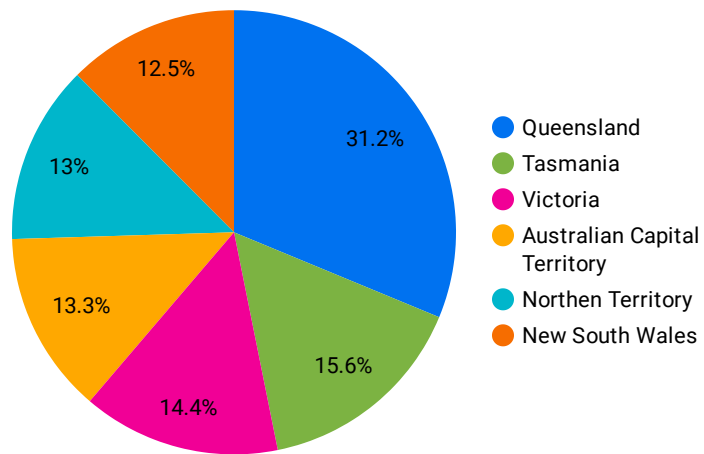
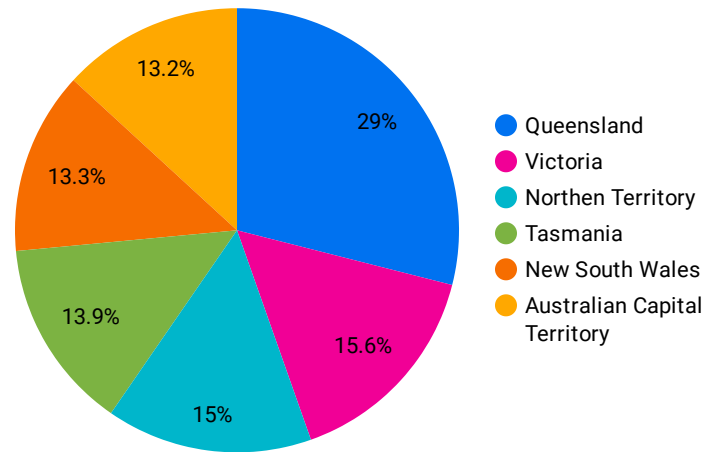


Top 6 States for Sales per Year

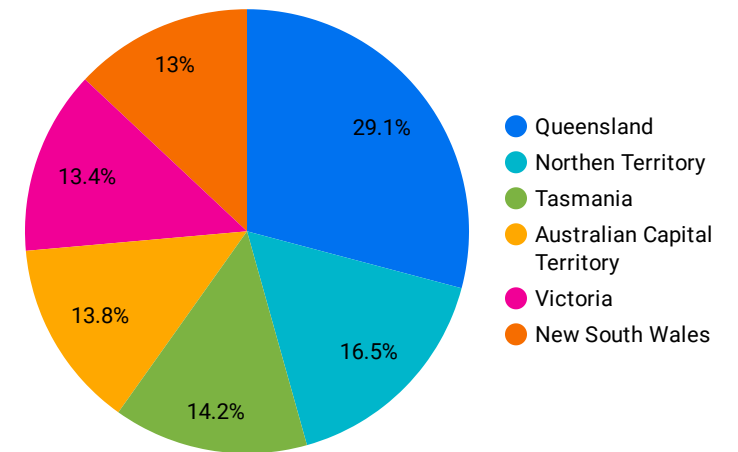
Year 2018



Year 2019



Year 2020

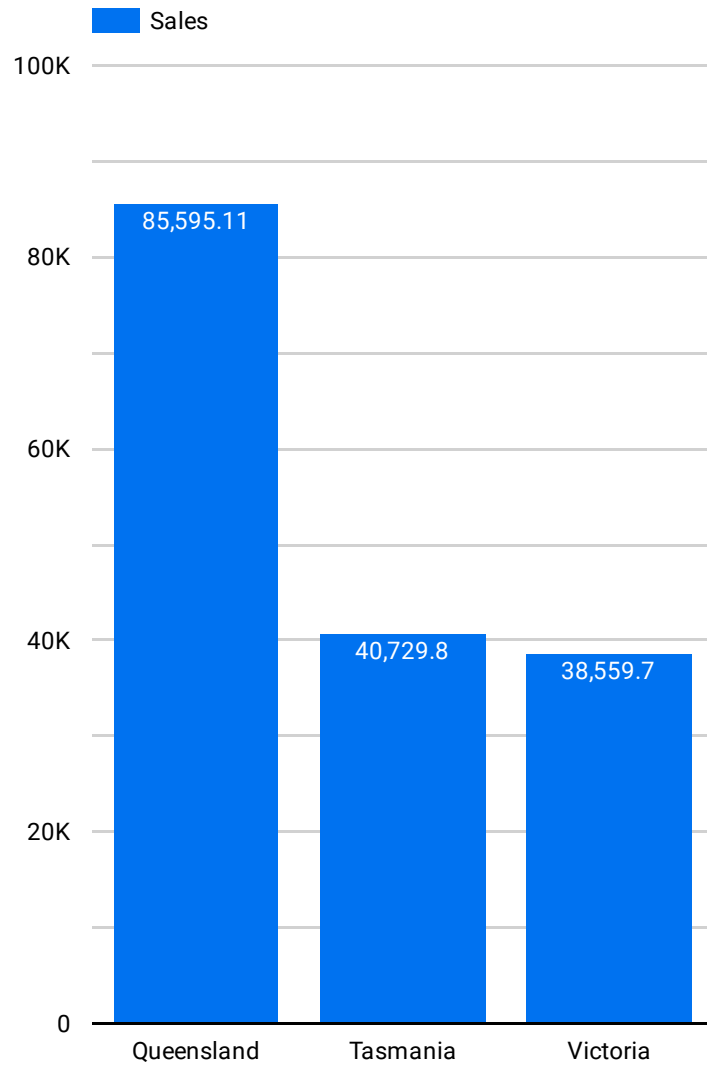


Queensland is the top state for sales across the three years and accounts for 1/3 of sales across the company, 30% average.

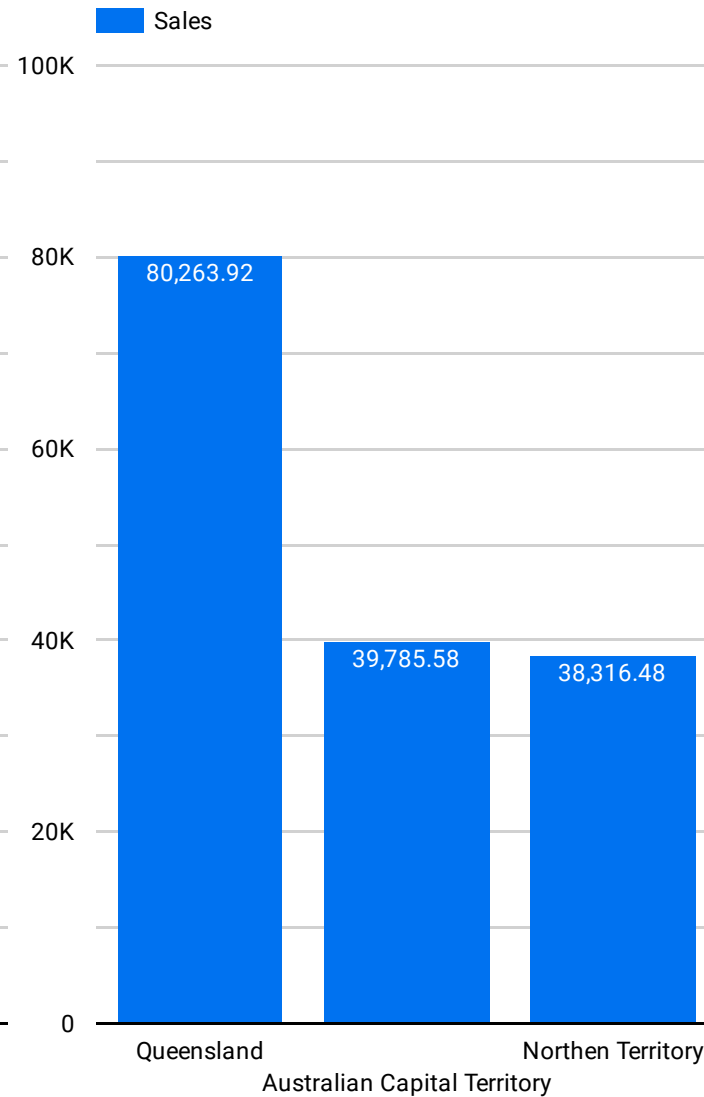
New South Wales is the bottom state for sales across the three years and accounts for almost 1/6 of sales across the company, 13% average.

