

**Total Products****751**

Return Rate%

**13%**

Total Profit

**2M**

Total Sales

**3M**

Total Quantity Sold

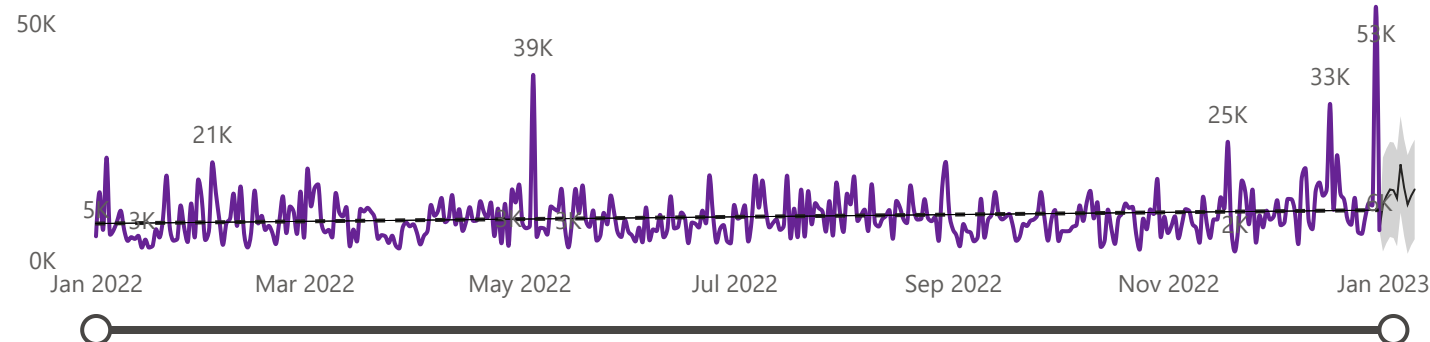
**32K****48.96**

Avg. Profit per Item

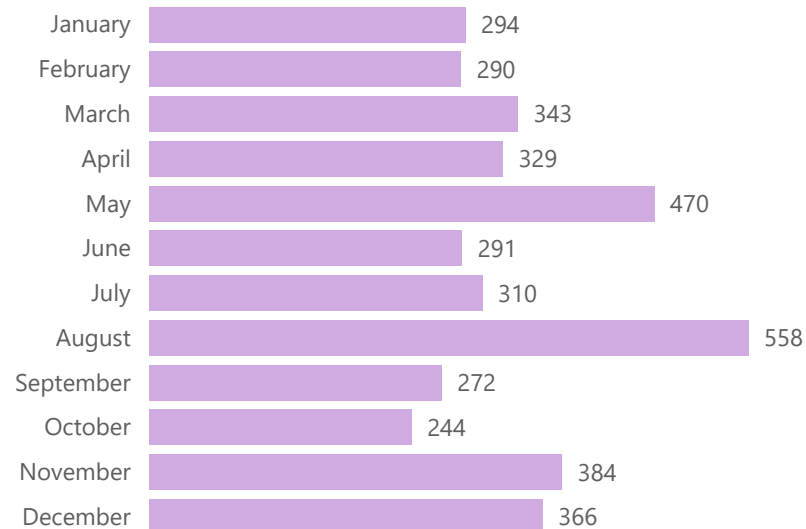
**4.43K**

Avg Sales per Product

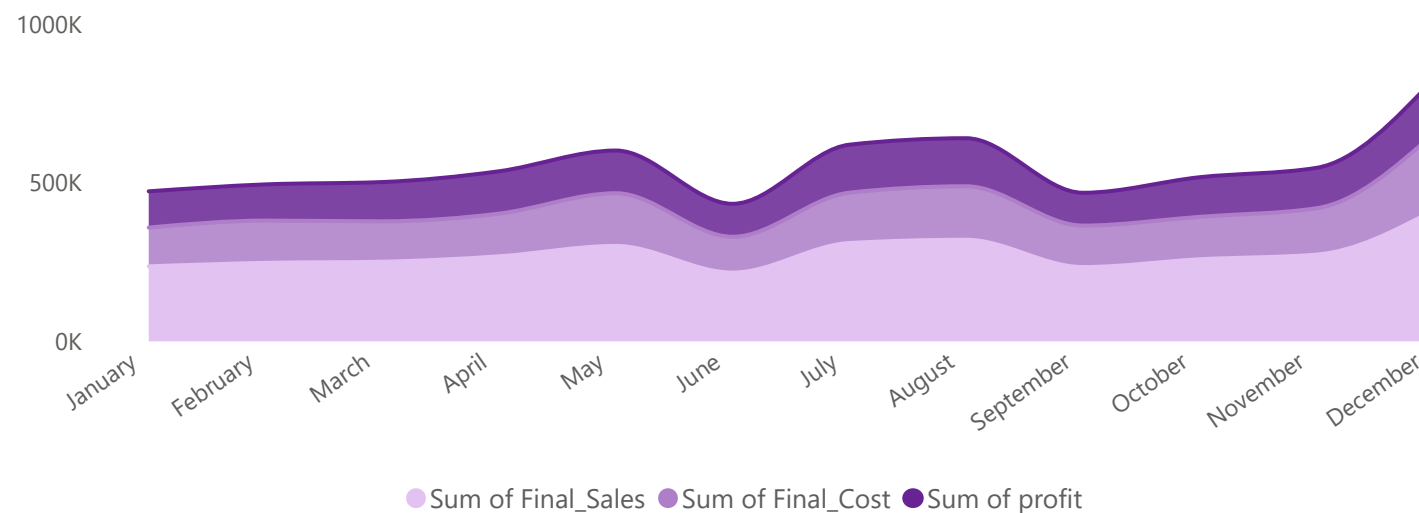
### How has monthly sales performance evolved over the year?



