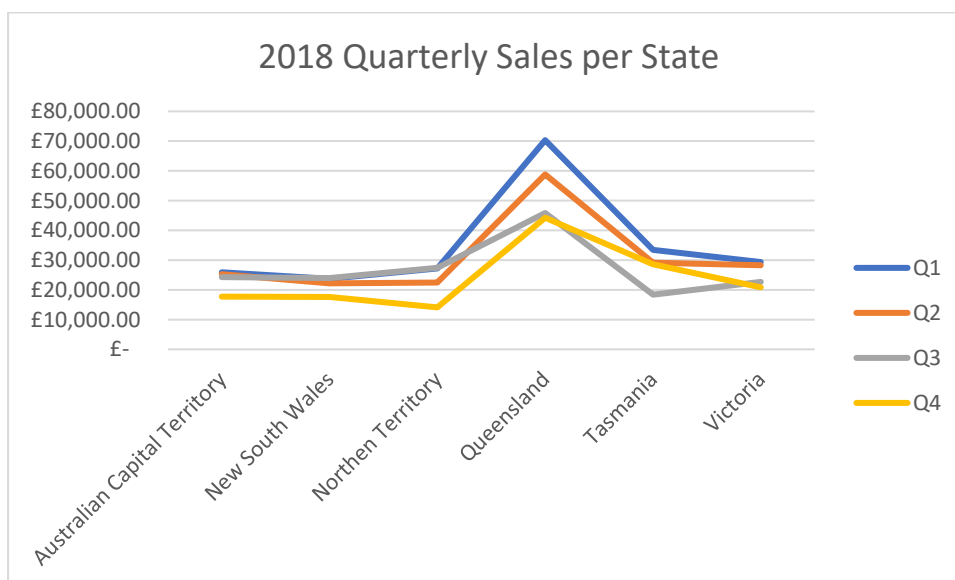


An analysis of the top 3 states with highest quarterly sales (Queensland, Tasmania, Victoria) shows that Queensland recorded its highest Sales in the first quarter of 2018 and sales gradually declined in subsequent quarters during the year in review.

Tasmania recorded low sales in its 3rd quarter of the year and Sales gradually picked up in the 4th quarter. In Victoria, sales remained almost the same in the 1st and 2nd quarter then gradually declined in the 3rd and 4th quarter of the year.

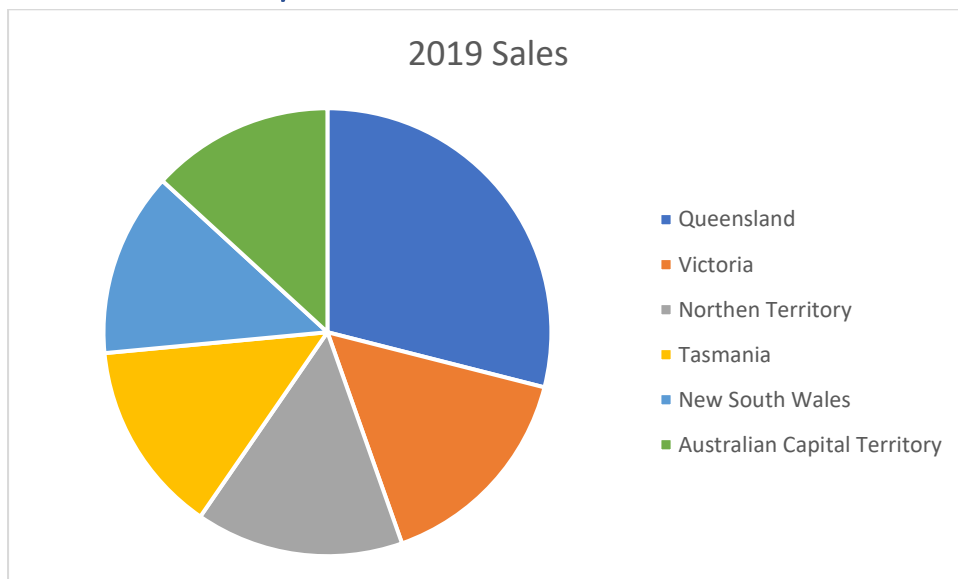


Queensland recorded the highest monthly sales for 2018 in the months of January and March. However, the state recorded a sharp decline in sales in February as well as August with a steady decline in sales from October till December.

