



BLUE SWAN
Analysis at its pinnacle

SALES ANALYSIS REPORT

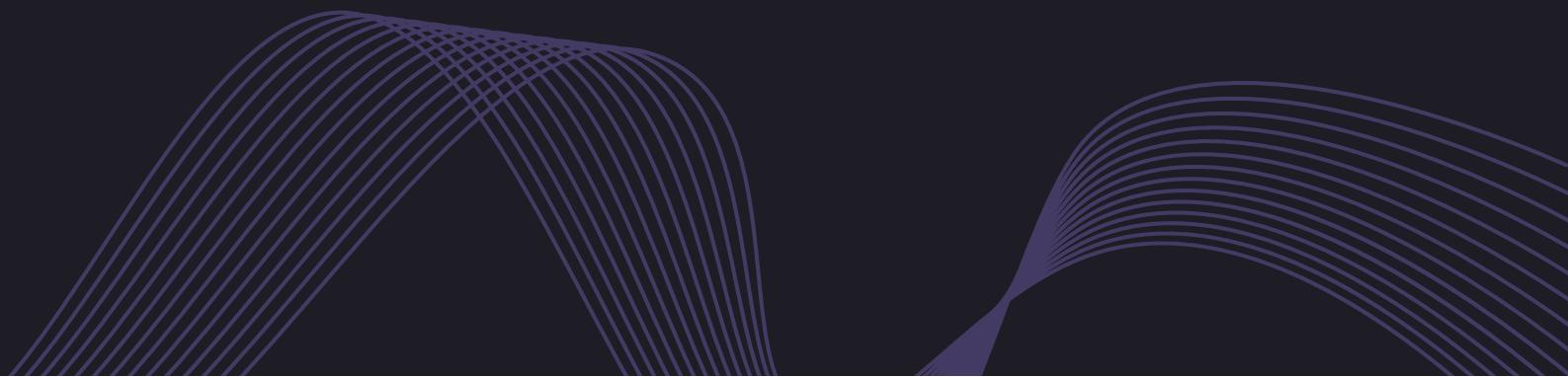
Comprehensive Analysis of sales and future projections

MAY 2022



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BLUE SWAN

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HELLO

Thank you for using the services of Blue Swan. We assure you efficient Sales Forecasts to optimize your supply chain by reducing food wastage.

This report is based on the data provided from 1st February 2021 to 27th April 2022. The following 15 products have been analyzed meticulously and the sales of the same have been forecasted using state-of-the-art machine learning models with an accuracy of 95%.

espresso Lungo	Chocolate muffin
cappuccino classic	Flavor syrup Amaretto
Caramel flavor syrup	espresso macchiato
Latte Classic	Espresso Classic double
cappuccino Grande	Vanilla muffin
espresso with cream	Cappuccino flavor Classic
espresso classic	Espresso classic porcelain
Hazelnut flavor syrup	

Report Summary

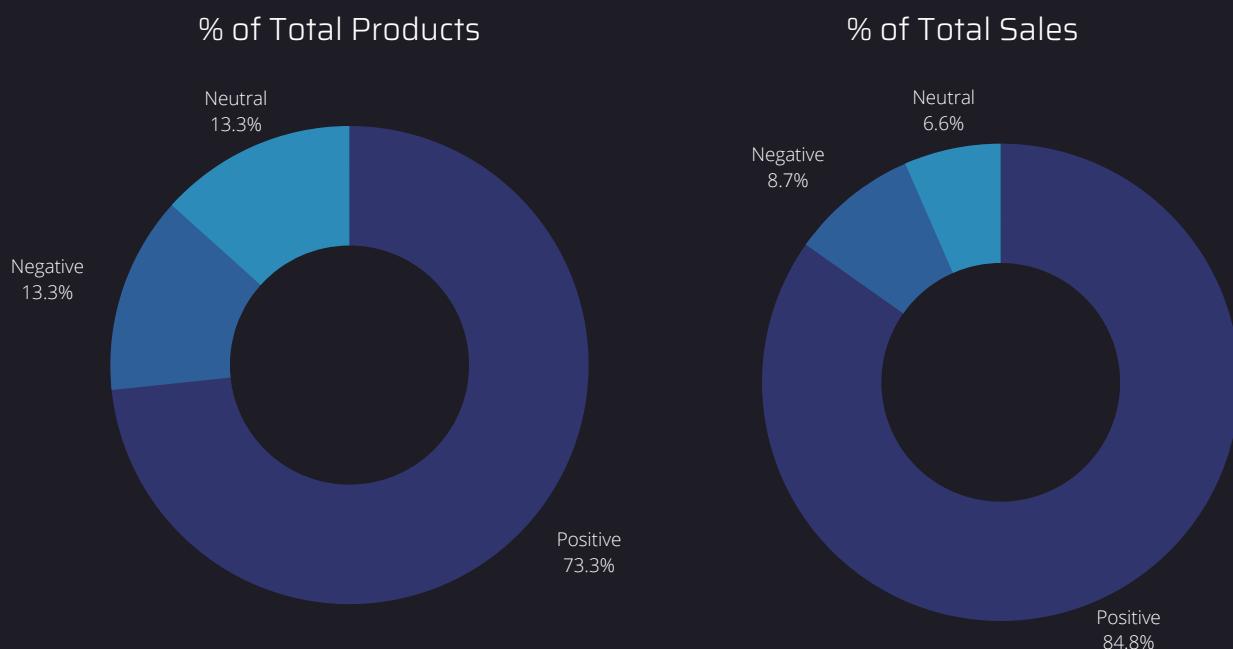
Total number of Items Analyzed	15
Analyzed Period	01-02-2021 to 27-04-2022
Forecast Period	28-04-2022 to 24-05-2022
Accuracy	<div style="width: 92%; background-color: #00AEEF; height: 10px; border-radius: 5px;"></div> 92%
Sales Trend	+0.58

