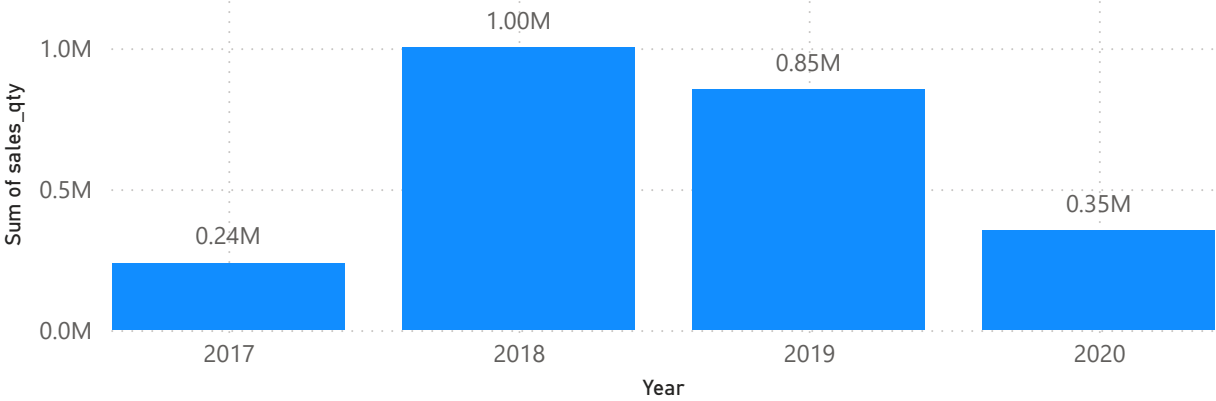
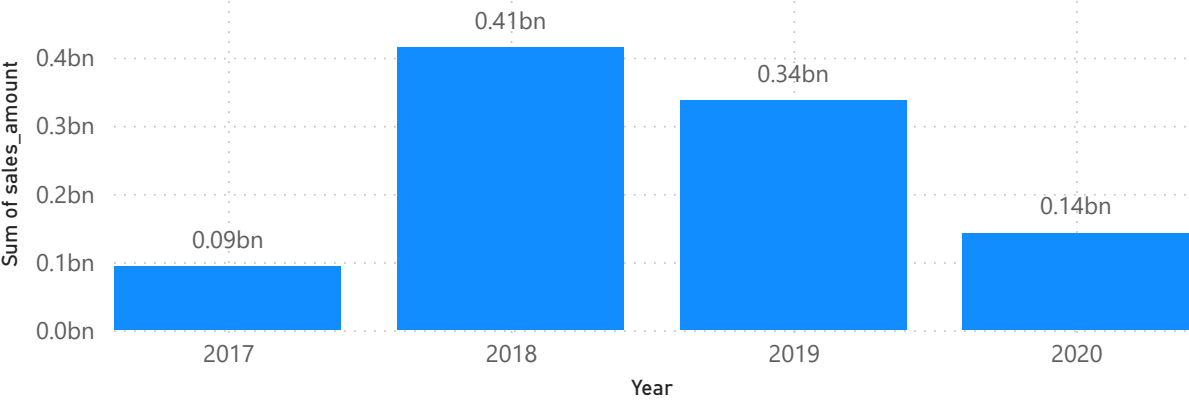