Top 3 States for Sales per Quarter in 2018

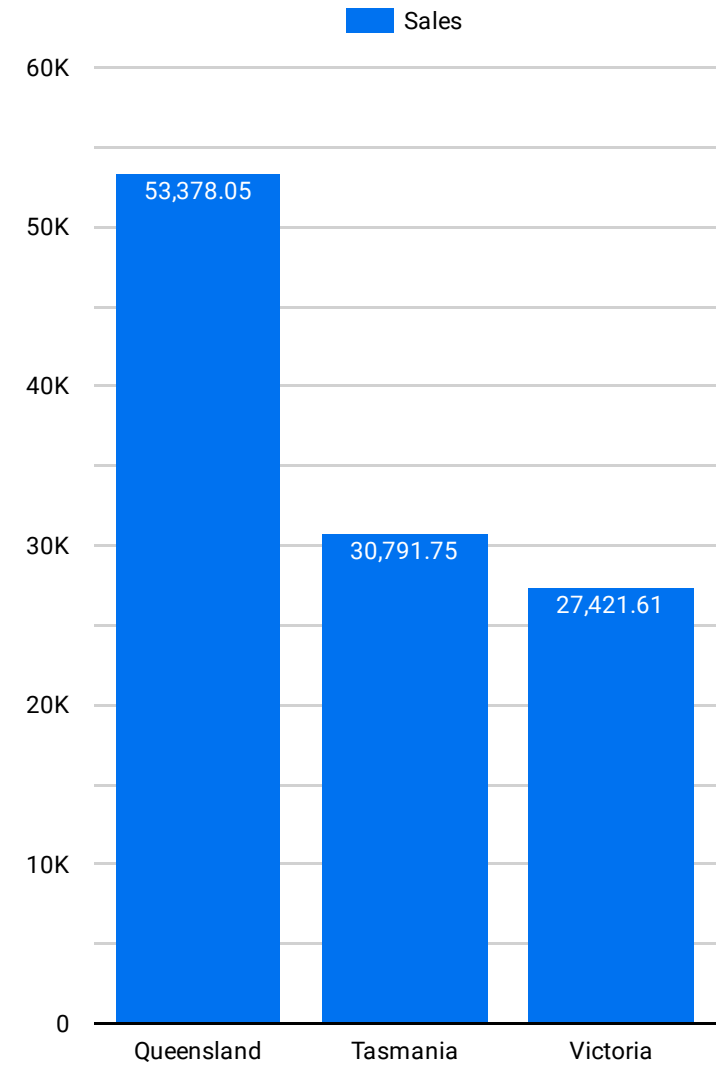
Quarter 1



Quarter 2



Quarter 3

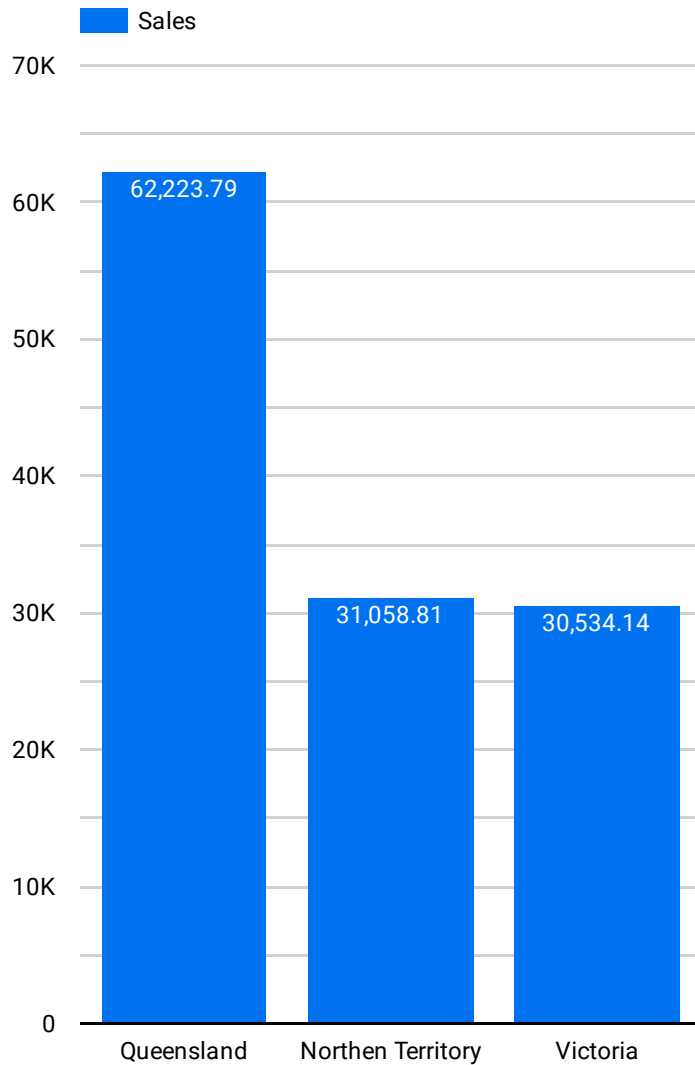


In 2018, Queensland is the top state for sales across the three quarters and accounts for 219,237K of sales across the company.

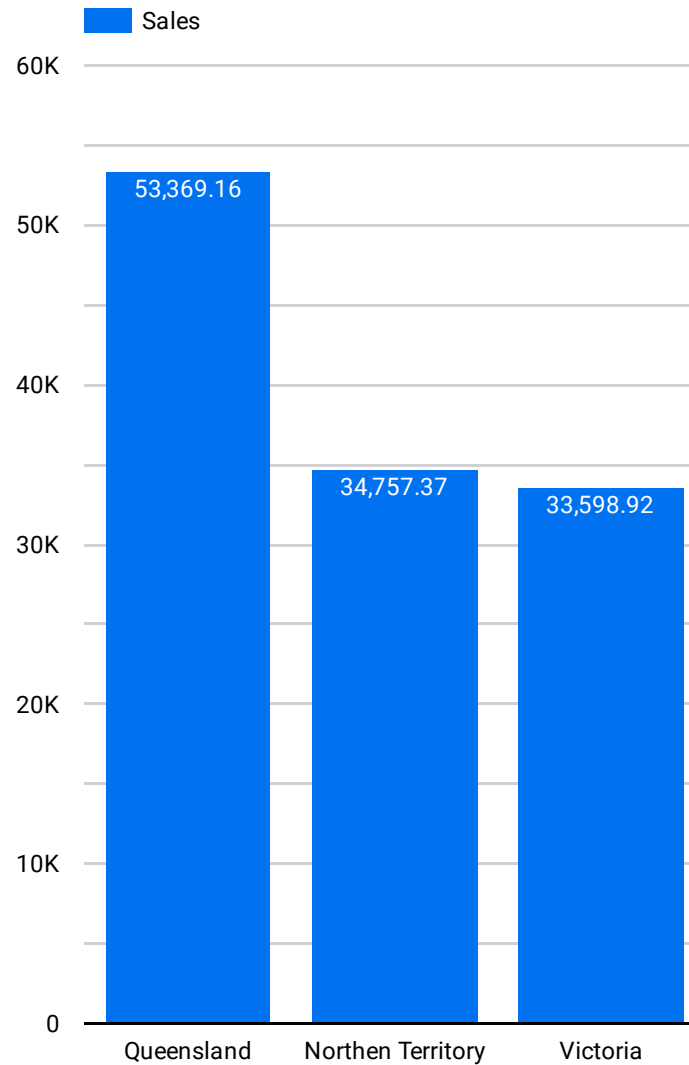
Quarter 1 is the strongest selling quarter for sales across the top 3 states.