According to the table above, the sales of products from 1st February 2022 to 27th April 2022 were analyzed and sales of the same were forecasted for a period of 29 days (28th April 2022 to 24th May 2022) with an accuracy of 95%.

As mentioned in the table above, the sales have a positive trend of +0.58. An overall increase in total sales has been observed from 01-02-2022 to 24-05-2022.

Report Summary

Trend	Number of total products	% of total products	% of total sales
Positive	11	80%	89.4%
Negative	2	6.7%	3.8%
Neutral	2	13.3%	6.8%



The total number of products with positive sales is 12, which accounts for 13.3% of the total products and the combined sales of these products make up 89.4% of the total sales of all products. Similarly, there is one product Espresso Classic double with a negative trend whose sales have declined from 01-02-2021 to 24-05-2022, and it accounts for 6.7% of the total products and 3.8% of the total sales. Espresso macchiato and cappuccino flavor classic have a 0.0 sales trend, i.e., the sales of these products have effectively remained flat. As depicted in the doughnut chart above, these products make up 13.3% of the total products and 6.8% of the total sales.

Detailed Analysis

Sales Forecast of the following 15 products

Product Name	Expected sales for the next 30 days	Sales for last 450 days	Accuracy
espresso Lungo	1881	24609	93%
cappuccino classic	1005	17287	91%
Caramel flavor syrup	624	7352	94%
Latte Classic	380	5690	93%
cappuccino Grande	430	5326	93%
espresso with cream	343	4989	91%
espresso classic	155	5199	92%
Hazelnut flavor syrup	594	5123	92%
Chocolate muffin	227	3994	90%
Flavor syrup Amaretto	222	3903	90%
espresso macchiato	194	3463	94%
Espresso Classic double	166	3815	91%
Vanilla muffin	202	3405	90%
Cappuccino flavor Classic	210	3383	91%
Espresso classic porcelain	165	3227	91%

Report Details

Details of 15 selected products

Below given plots depict how sales of a particular product fluctuated during a 450 day period (1st February 2021 to 26th April 2022). Actual sales are depicted by blue lines. We estimated the sales over the next 30 days from 27th April to 24th May 2022, using forecasting models based on the sales data provided (depicted by the red plot). The green plot shows the sales forecasted by our model for the 450 days period.

The product with best sales is espresso Lungo with total sales of 26490 and a positive trend of +1.6 and the product with minimum sales is Espresso classic porcelain with total sales of 3,392 and positive trend of +0.4.

The sales of products for the last 60 days are also depicted via graphs.

Report Details

1] espresso Lungo (Trend: +1.6)