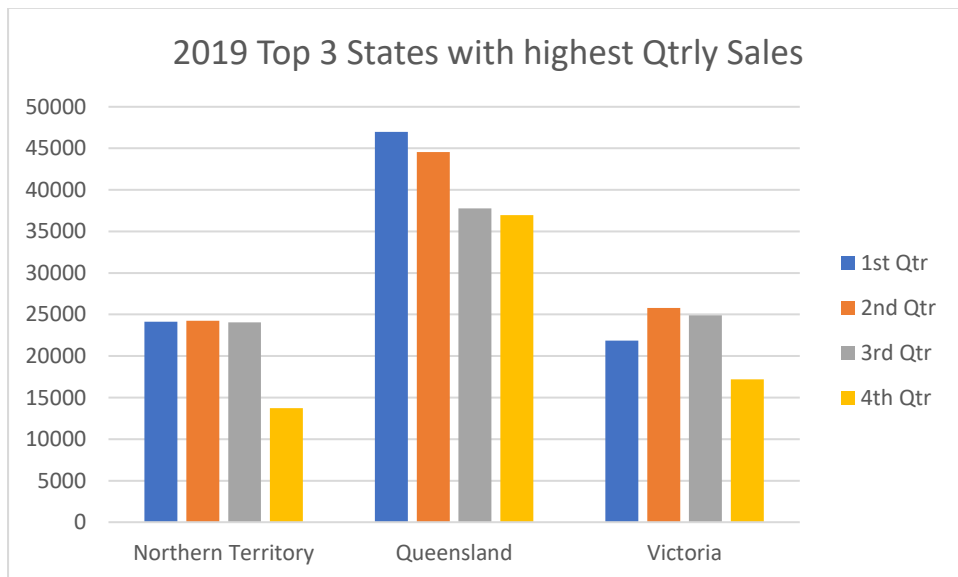


From a review of the above graph, in the first Quarter of 2018, all states recorded their highest sales for the year in review. Sales started declining in the fourth quarter(Q4) of 2018.

2019 Sales Analysis

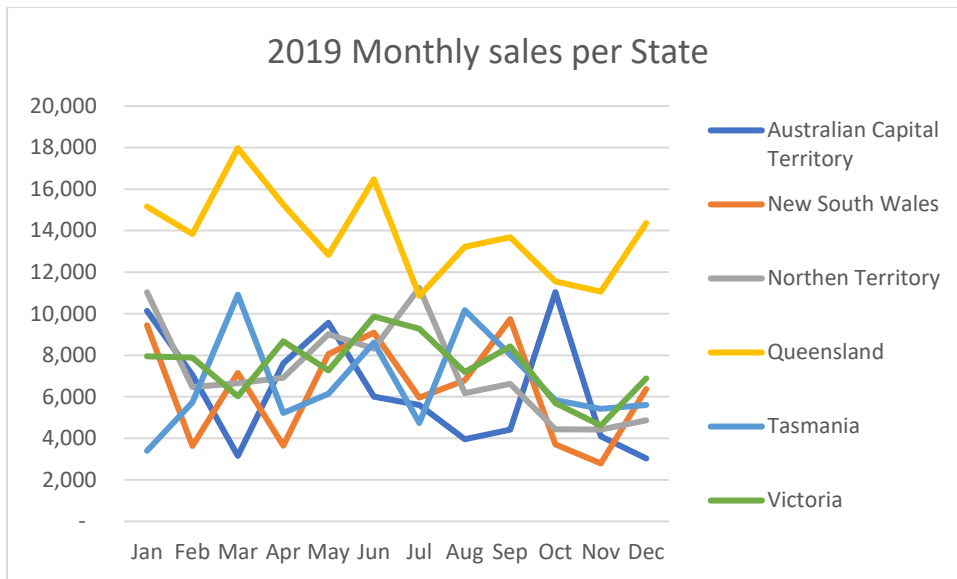


From the Pie chart above, Queensland recorded the highest sales compared to the other states in 2019 and Australian capital territory reported the lowest sales amongst the states in review.

