



Hindustan Unilever Limited

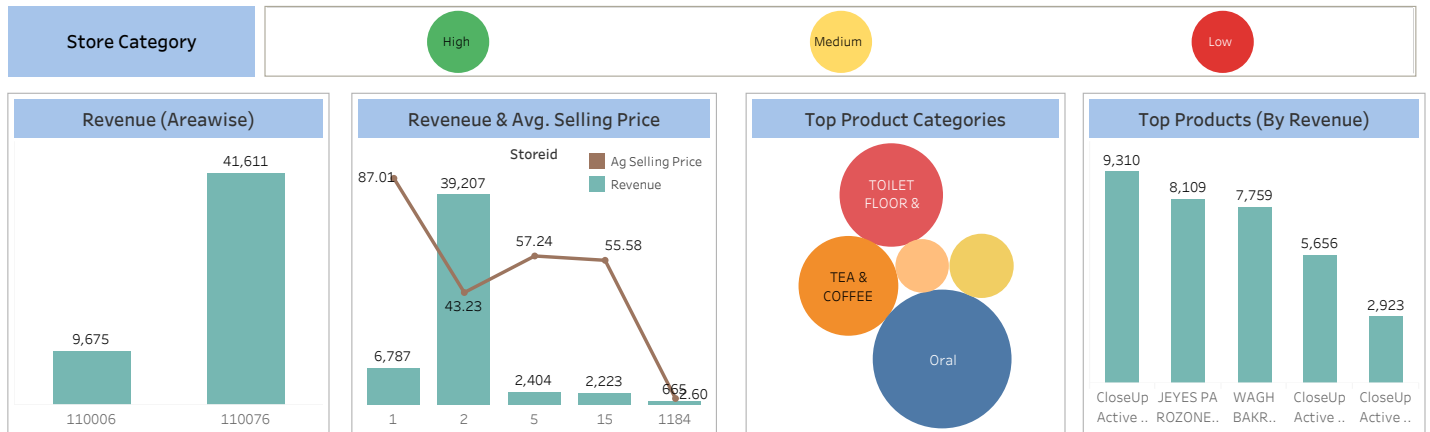
### Summary Overview and Comparison with Previous Time Period

Period Monthly	Area Code All				
Total Order Amount ('000)		# Unique Products		# Orders	
1,260 <span>↓</span> (10.12%)		848 <span>↑</span> (42.47%)		44,818 <span>↓</span> (8.66)%	
				Avg. Order Size (Rs.)	
				35,283 <span>↑</span> (26.17%)	

Period All	Summary of Order Details				
Store	SalesPers..	Order Recieved	Delivered	Online Data Feed %	Last Visit Data
1	Alex	1897	1,178	70%	28/03/2017
2	Mike	5073	3,213	60%	25/02/2017
5	Mike	1298	847	75%	15/03/2017
15	Alex	7894	7,216	80%	21/03/2017
1184	Alex	7414	8,087	92%	20/03/2017

Period All  Store All  Area Code All	Inventory Summary		Period Overall  Area Code Overall	Top Performers	
	Total Products	4,107		Top Retailer	2
	Low Stock	3,857		Top Product Category ORAL	
	Out of Stock	3,840		Top Sales Person	Mike
	Surplus Stock	3,706			

### Store Deep Dive



Storeid All	Fill Rates & Thresholds			
Product Category	Shelf Occupancy %	Threshold Limit	Avg. Reorder Cycle	
CPD	88.5%	51.3%	2.2	●
Hair	78.7%	53.8%	3.6	●
Oral	95.2%	34.0%	3.4	●
Skin	5.6%	4.8%	2.8	●
TEA & COFFEE	26.8%	23.2%	2.2	●