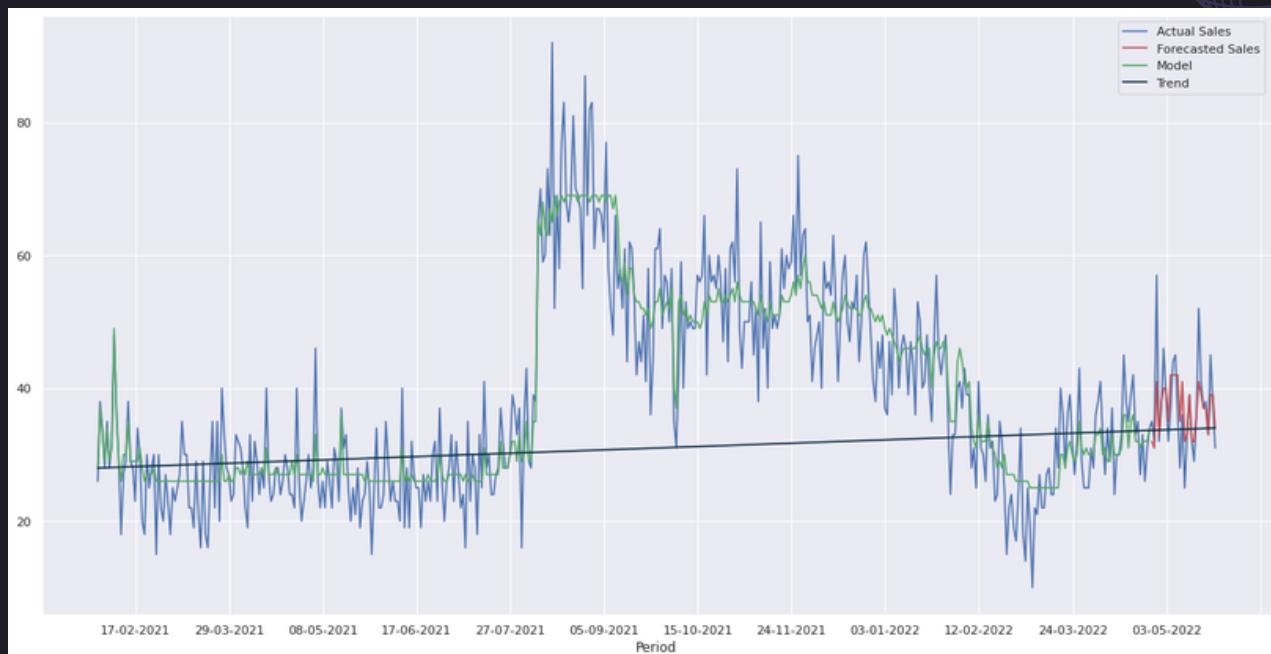
for 450 day period



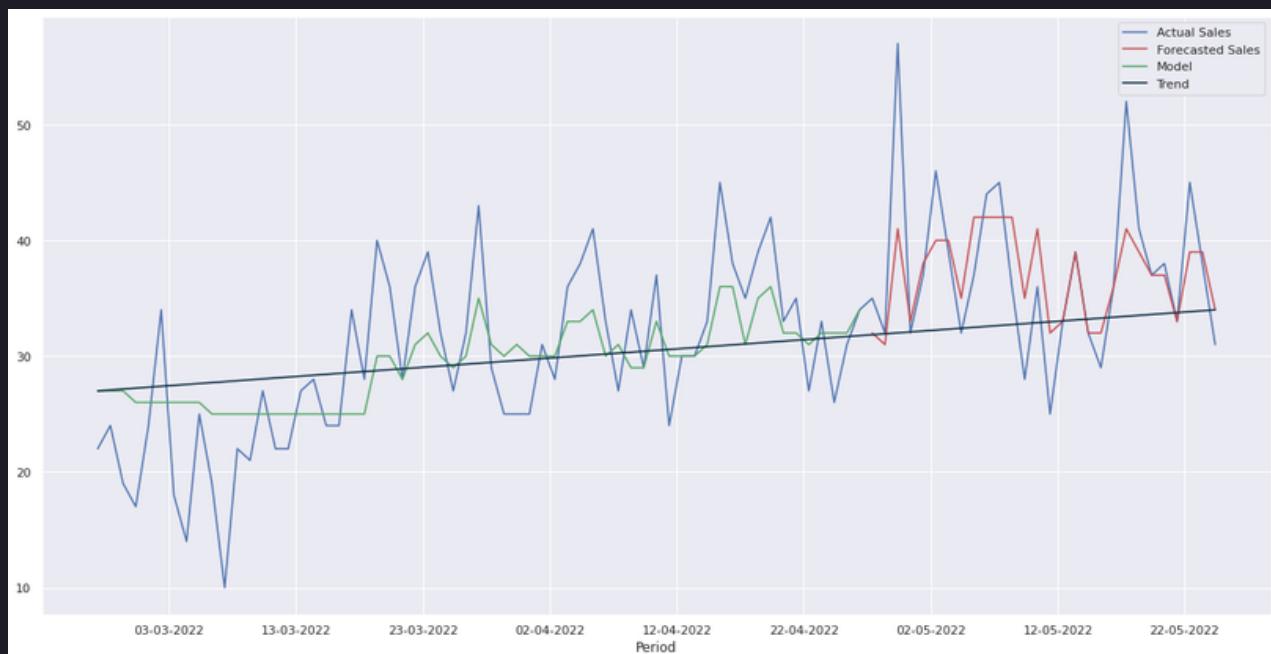
for 60 day period

Report Details

2] cappuccino Classic (Trend: +0.21)



for 450 day period



for 60 day period

Report Details

3] cappuccino Grande (+0.875)