### In which months were return quantities highest?

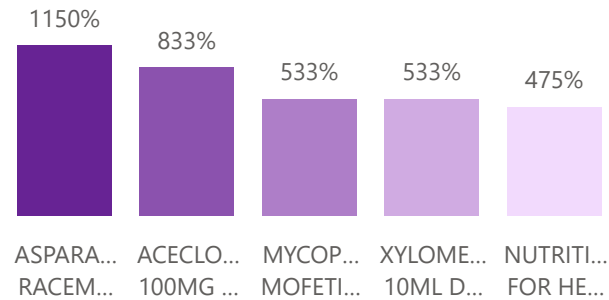


### How do sales, cost, and profit trends move together over time?

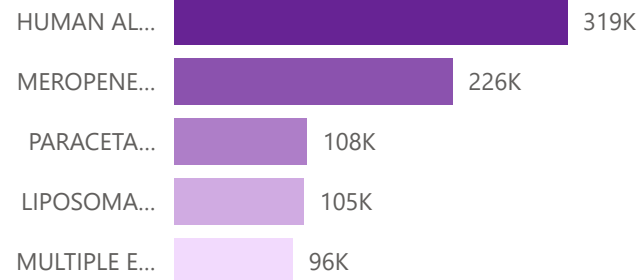




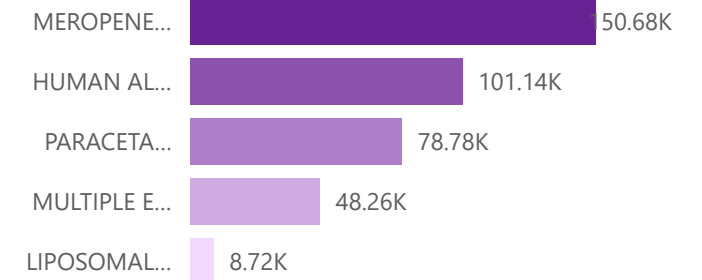
### Which drugs are causing the highest return rates?



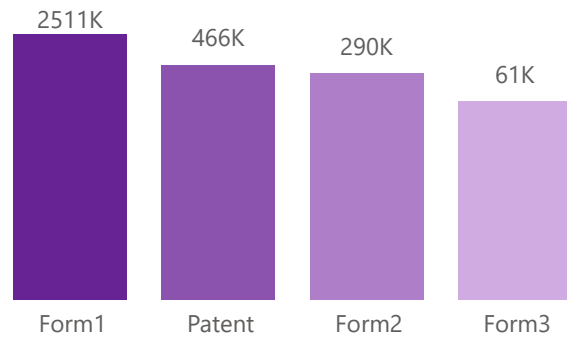
### Which drugs generate the highest sales revenue?