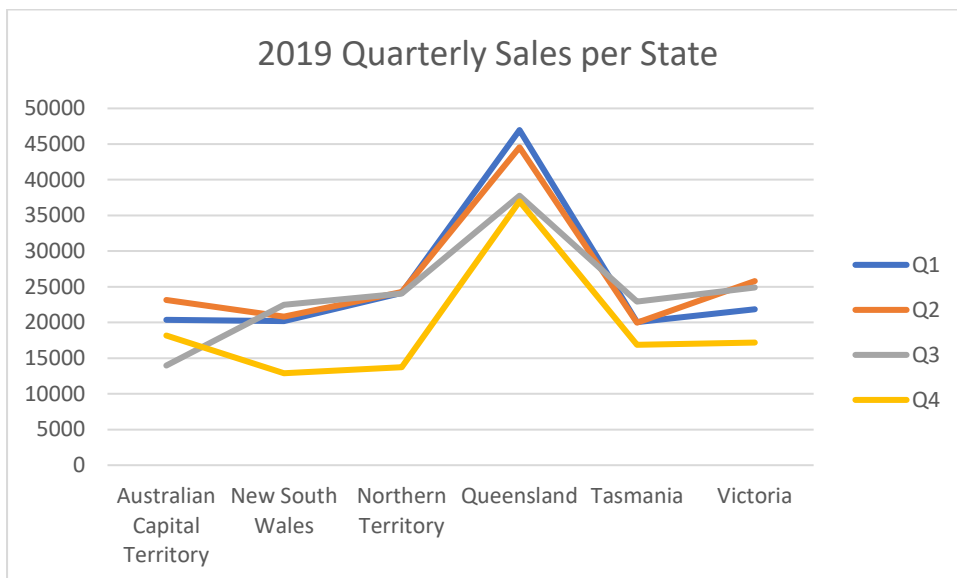


In 2019, Queensland reported its highest sales in the first Quarter of the year and sales began to decline in the 3rd quarter.

Northern Territory reported the same sales for the first 3 quarters of 2019 and experienced a decline in sales by the fourth Quarter. Victoria reported its highest sales in the second quarter of the year.