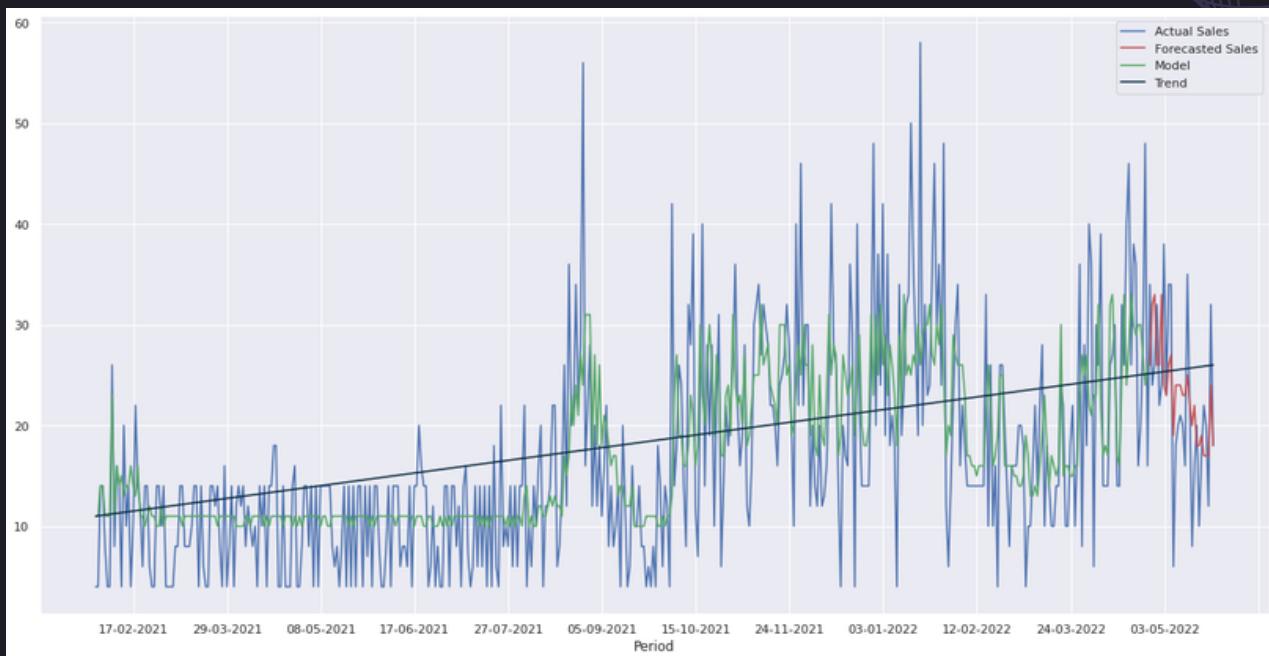
for 450 day period



for 60 day period

Report Details

4] Caramel flavor syrup (Trend: +0.63)



for 450 day period



for 60 day period

Report Details

5] espresso Classic (Trend: +0.2)



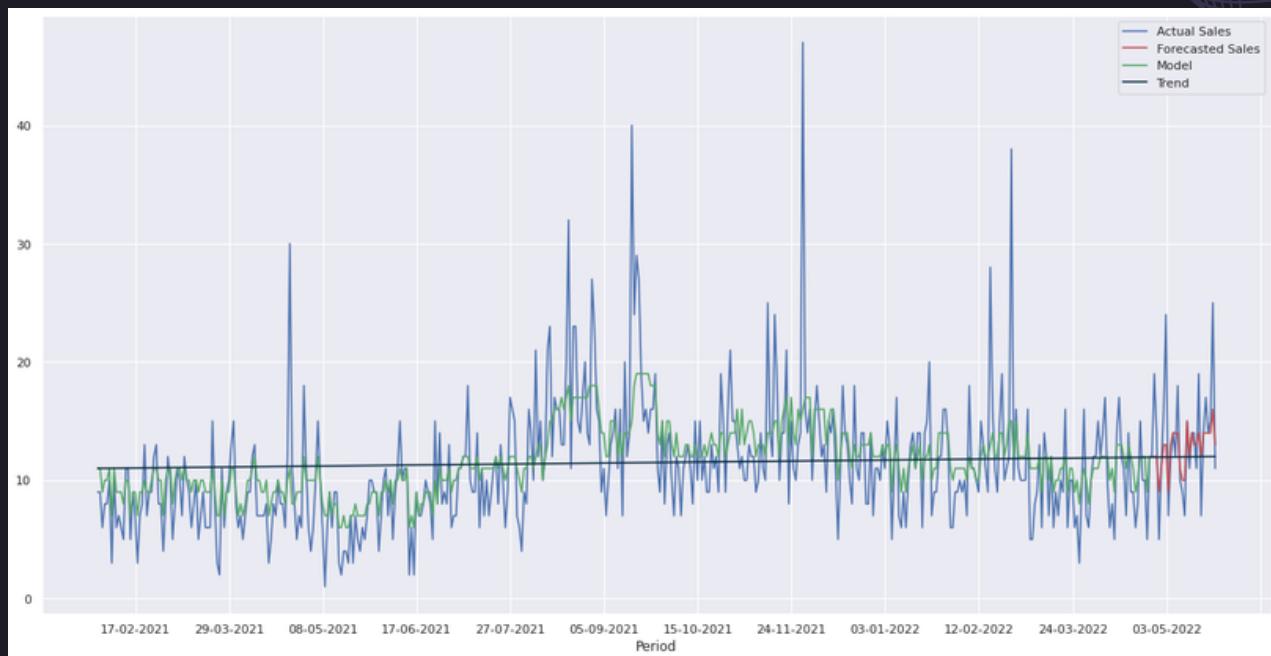
for 450 day period



for 60 day period

Report Details

6] Espresso with cream (Trend: -0.18)