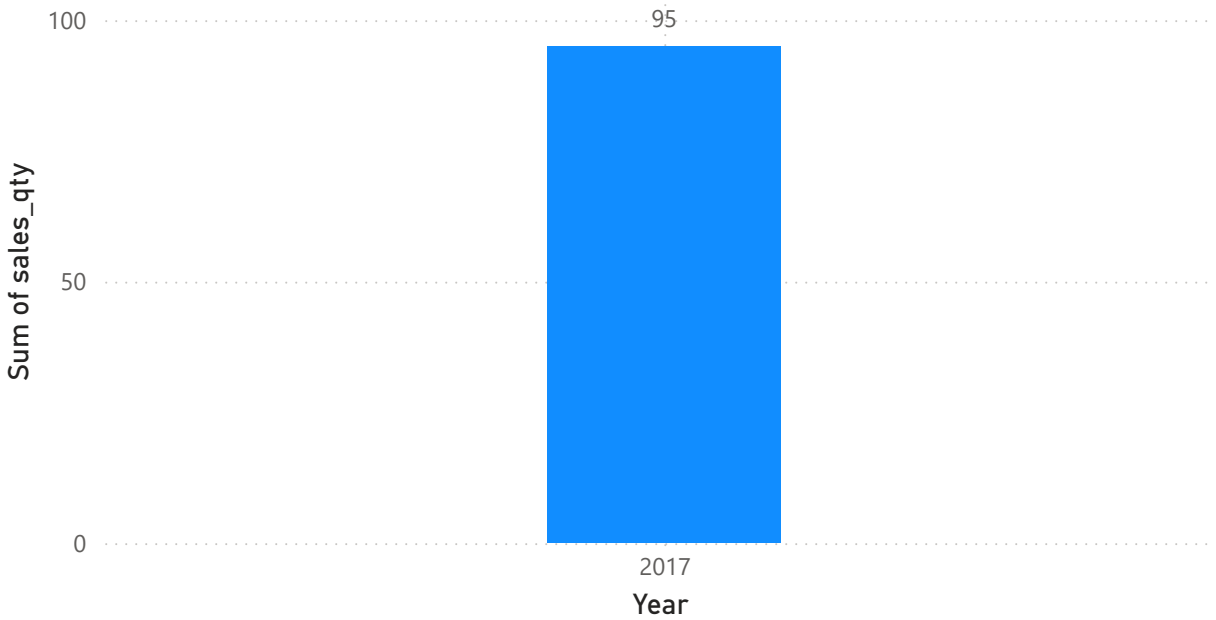
Sales by Year (INR)



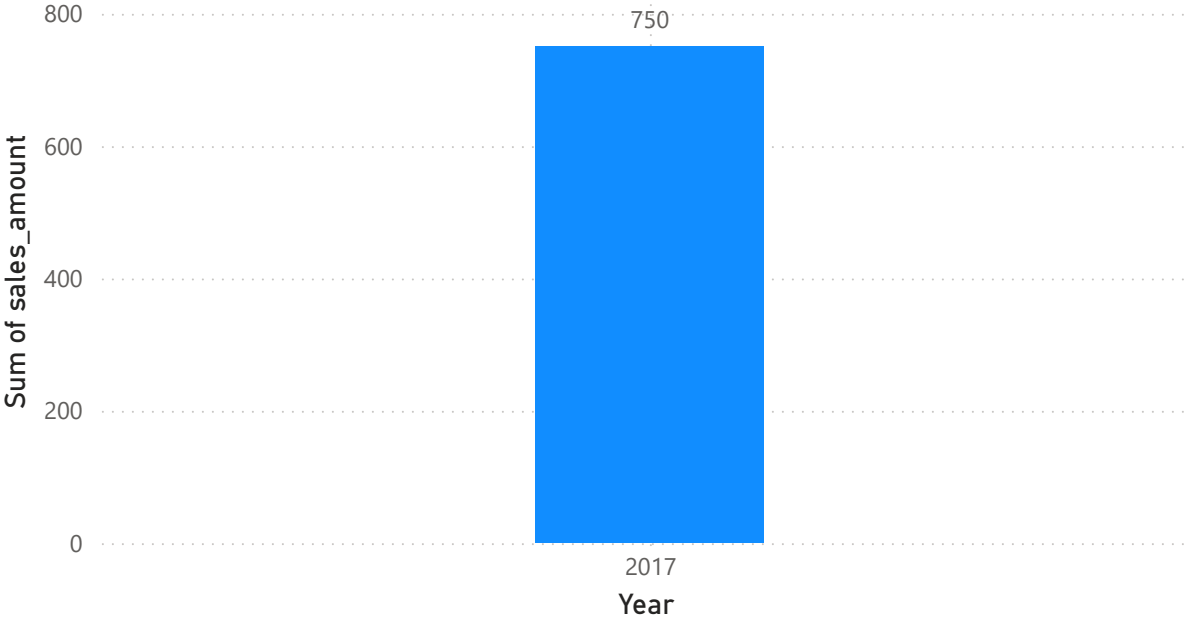
Revenue by Year (INR)