Top 3 States for Sales per Quarter in 2019

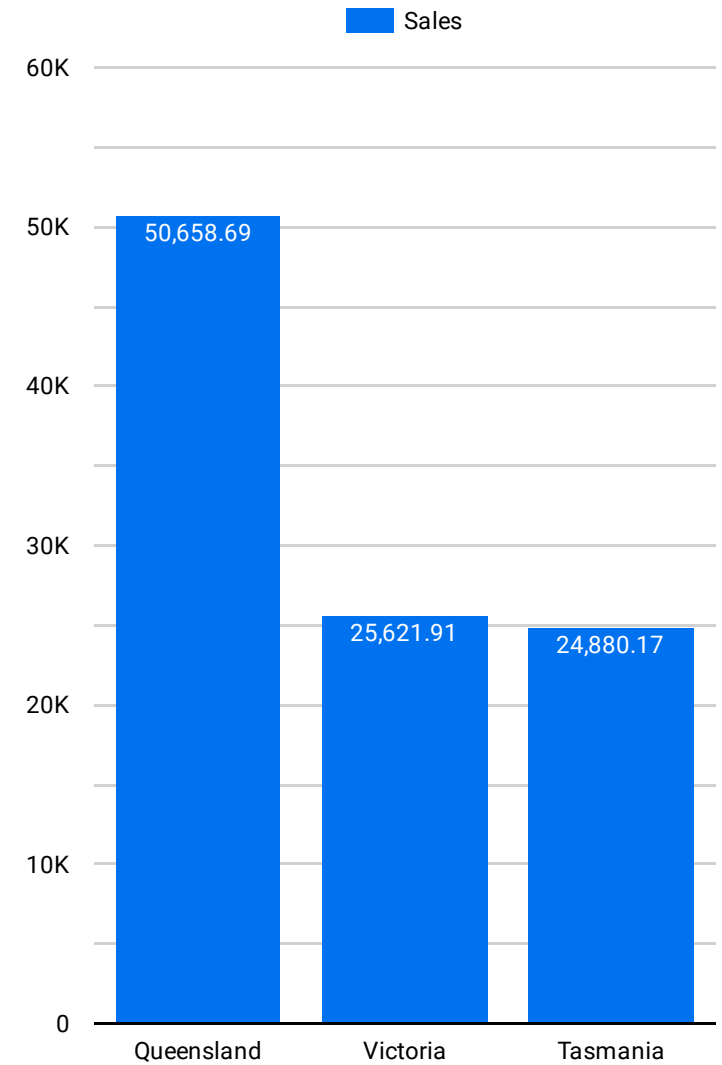
Quarter 1



Quarter 2



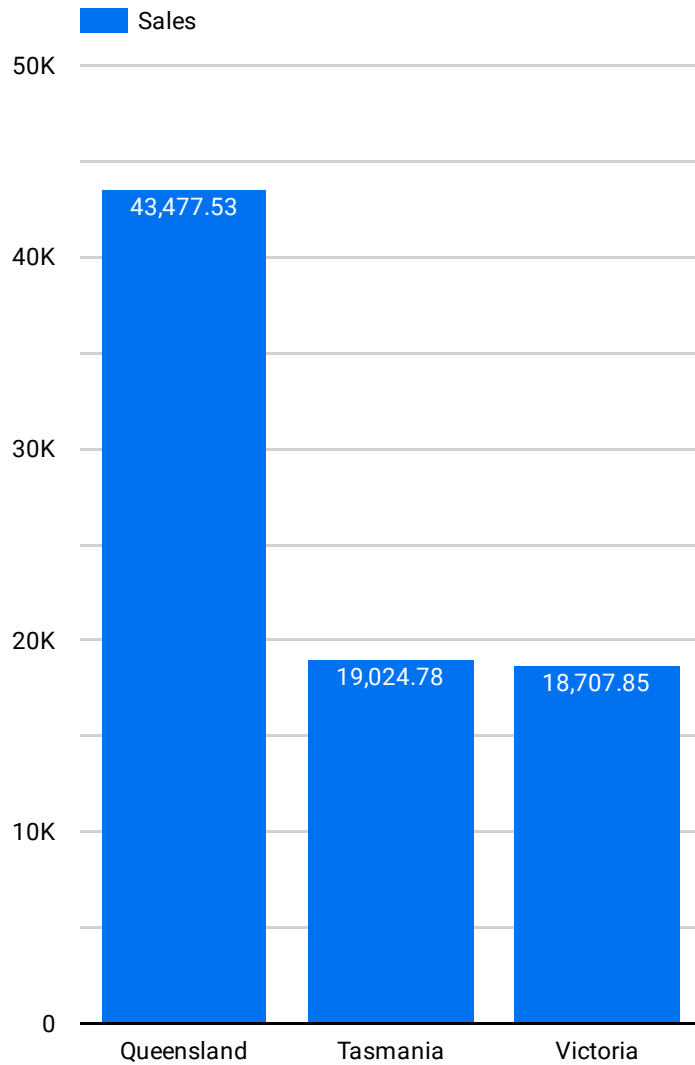
Quarter 3



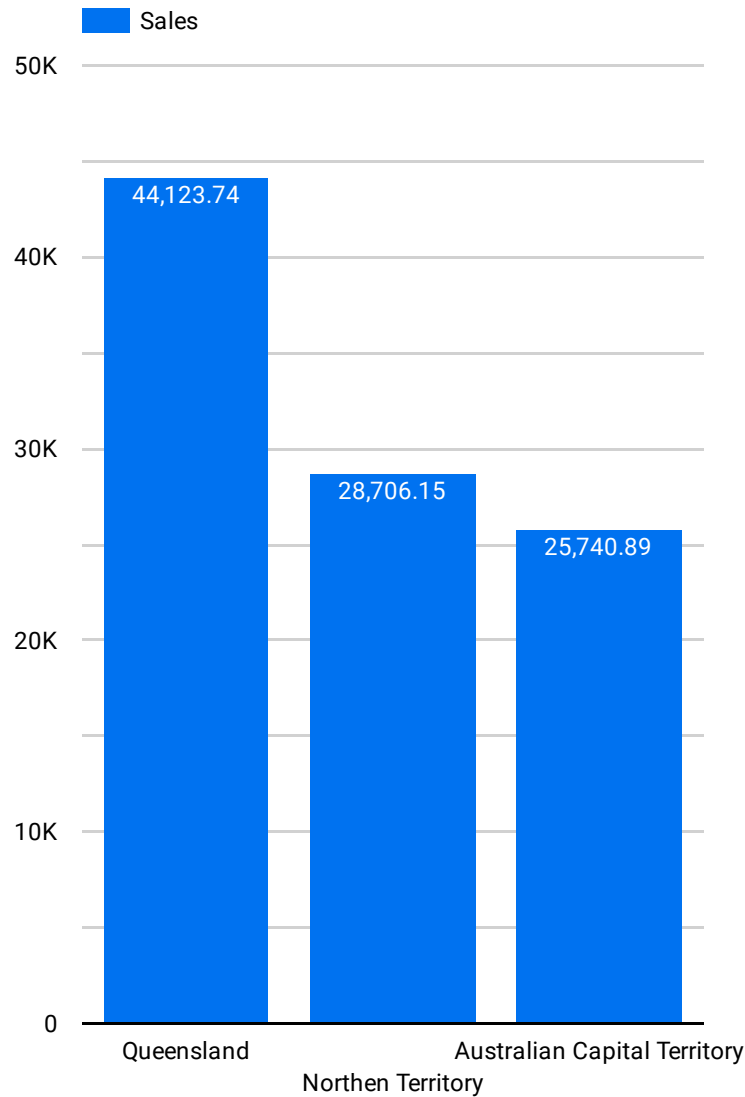
In 2019, Queensland is the top state for sales across the three quarters and accounts for 166,251K of sales across the company.
Quarter 1 is the strongest selling quarter for sales across the top 3 states.

