

Stores that Cumulatively Contribute nearly 90% of Total Revenue (Pareto Analysis)

Store_Name	Actual_Revenue	Revenue_in_%	Cumulative_Revenue	Cumulative_Revenue_in_%
Store8	1400000	28.00%	1400000	28.00%
Store5	1150000	23.00%	2550000	51.00%
Store7	800000	16.00%	3350000	67.00%
Store2	600000	12.00%	3950000	79.00%
Store3	400000	8.00%	4350000	87.00%
Store6	370000	7.40%	4720000	94.40%
Store4	175000	3.50%	4895000	97.90%
Store1	105000	2.10%	5000000	100.00%

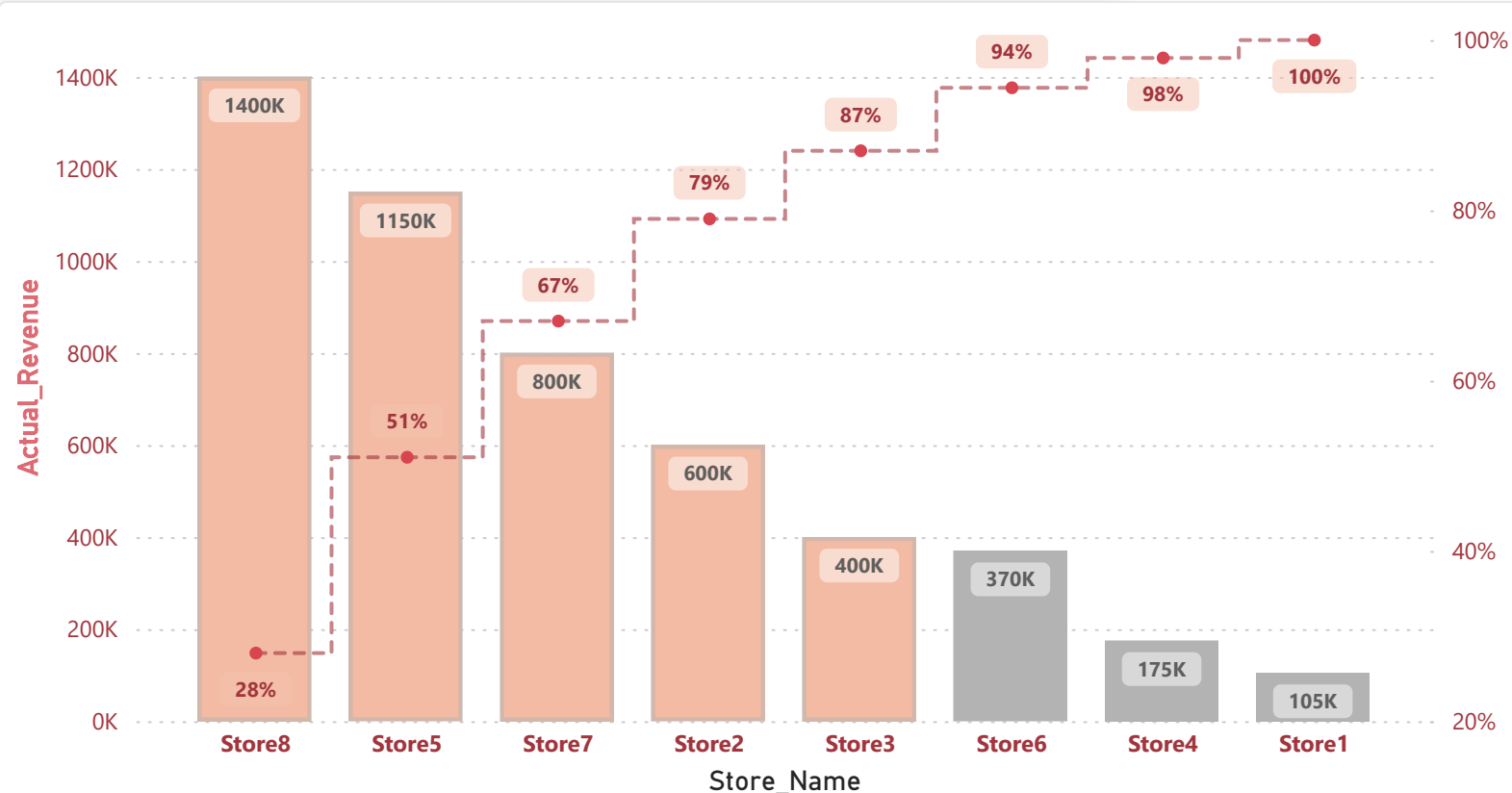
Average_Revenue

6,25,000

► Key Objective :

Based on the available Data the Stakeholder wants to know,
Which **THREE** Stores need to be Closed by the Company.


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► Based on Revenue analysis, it is evident that **Stores 8, 5, and 7** are the **Highest Revenue** generating stores, each surpassing the company's **Average Revenue**.

► Additionally, **Stores 8, 5, 7, 2, and 3** collectively contribute nearly **90%** of the Total Revenue of the Company.

► Therefore, when considering store closures, it would be beneficial to **close Stores 1, 4, and 6** as they are the **Least** revenue generating stores. This recommendation is only based on Revenue performance.

► **Key Objective :**

Based on the available Data the Stakeholder wants to know,
Which **THREE** Stores need to be Closed by the Company.

Store_Name	Actual_Revenue	%_Rev_Contribution	Store_Rent	Avg_Daily_Footfall	Segment_Population
Store1	1,05,000	2.1%	31,000	224	31 L
Store2	6,00,000	12.0%	1,39,000	475	33 L
Store3	4,00,000	8.0%	1,33,000	795	19 L
Store4	1,75,000	3.5%	2,04,000	760	30 L
Store5	11,50,000	23.0%	43,000	852	31 L
Store6	3,70,000	7.4%	2,45,000	277	32 L
Store7	8,00,000	16.0%	46,000	737	24 L
Store8	14,00,000	28.0%	2,28,000	464	32 L

► Based on the table, it is evident that **Store 1, Store 4, and Store 6** have the **Lowest Performance** in terms of Actual Revenue, Percentage of Revenue, and Average Daily Footfall. **Although Store 1 is the most affordable in terms of Rent .**

Still my recommendation would be **closing Store 1, Store 4, and Store 6** due to their overall lower performance.



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**THANK
YOU**