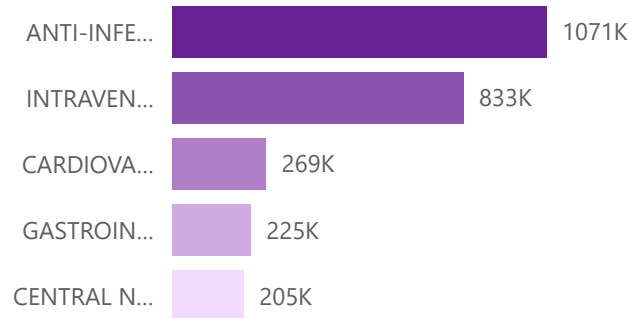
### Which drugs contribute most to overall profit?



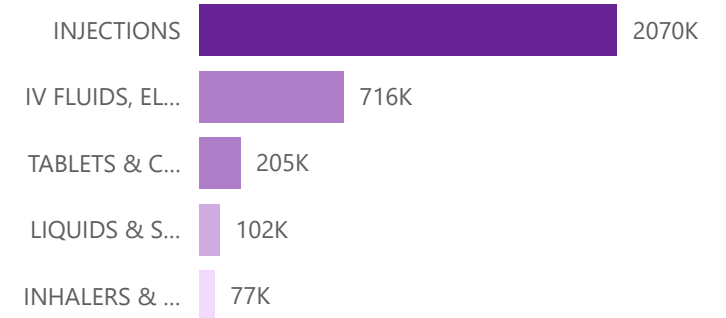
### Which formulation types can be targeted for higher profit margins?



### Which medical subcategories contribute the most to overall sales revenue?



### Which specific subcategories of products generate the highest sales volumes?



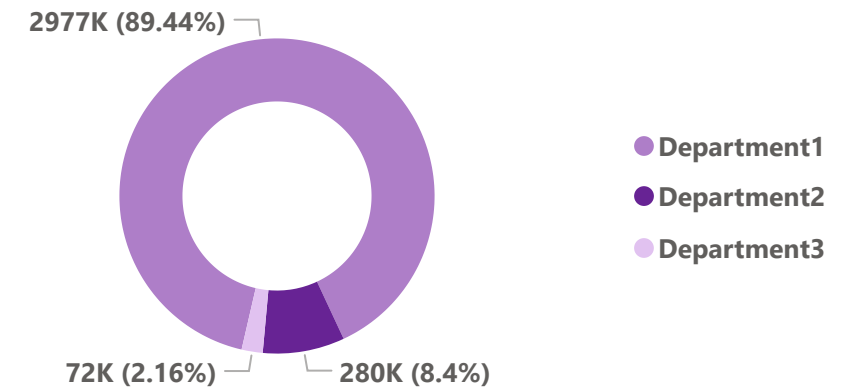
## Which departments consume which product subcategories the most?

SubCategory	Department1	Department2	Department3	Total
DROPS	2918	277		3195
INHALERS & RESPULES	74281	3096	122	77499
INJECTIONS	1875631	149997	44351	2069979
IV FLUIDS, ELECTROLYTES, TPN	658283	51726	6088	716097
LIQUIDS & SOLUTIONS	23133	59474	18901	101508
LOTIONS	404			404
NUTRITIONAL SUPPLEMENTS	37689	452		38141
OINTMENTS, CREAMS & GELS	27130	5125	386	32641
PATCH	1290			1290
PESSARIES & SUPPOSITORIES	4907	270	61	5238
POWDER	45394	2407	244	48045
SACHETS	219			219
SOLUTION	266			266
SPRAY	1162	454		1616
SYRUP & SUSPENSION	24812	1044	310	26166
TABLETS & CAPSULES	197927	5196	1541	204664
VACCINE	1198			1198
<b>Total</b>	<b>2976644</b>	<b>279518</b>	<b>72004</b>	<b>3328166</b>

## Which medical specialisations generate the most sales revenue?

Specialisation	Sum of Quantity	Sum of Final_Sales	Sum of profit
Specialisation4	11096	1201989	568859
Specialisation7	4437	680969	322038
Specialisation8	2115	183595	96440
<b>Total</b>	<b>31731</b>	<b>3328166</b>	<b>1553522</b>