Top 3 States for Sales per Quarter in 2020

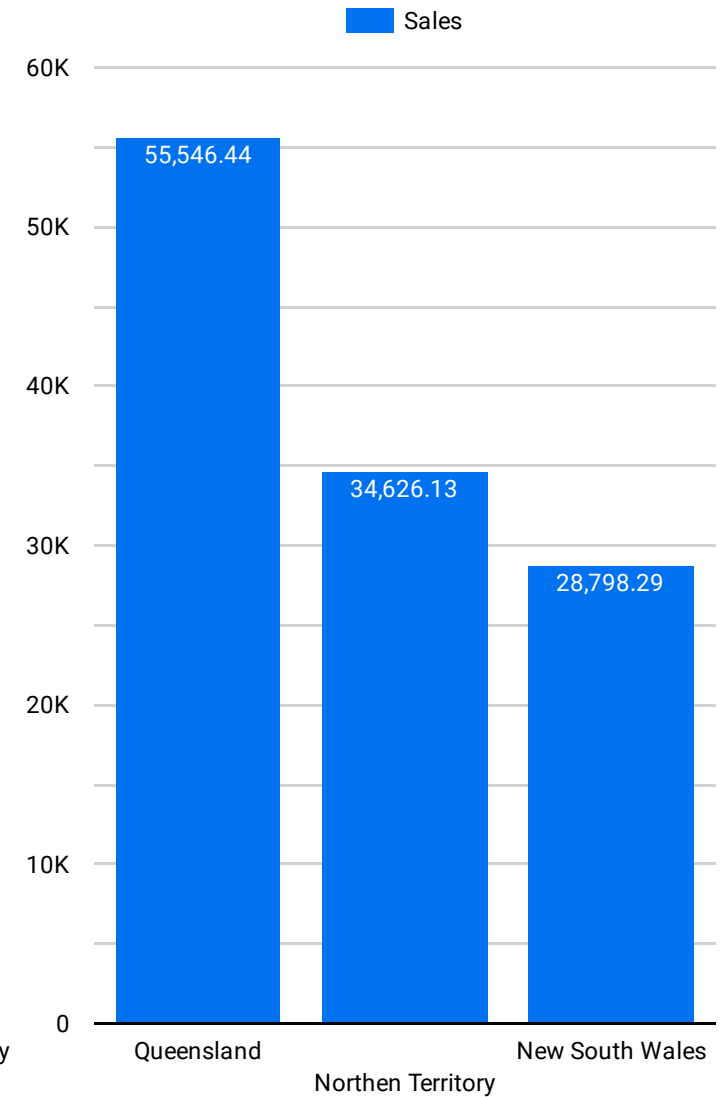
Quarter 1



Quarter 2

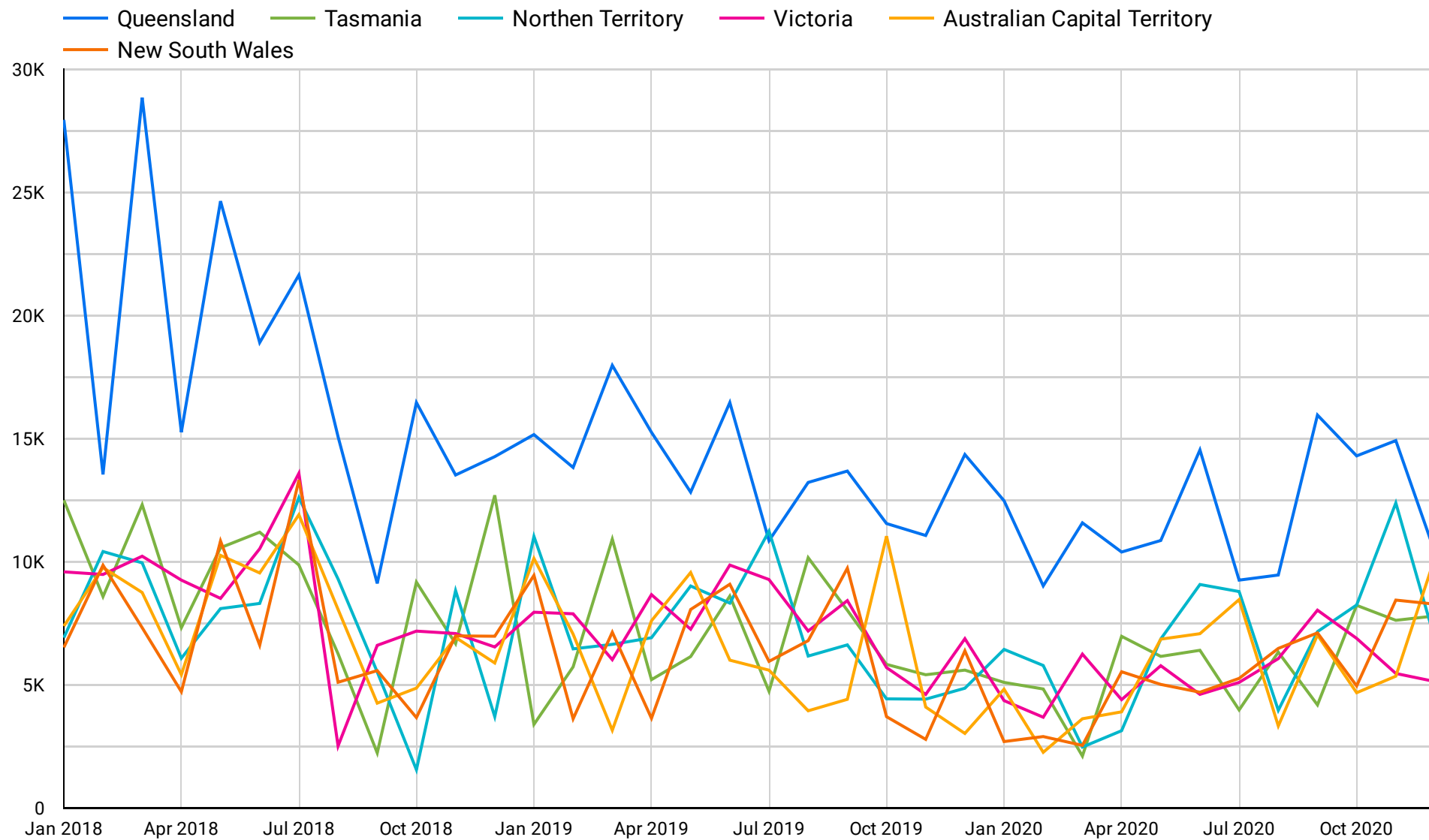


Quarter 3



In 2020, Queensland continues to be the top state for sales across the three quarters and accounts for 143,147K of sales across the company.
With a change to the previous years, quarter 3 is the strongest selling quarter for sales across the top 3 states.

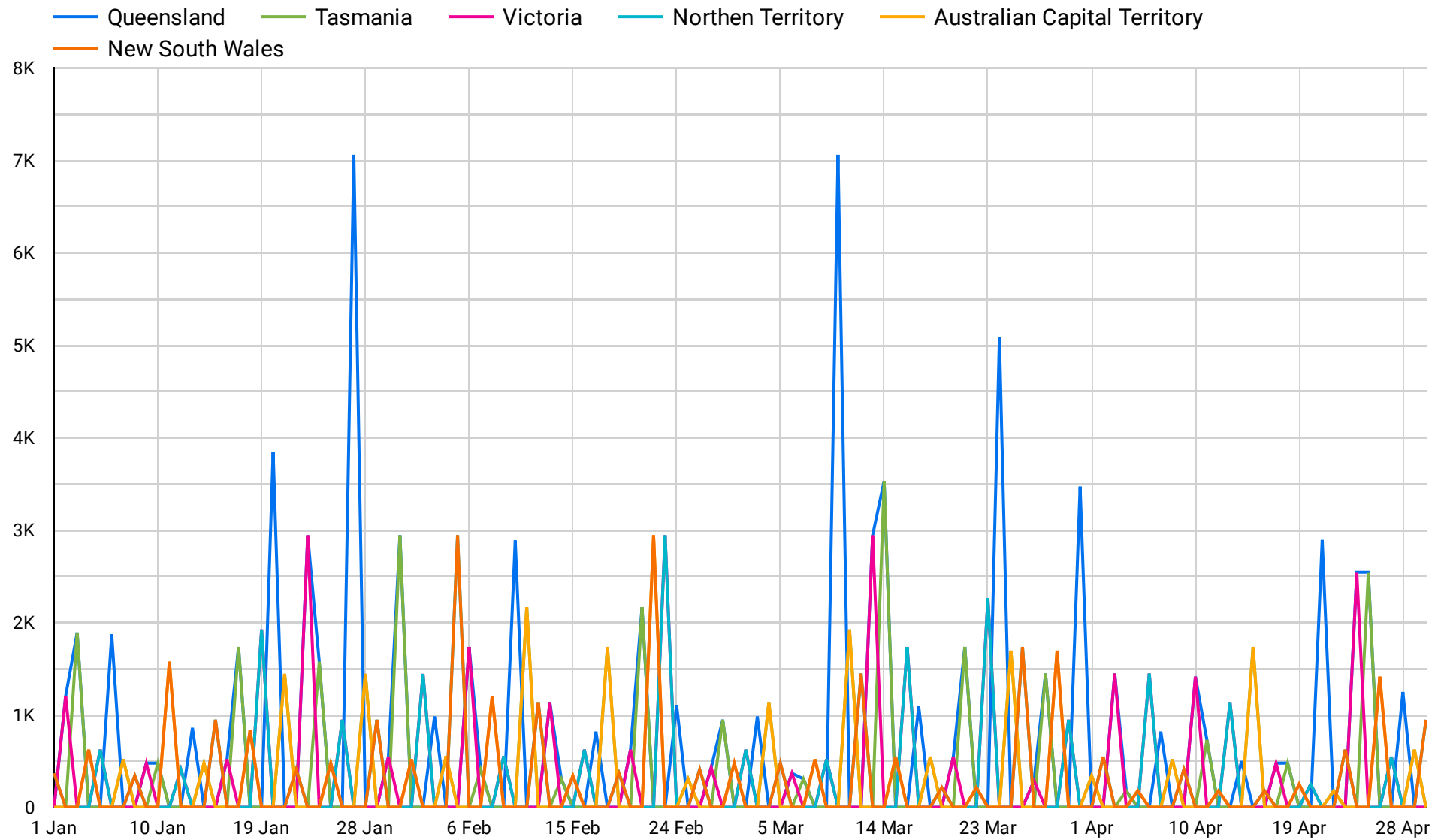
Sales per Month Per State



Queensland is the top state for sales across the three years and accounts for 1/3 of sales across the company, 30% average.