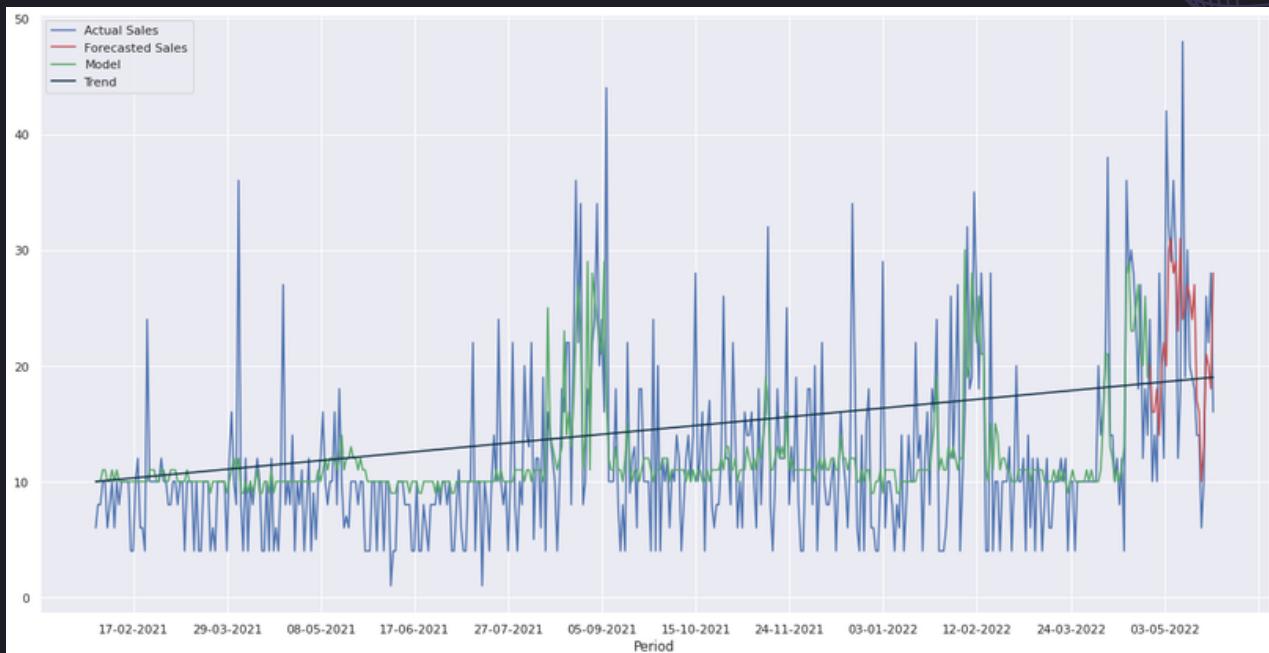
for 450 day period



for 60 day period

Report Details

7] Hazelnut flavor syrup (Trend: +1.8)



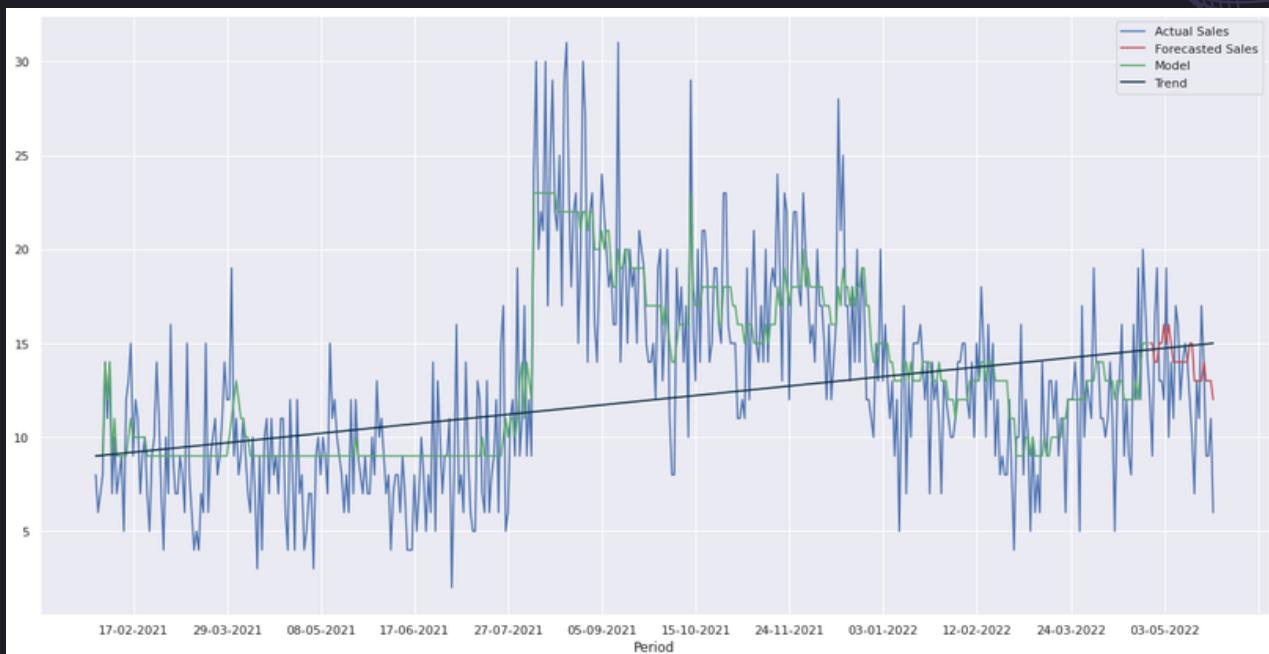
for 450 day period



for 60 day period

Report Details

8] Latte Classic (Trend: +0.33)



for 450 day period



for 60 day period

Report Details

9] Chocolate Muffin (Trend: +0.3)



