Sales Data BI Class **Total Sales** 47,704,512 Monthly Level Sales Pattern of All Branches Year Branch Forecast 2018 (All) (AII) ▼ Date Date 12M 2013 2014 2015 2016 2017 11,479,021 зм 11M 2M Sales 10M Sales 9M 1M Actual Estimate 0M 2013 2014 2015 2016 2017 2018 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Q2 Q3 Q4 Q1 Bahadurabad Dolmen,Clifton KDA Lucky.One North.Karachi North.Nazimab.. PECHS Saddar SITE Tarig.Road Most Profitable Branch (2016-17) Change in sales from 2013-2017 Year of Date Year of Date Branch 2016 2017 Branch 2013 2014 2015 2016 2017 Bahadurabad 1,329,523 1,376,386 4.38% 8.70% 3.67% Tariq.Road 15.18% 4.22% 1000K 1500K 500K 1000K 1500K 8.43% **PECHS** 15.07% 3.73% Sales Sales = Dolmen.Clifton 15.21% 4.28% 8.81% 3.52% Most Profitable Branch (2013-17) 4.45% North.Karachi 15.17% 8.45% 3.72% 15.11% 4.38% 8.51% 3.71% SITE Branch 14.87% 8.52% 3.61% Lucky.One Bahadurabad 6,120,128 North.Nazimabad 15.03% 4.42% 8.32% 3.76% Bahadurabad 14.86% 4.30% 8.78% 3.52% 1M 2M ЗМ 5M 7M 4.37% 8.61% 3.51% Saddar Sales =

- The first chart shows that sales will end on **11.4Million** by 2018
- Monthly level patterns indicate that company is generating more revenue in the quarter 2 and 3.
- Most profit brought to the company across the years 2013-17 has been *Bahadurabad* branch
- Change in sales across all years (2013-17) show that *Tariq Road* branch has shown progressive performance. Their employees should be rewarded.