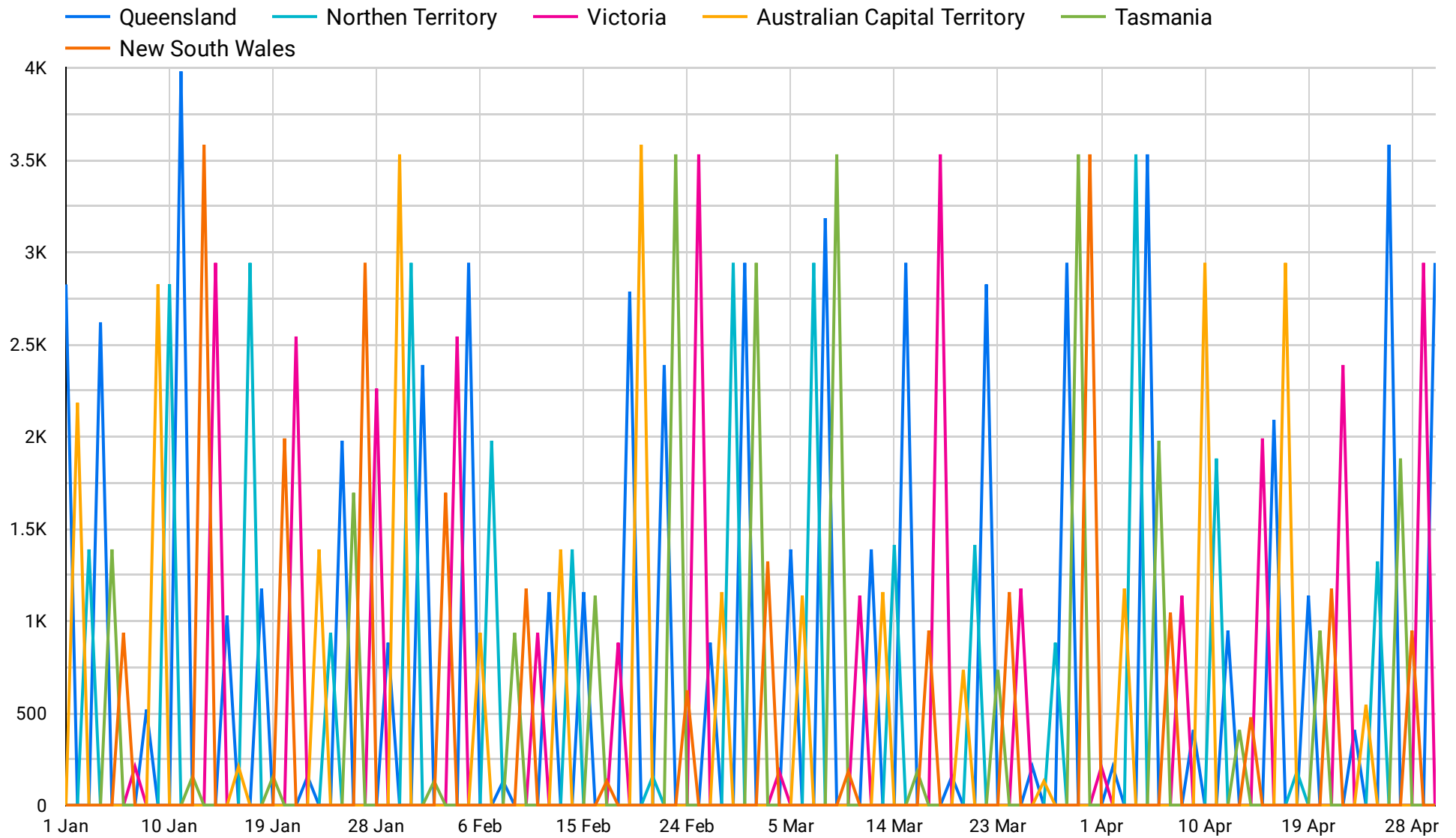
All states had a huge drop in sales from July 2018 - Oct 2018 and have struggled to reach the peak in sales since that period, I wonder what happened from a company perspective.

Sales per Quarter 1 2018 Per State



Analysing the Sales per quarter per state, we can see that Queensland is the top state for sales across the quarter and has spikes of sales across 3 dates in the quarter above 5K.

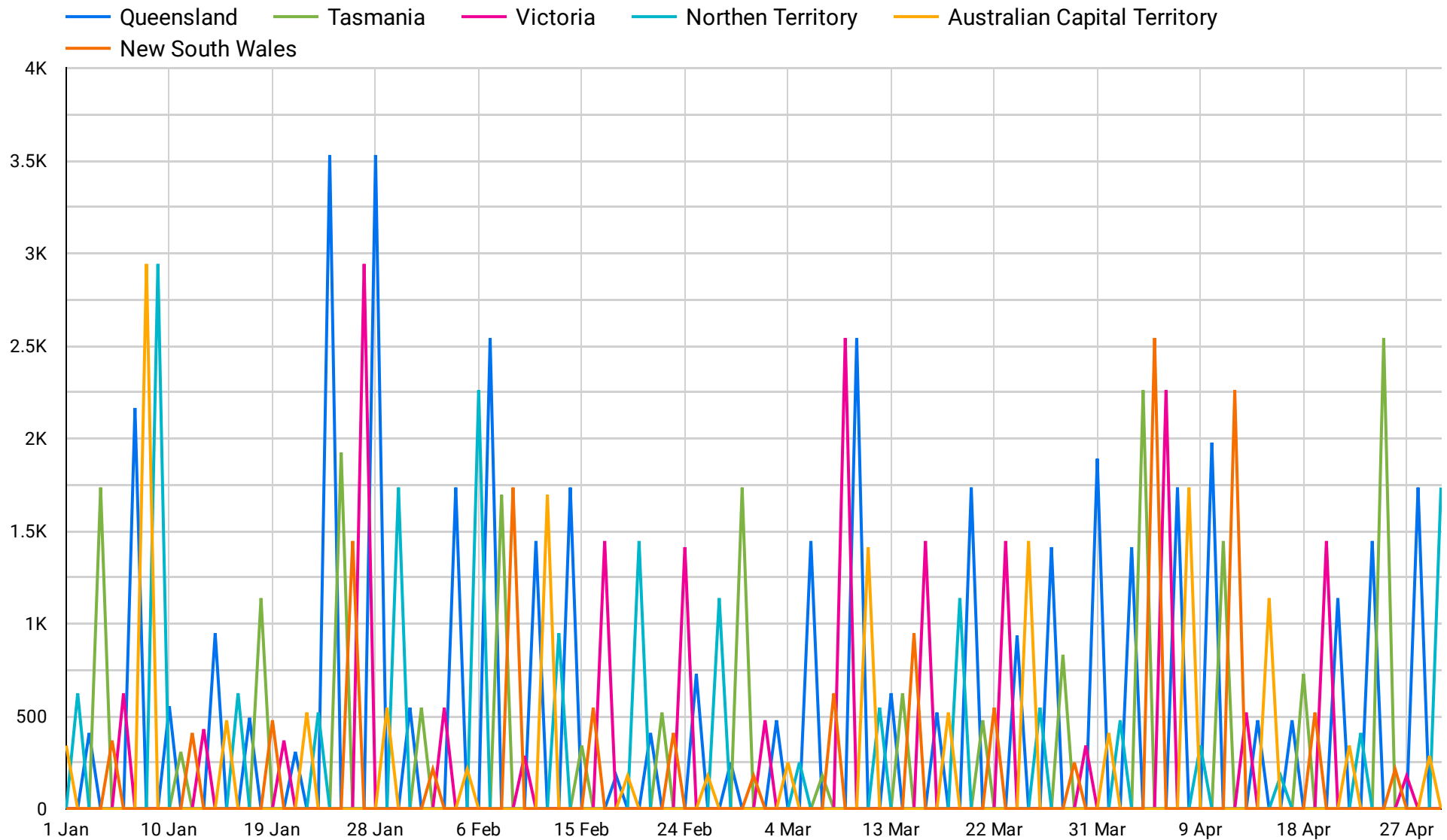
Sales per Quarter 1 2019 Per State



Analysing the Sales per quarter per state, we can see that Queensland is the top state for sales across the quarter and has 1 spike of sales mid January to 4K.

Sales across all states have declined compared to the quarter 1 in 2018.