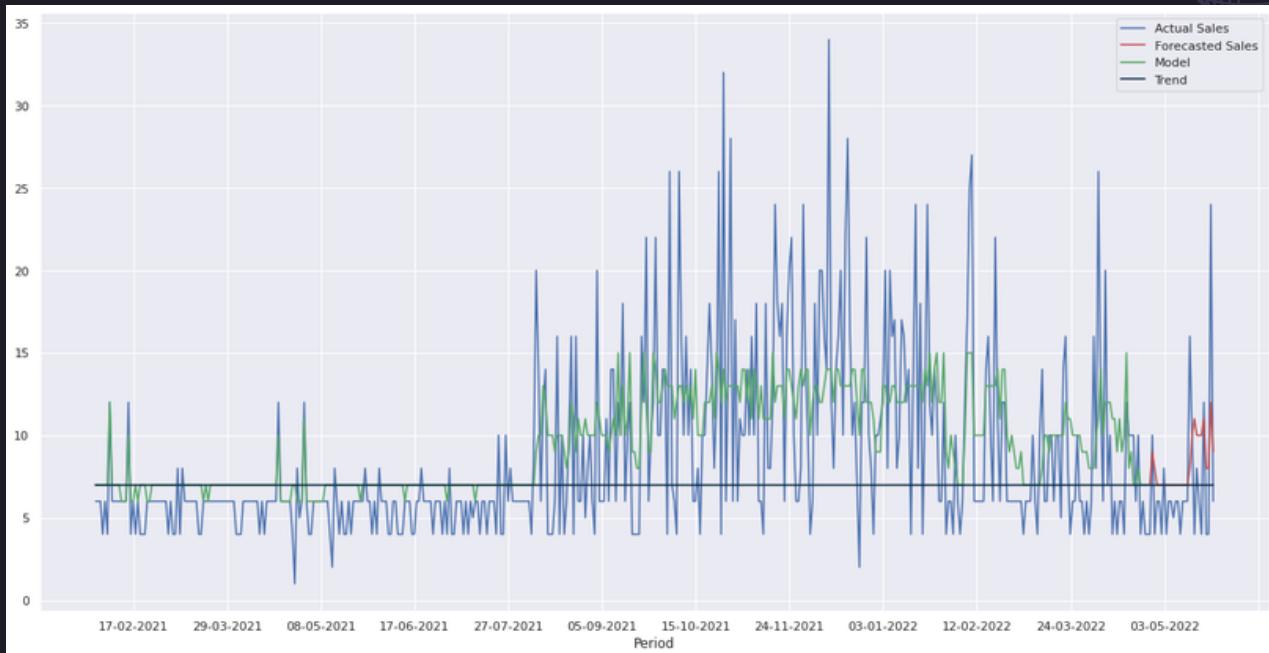
for 450 day period



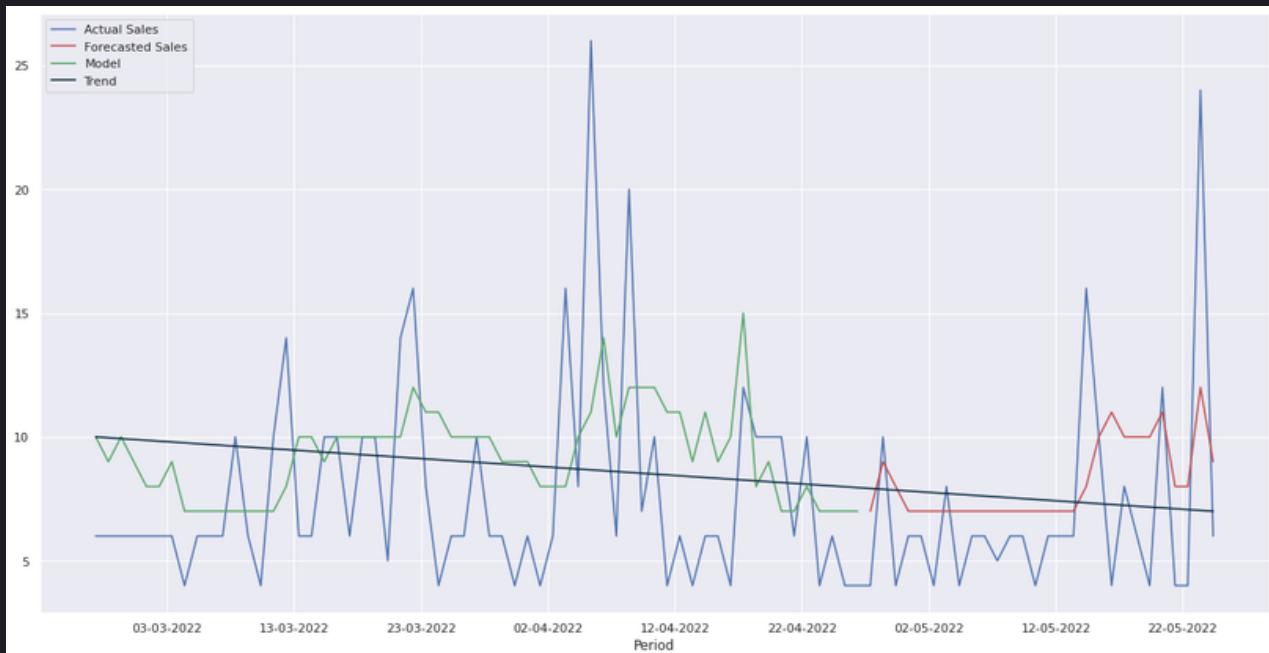
for 60 day period

Report Details