## Which department generates the highest share of total sales?



2M

Stock Value

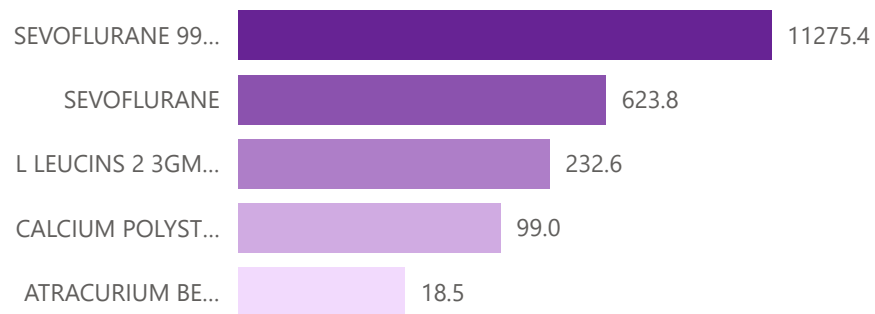
13.01

Max Forecasted Quantity

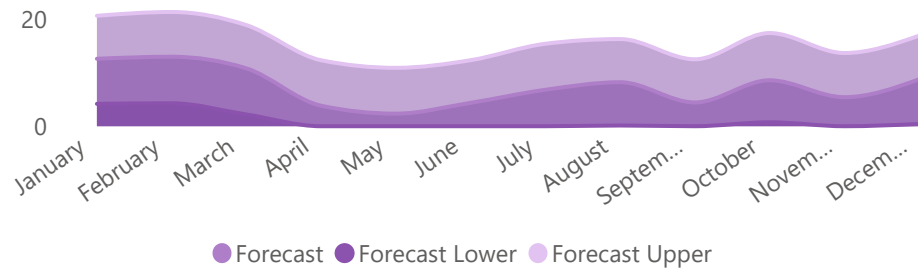
0.70

Min Forecasted Quantity

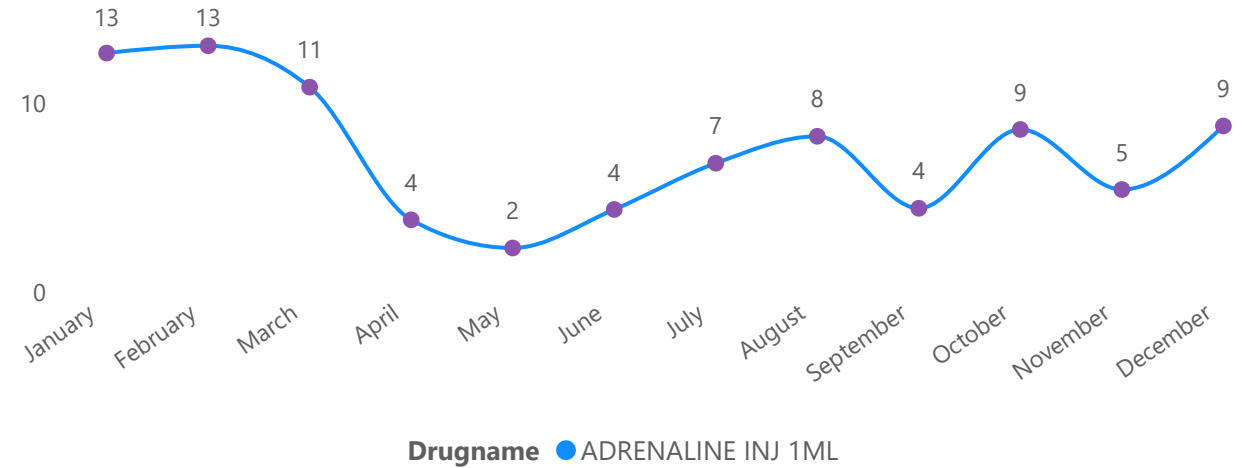
### Which drug is predicted to have the highest future demand?



### How does forecasted demand change over time, and what is the expected uncertainty?



### What is the forecasted demand for each critical drug?



date	Drugname	Forecast	Forecast Lower	Forecast Upper
06 January 2022	ADRENALINE INJ 1ML	1.24	0.00	9.71
16 January 2022	ADRENALINE INJ 1ML	1.52	0.00	9.68
26 January 2022	ADRENALINE INJ 1ML	0.70	0.00	8.13
30 January 2022	ADRENALINE INJ 1ML	1.64	0.00	9.44
02 February 2022	ADRENALINE INJ 1ML	1.02	0.00	8.85
07 February 2022	ADRENALINE INJ 1ML	1.39	0.00	10.08
Total		13.01	4.29	21.38