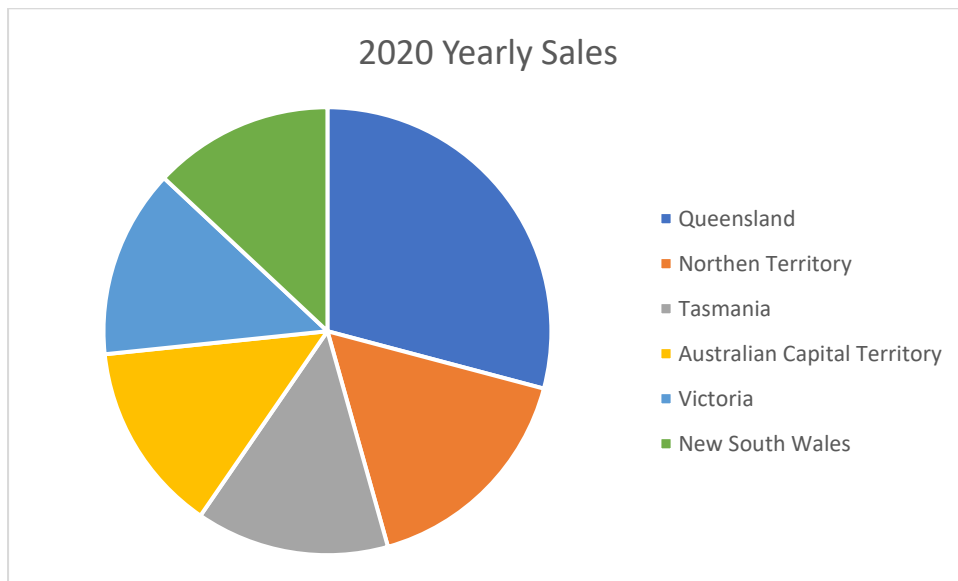


In 2019, Queensland recorded its highest sales in March and June while it reported its lowest sales in July. Reported Sales in NSW peaked in September and was at its lowest in the month of November. In Australian Capital Territory, sales reported continued to decline through the year until October when it peaked and continued to decline through the rest of the year.

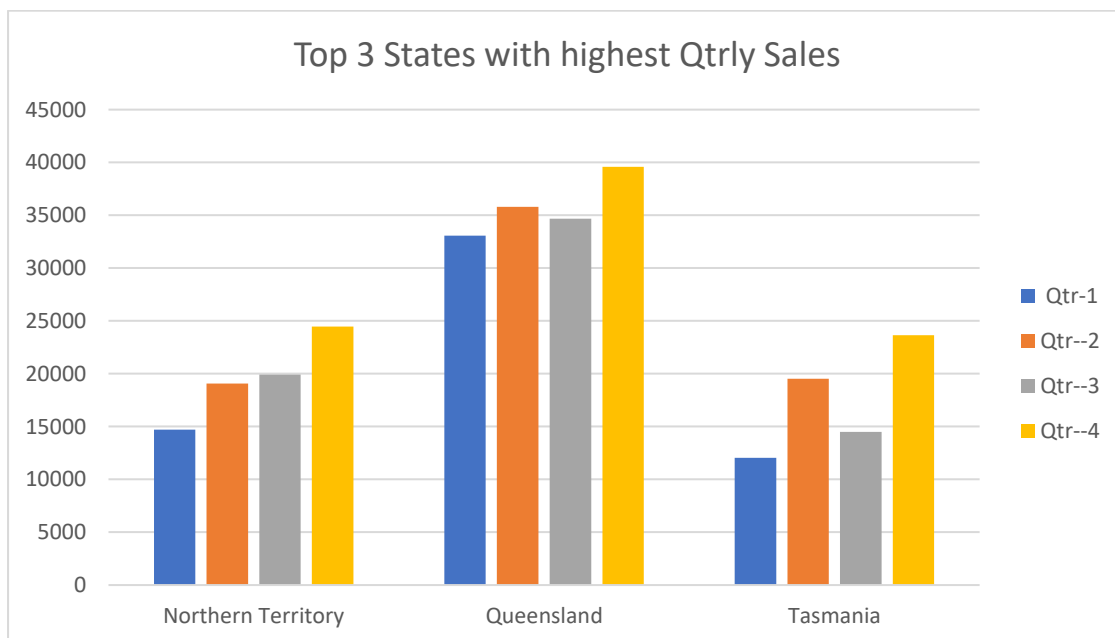


The quarterly sales per state for 2019, it was reported that the highest sales were recorded in the first Quarter of 2019 in Queensland and the lowest sales was in the fourth quarter in New South Wales. It can also be seen that Queensland reported the most sales for the year in review.