10] Flavor syrup Amaretto (Trend: +0.28)



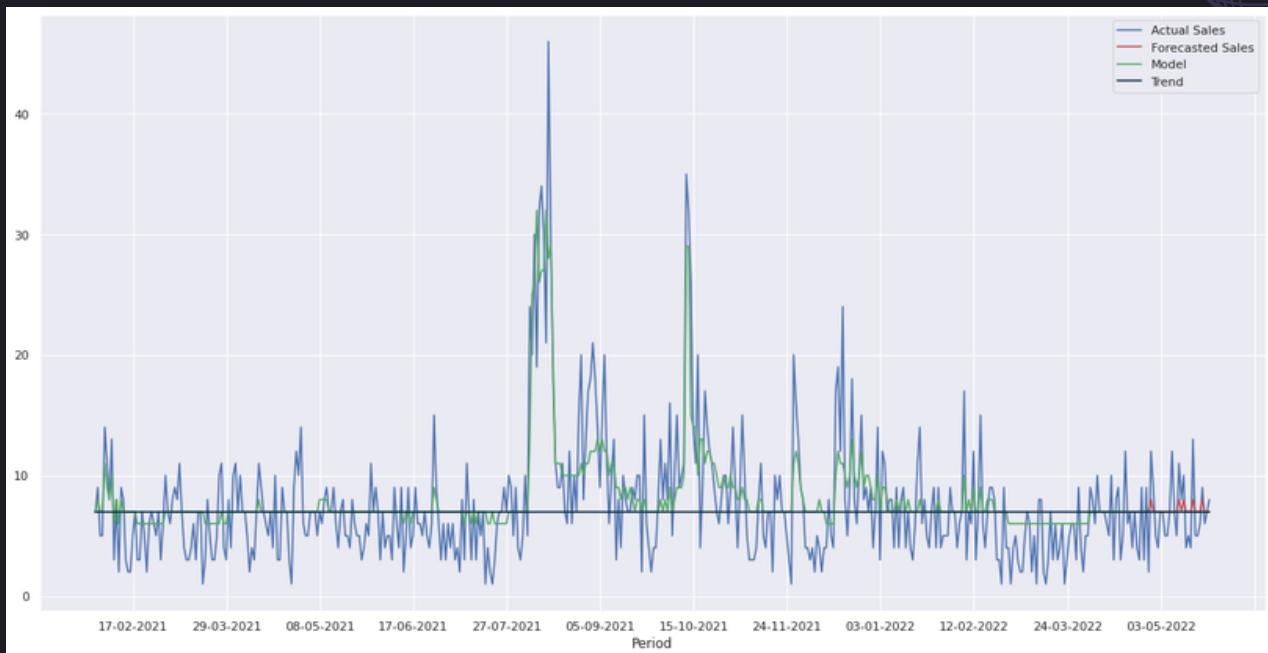
for 450 day period



for 60 day period

Report Details

11] espresso macchiato (Trend: 0.0)