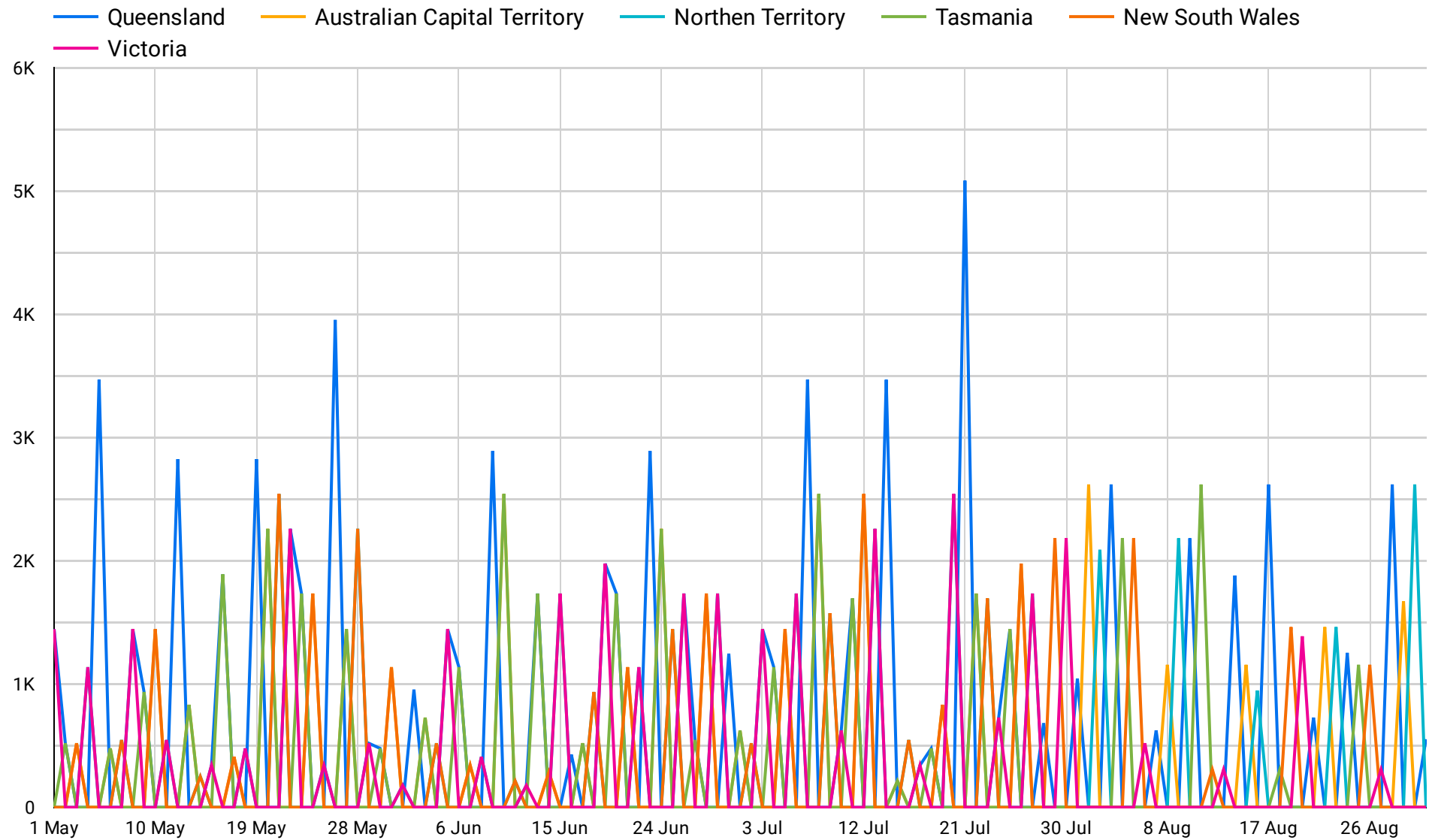
Sales per Quarter 1 2020 Per State



Analysing the Sales per quarter per state, we can see that Queensland is the top state for sales across the quarter and has 2 spikes of sales mid to late January of 3.5K.

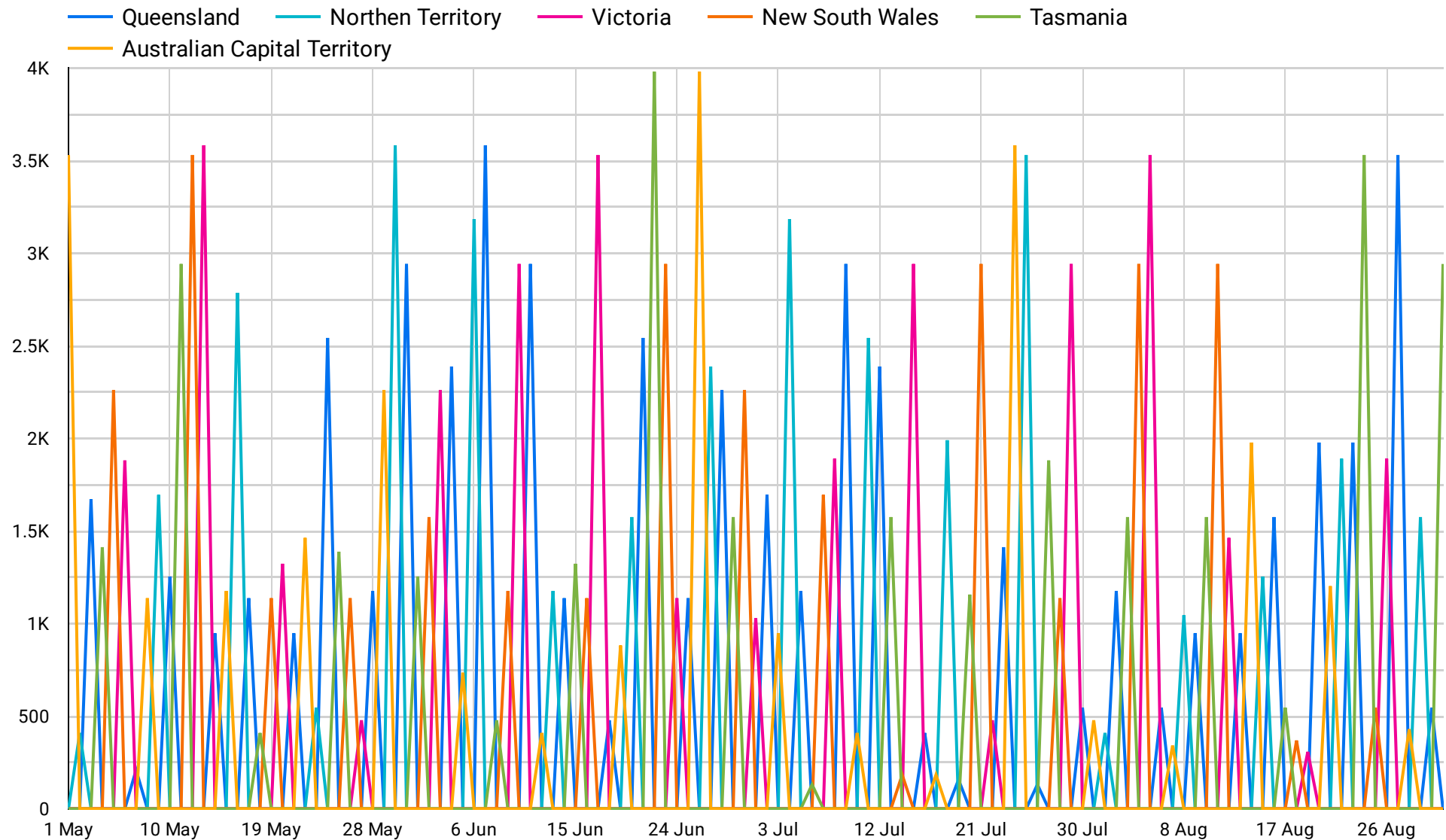
Sales across all states have declined compared to the quarter 1 in 2018 and quarter 1 2019.

Sales per Quarter 2 2018 Per State



Analysing the Sales per quarter per state, we can see that Queensland is the top state for sales across the quarter and has 1 spike of sales late July of above 5K.

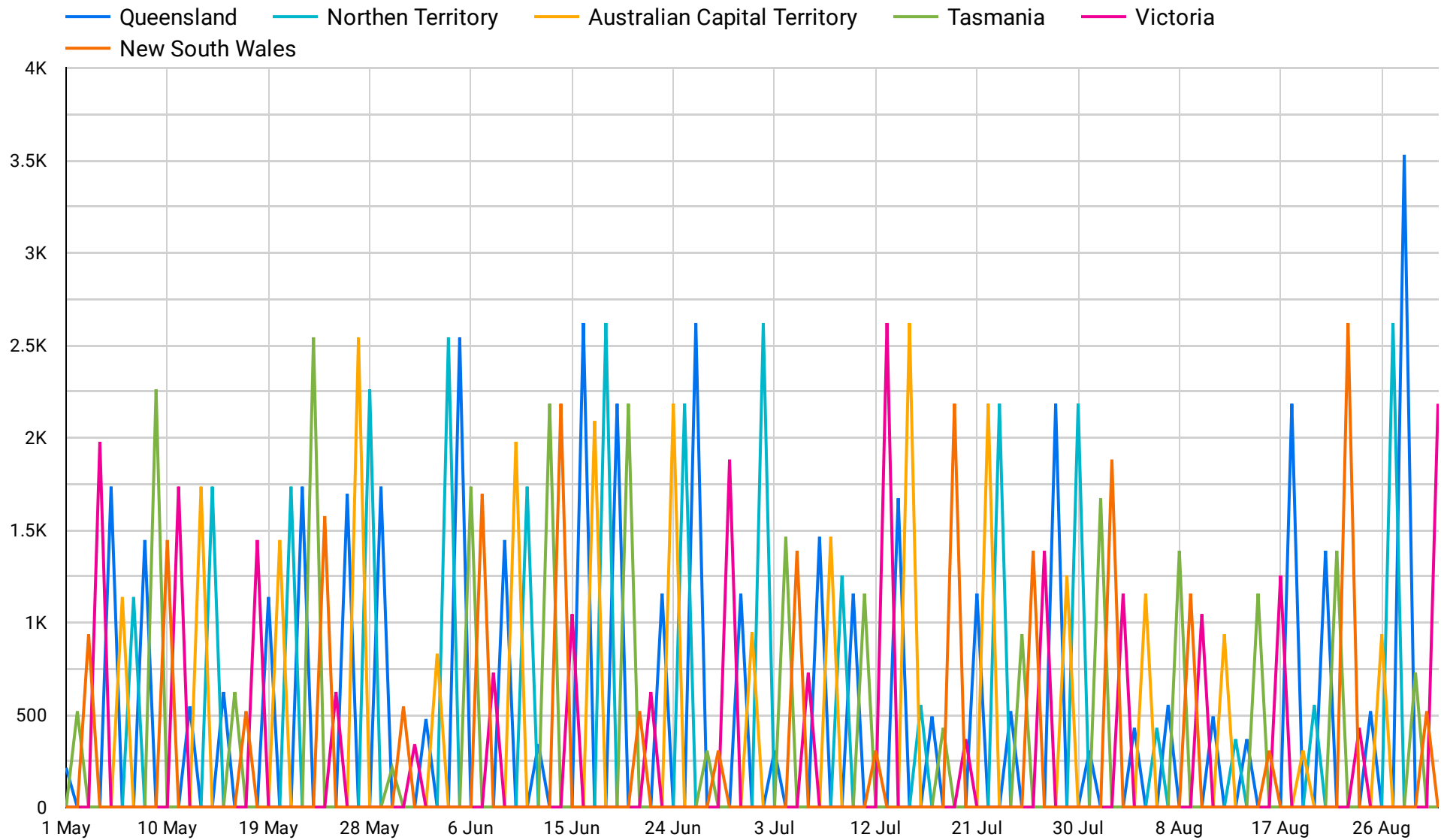
Sales per Quarter 2 2019 Per State



Analysing the Sales per quarter per state, we can see that for the first time Queensland is not the top state for sales across the quarter. The top state is now Victoria which had the highest sales across the whole quarter.