Sales by Year (USD)



Sum of sales_amount by Year



0.46

2018 Repurchase Rate

0.41

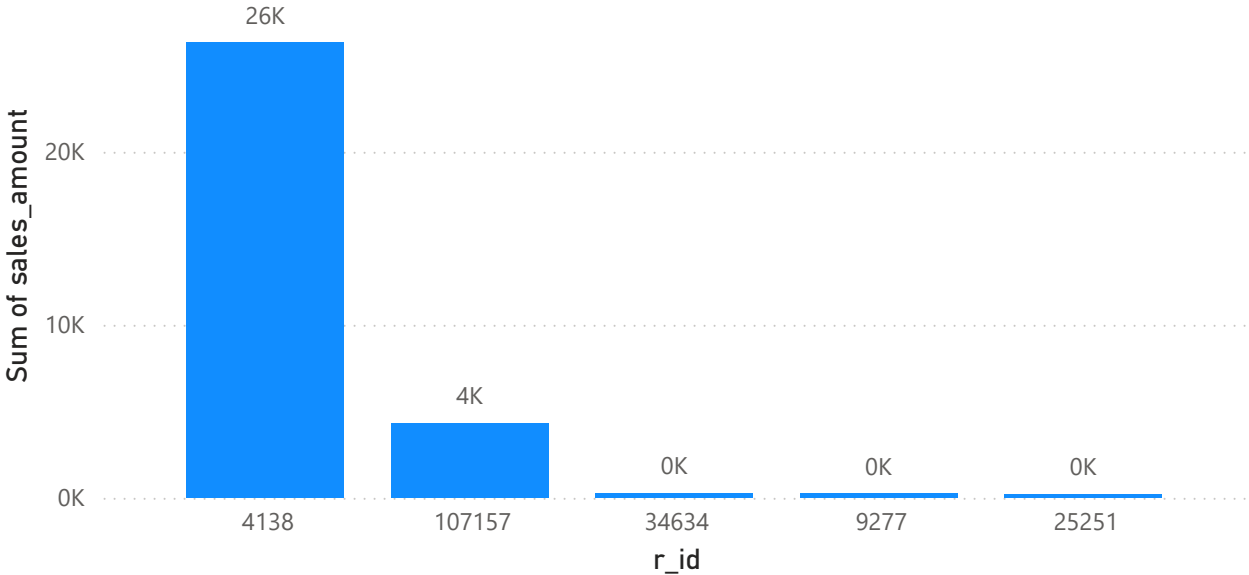
2019 Repurchase Rate

0.19

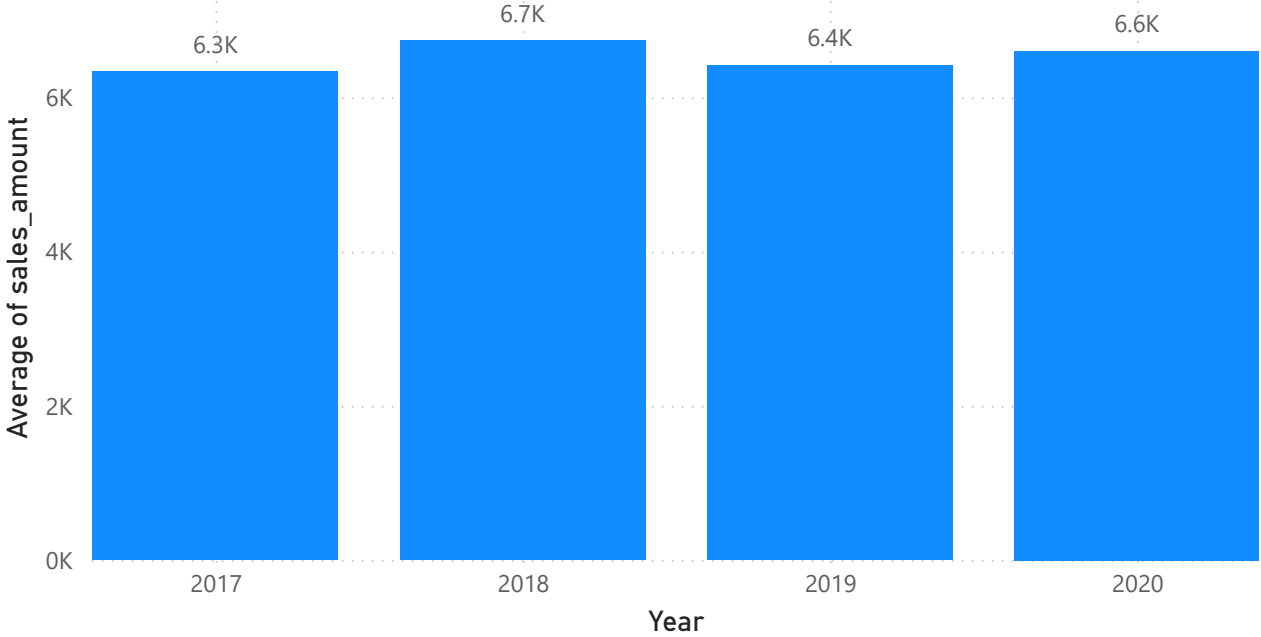
2020 Repurchase Rate

rating	rating_count	r_id	r_id	Sum of sales_amount
5.0	50+ ratings	15442		22305741
5.0	50+ ratings	15444	377150	1510944
5.0	20+ ratings	169355	80384	1492435
5.0	20+ ratings	213832	474086	1477458
5.0	20+ ratings	261047	387586	1477394
5.0	20+ ratings	280427	123836	1338264
5.0	20+ ratings	294133	566896	1316921
5.0	20+ ratings	304580	213931	1283875
5.0	20+ ratings	304587	435278	1283875
5.0	20+ ratings	305147	455334	1235347
5.0	50+ ratings	31145	378311	1228148
5.0	20+ ratings	337367	403433	1224088
5.0	20+ ratings	342333	194563	1160782
5.0	20+ ratings	342881	516065	1089685
5.0	20+ ratings	342903	241740	1072000
5.0	20+ ratings	342905	567906	1007972
5.0	20+ ratings	363972	529020	996102
5.0	20+ ratings	372166	323185	994954
5.0	20+ ratings	381841	357663	994241
5.0	20+ ratings	386487	553387	984977
5.0	50+ ratings	388815	417294	970130
5.0	20+ ratings	392694	524903	970130
5.0	20+ ratings	395491	Total	986565016