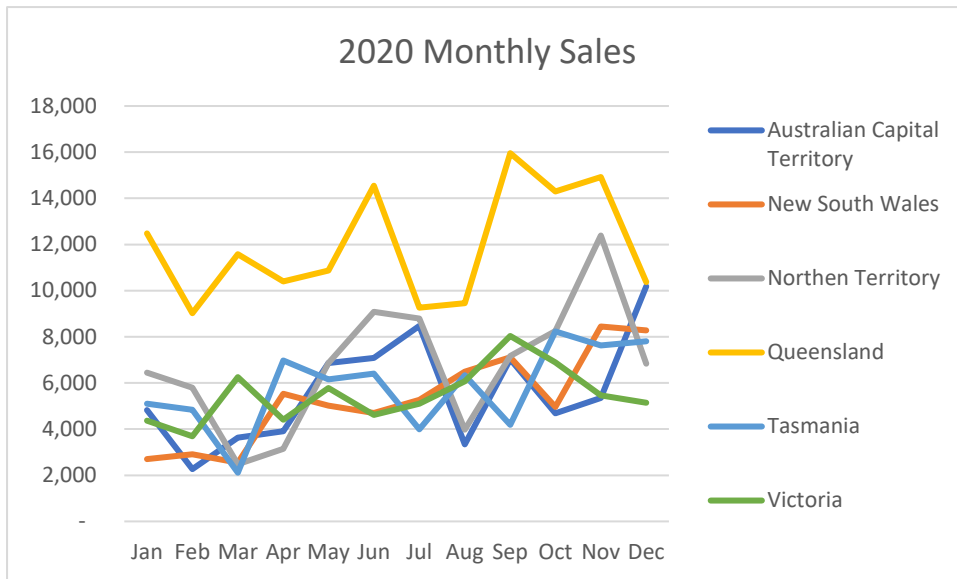
2020 Sales Analysis



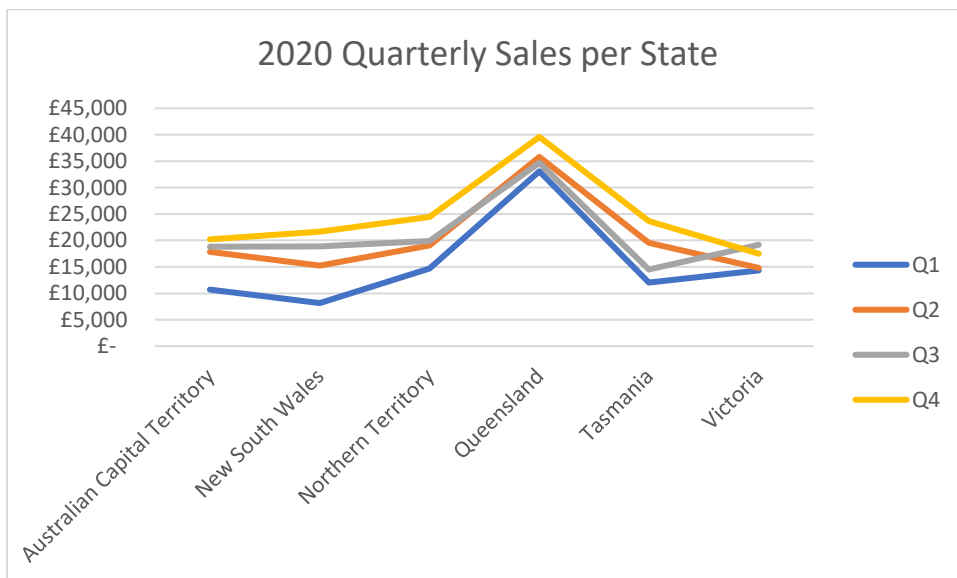
Queensland reported the Highest Sales compared to the other states in the year in review while NSW sales were the lowest amongst the States in 2020.



In 2020, Queensland reported its highest sales in the third quarter of the year, Northern territory sales experienced a steady rise through the year to its highest in quarter 4. Tasmania reported its highest sales in the fourth quarter and its lowest sale was recorded in the third quarter of the year.



In 2020 review of monthly Sales, Queensland reported the highest sales in the month of September and the lowest sales in the month of July. Northern Territory reported its highest sales in November, but sales declined sharply in December. Tasmania reported the lowest sales across all states for the year in review in March 2020.



In Quarterly Sales, highest sales were reported in the fourth quarter of the year 2020 and the lowest sales were recorded in the first quarter of the year.