Both Tasmania and Australian Capital Territory had the highest sales around the end of June with peaks of around 4K.

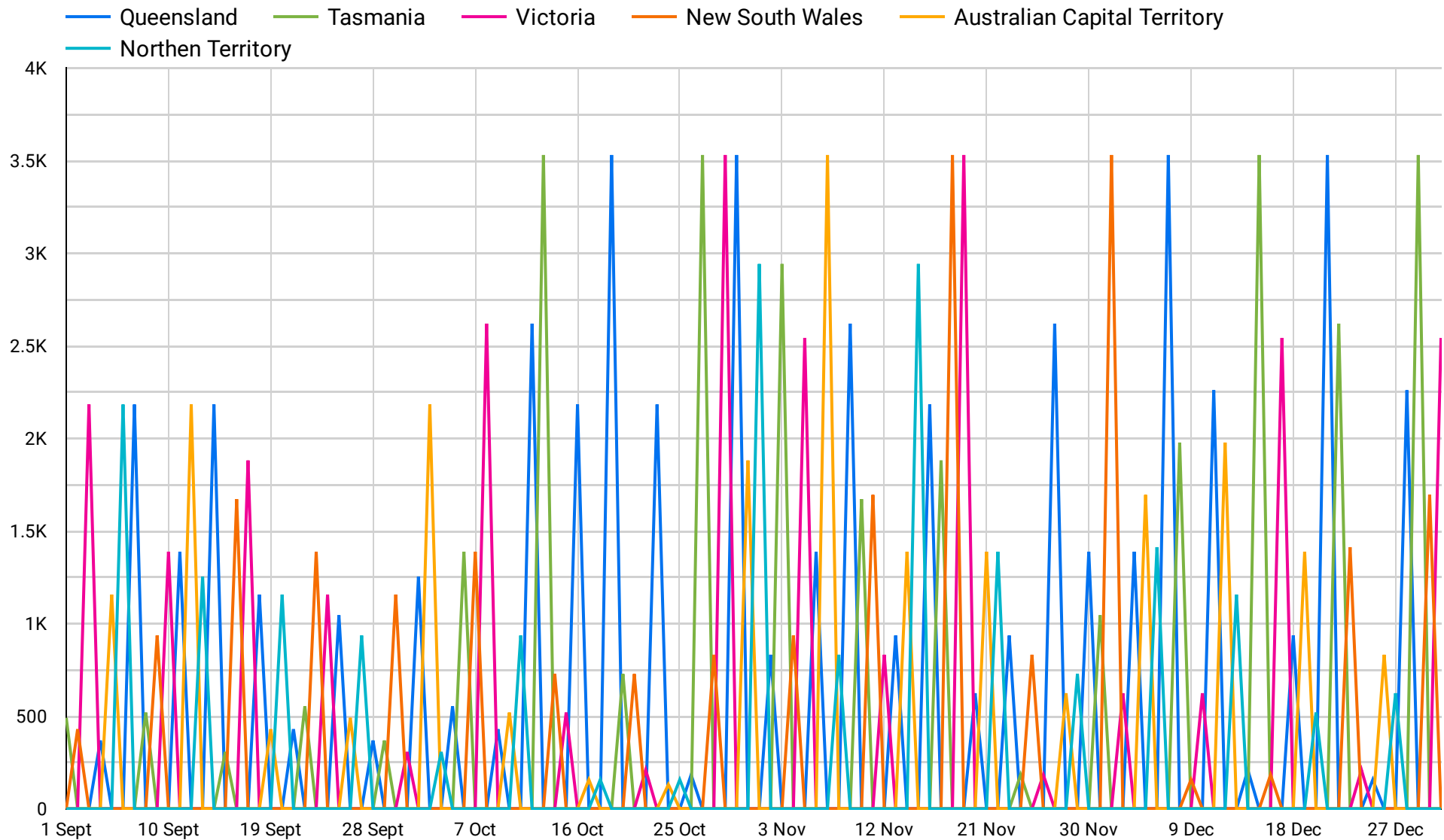
Sales per Quarter 2 2020 Per State



Analysing the Sales per quarter per state, we can see that both Queensland and Northern Territory are the top states across the whole quarter.

However, Queensland had the highest peak of sales at the end of August of around 3.5K.

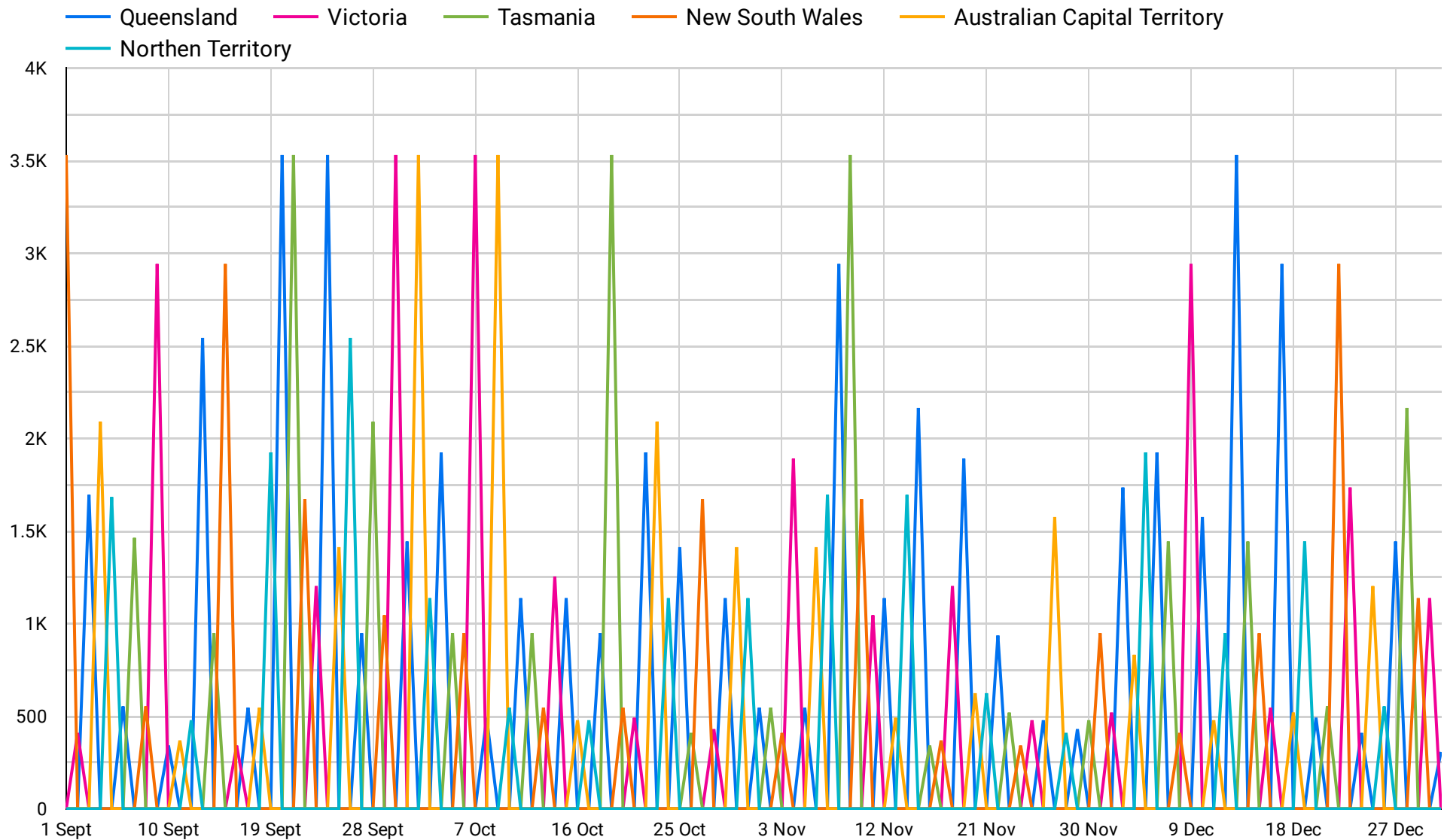
Sales per Quarter 3 2018 Per State



Analysing the Sales per quarter per state, we can see that Queensland and Tasmania had the highest sales across the quarter.