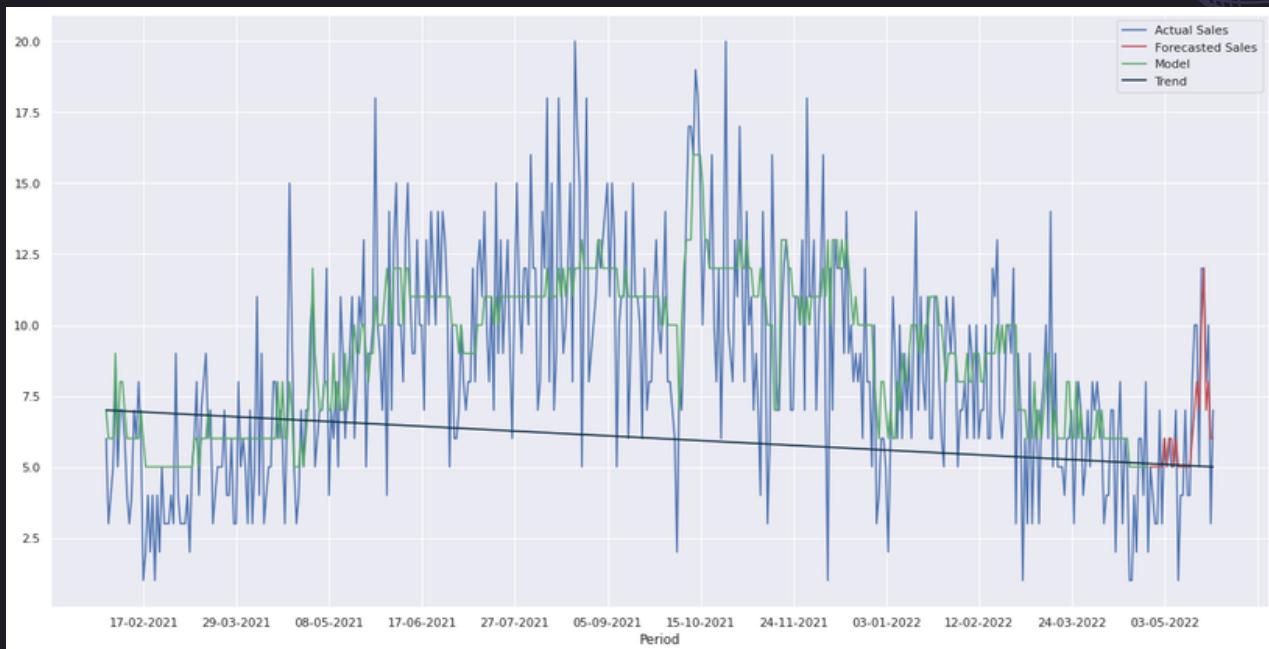
for 450 day period



for 60 day period

Report Details

12] Espresso Classic double (Trend: -0.142)



for 450 day period



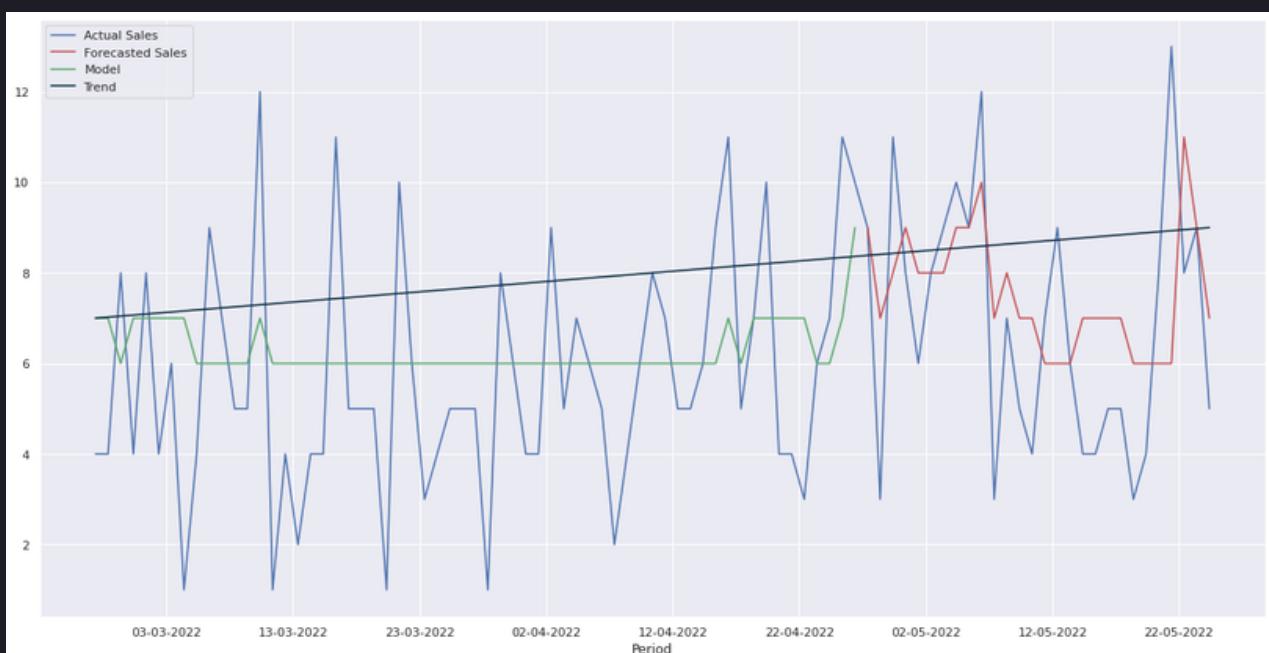
for 60 day period

Report Details

13] Vanilla Muffin (Trend: +0.167)



for 450 day period



for 60 day period

Report Details

14] Cappuccino flavor Classic (Trend: +0.4)



for 450 day period



for 60 day period

Report Details

15] Espresso classic porcelain (Trend: 0.0)



for 450 day period



for 60 day period

Report Accuracy

The summary report of all 15 products. The highest achieved accuracy is 94% for espresso macchiato.

Product Name	Accuracy	Number of products	% of total products	% of total sales
Highest	>85%	15	100%	100%
Medium	>50% and <85%	0	0	0
Lowest	<50%	0	0	0

% of Total Products



% of Total Sales





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Questions? Contact us.



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