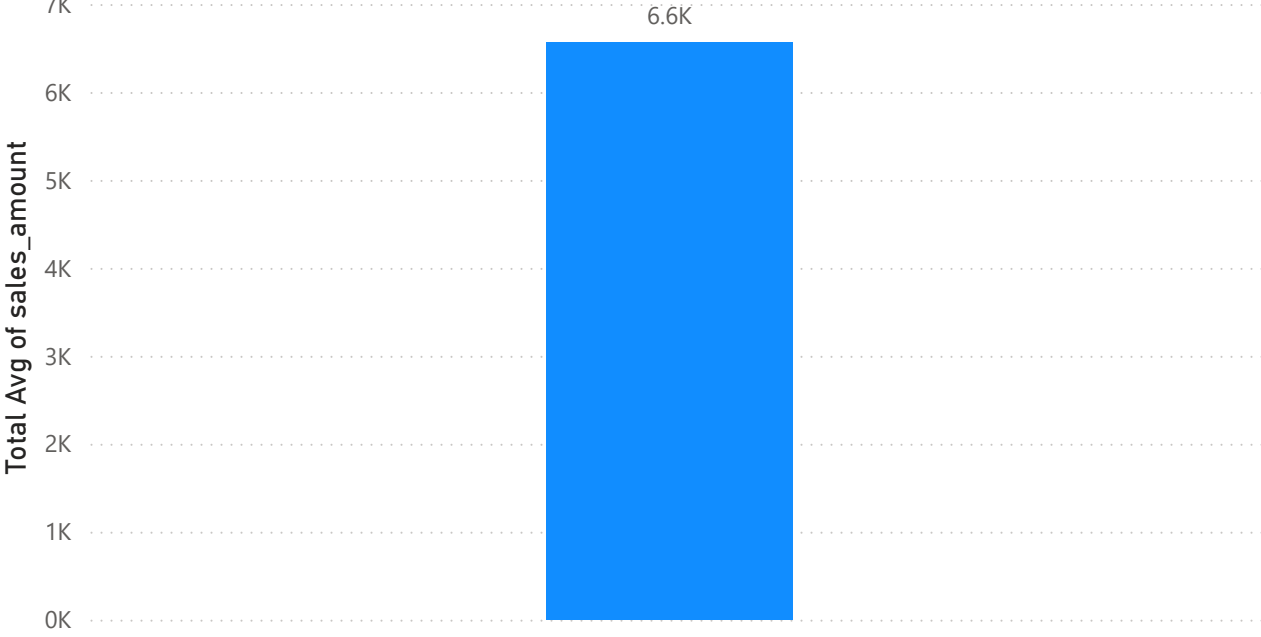
Top 5 Rated Restaurant's Sales



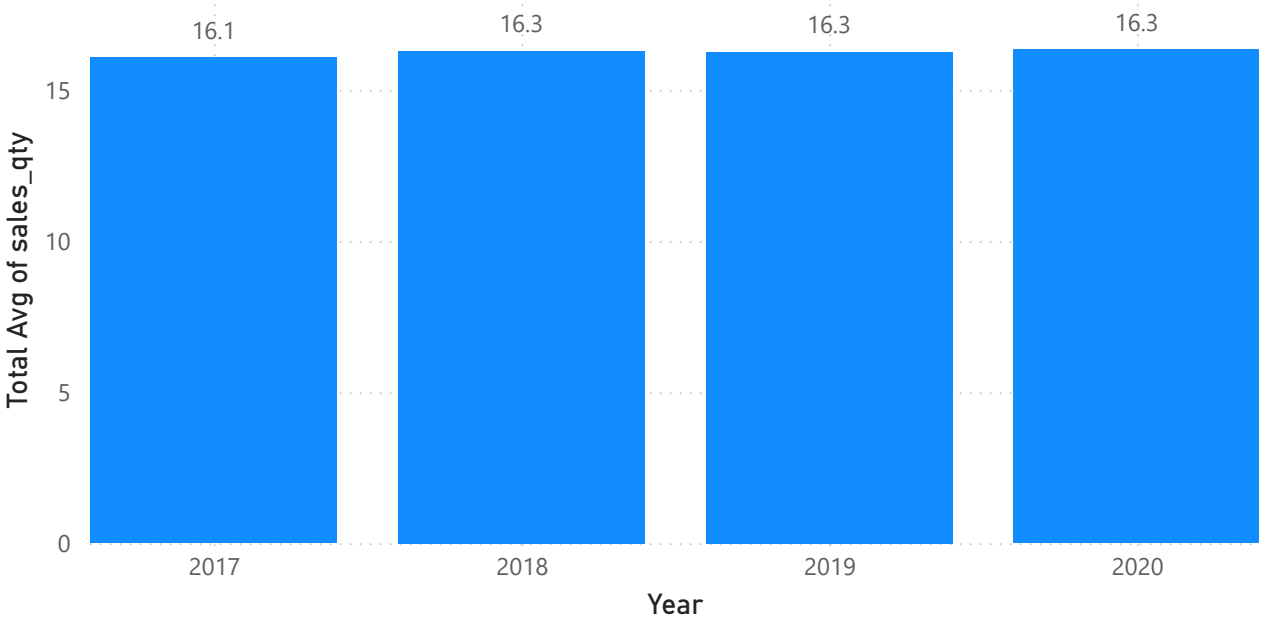
Average of sales_amount by Year



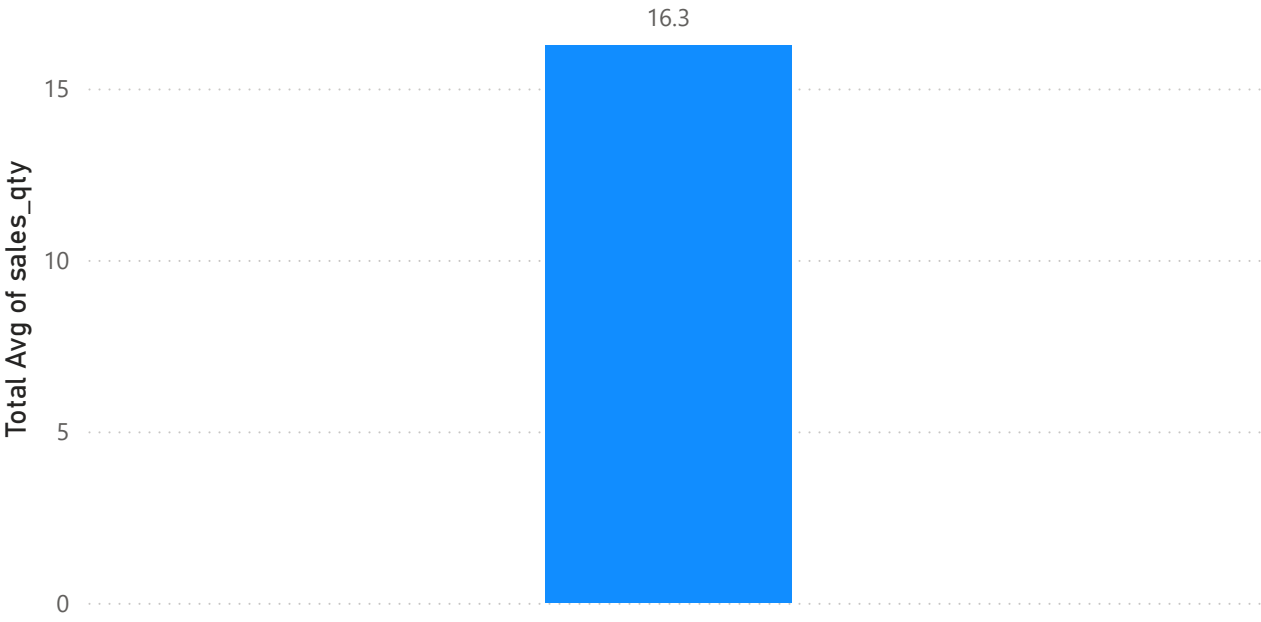
Total Avg of sales_amount



Total Avg of sales_qty by Year



Total Avg of sales_qty



Growth Rate by Year

Year	Count of user_id	Last Year orders	Growth rate
2017	14768		-1.00
2018	61541	13820	2.33
2019	52422	46043	-0.11
2020	21550	40800	-0.52
Total	150281	72495	0.07

Looking at the data it shows that the top performing restaurant is the most profitable by a large margin. While the growth rate has seen a decline past 2018, the number of orders sharply increased. This along with the retention rate tells me that the customers that did like the food sold have returned many times and then in the most recent year 2020 there was a sharp decline in both. This could mean customers have gotten tired of the restaurants and moved on or the quality of service/food have declined. The most telling is the year 2020 as it shows a drop with retention rate, customer satisfaction, and orders. If there was a quality change in service or food I suggest going back to the same standard as previous years. If not the company can always cut costs by closing the less profitable restaurants as there are quite a few. My last recommendation is furthering the niche of the most profitable restaurant (4138) and expanding on it to allow customers a fresh feel.