There were peaks in the quarter of 3.5K across all states except Northern Territory which had the lowest sales in the quarter.

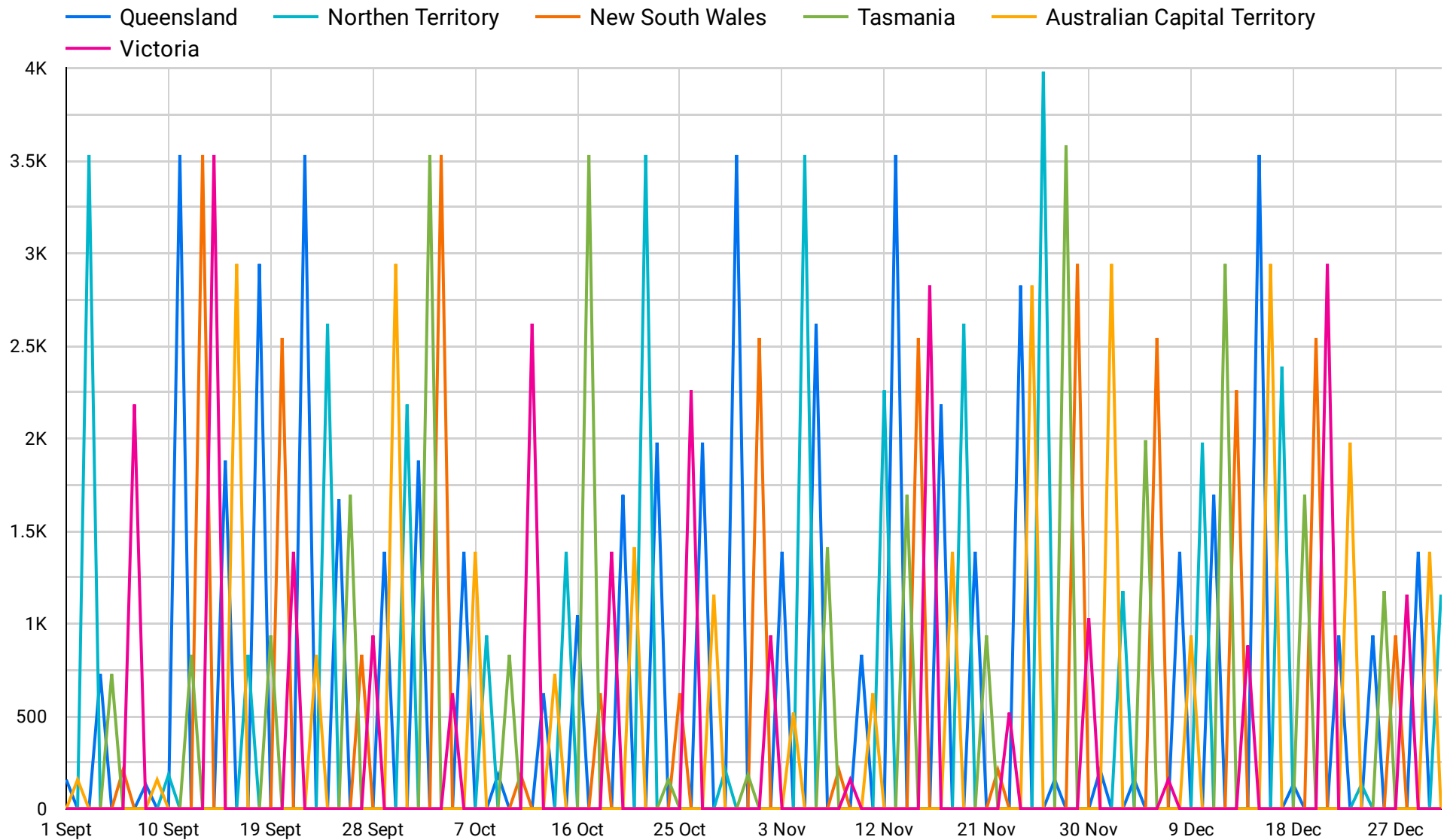
Sales per Quarter 3 2019 Per State



Analysing the Sales per quarter per state, we can see that Queensland and Victoria had the highest sales across the quarter.

There were peaks in the quarter of 3.5K across all states except New South Wales and Northern Territory which again had the lowest sales in the quarter.

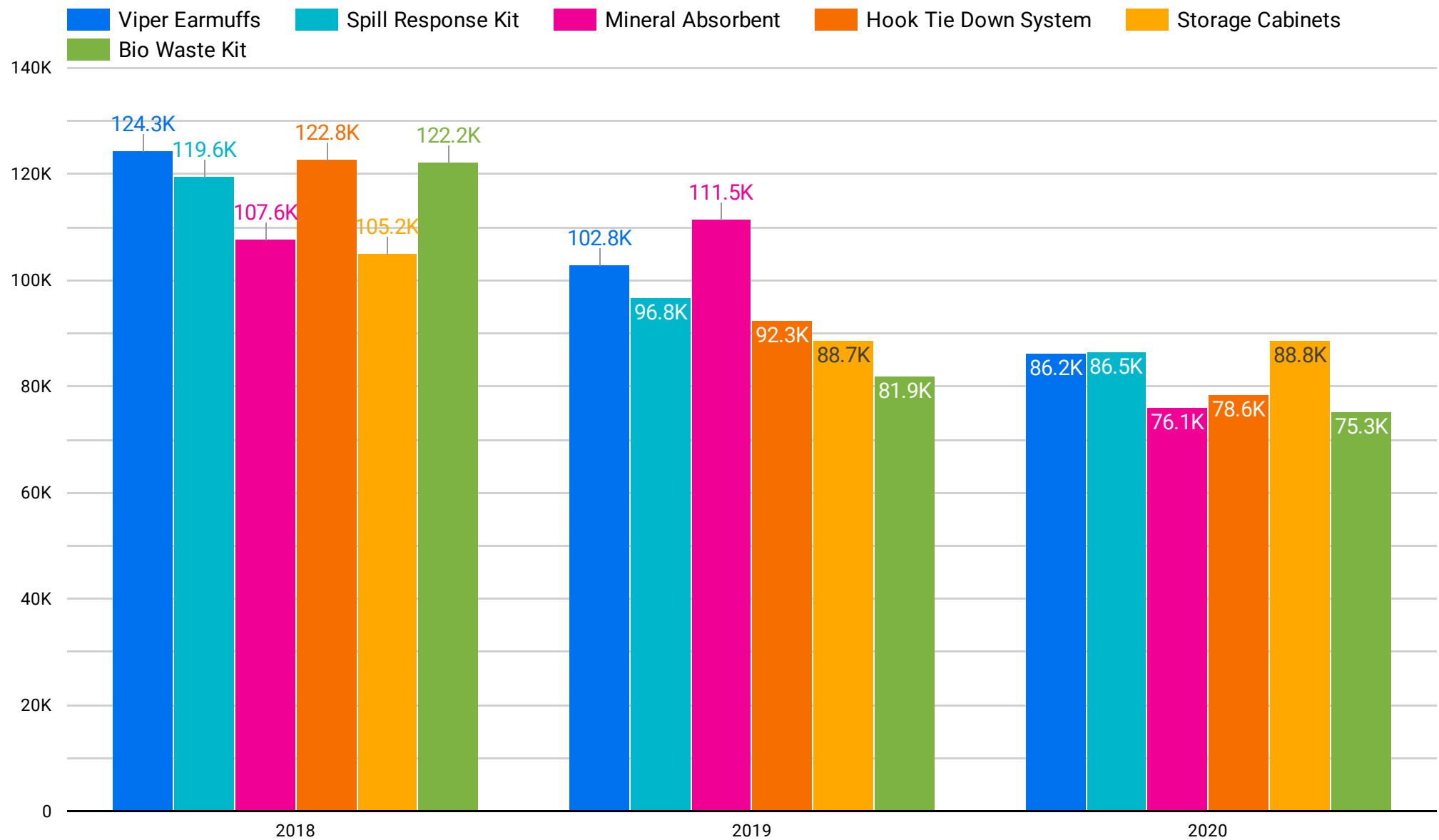
Sales per Quarter 3 2020 Per State



Analysing the Sales per quarter per state, we can see that Queensland and Northern Territory Victoria had the highest sales across the quarter.

There were peaks in the quarter of 3.5K across all states except Australian Capital Territory and Victoria which had the lowest sales in the quarter.

Sales per Year Per Product



2018 was the best performing year with 701.7K total sales. All 6 product lines had sales each of above 100K with Viper Earmuffs having the most sales at 124.3K.

2019 was the year sales started to decline with 574K total sales. Only 2 product lines had sales each of above 100K with Mineral Absorbent having the most sales at 111.5K followed by Viper Earmuffs at 102.8K.

2020 was the worst performing year with 491.5K total sales. None of the 6 product lines had sales above 90k with Bio Waste Kit having the least sales at 75.3K.