

Global-Mart Sales Forecast

SOURAV BHADURI

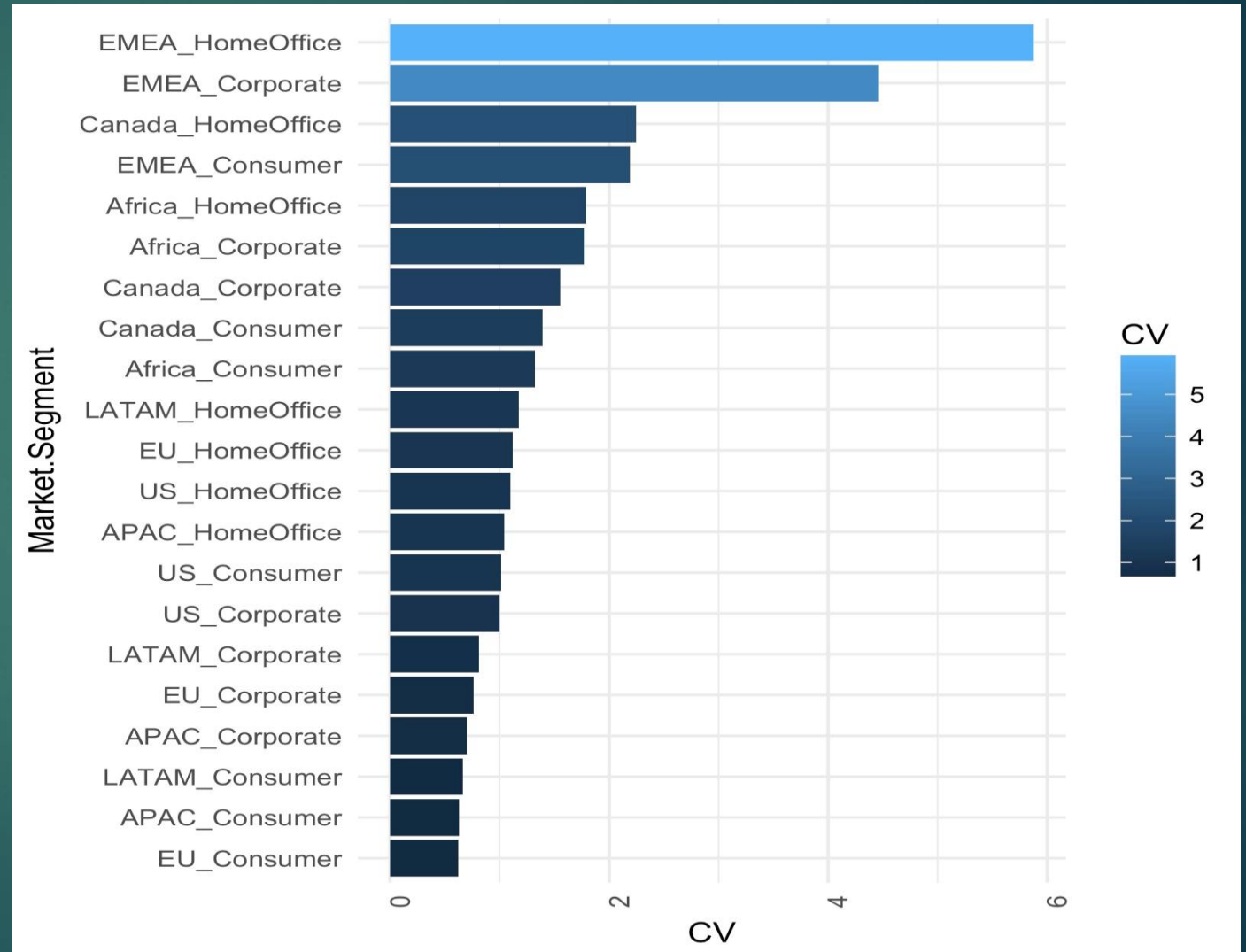
JAVED AFROZ

PRASANNA VJ

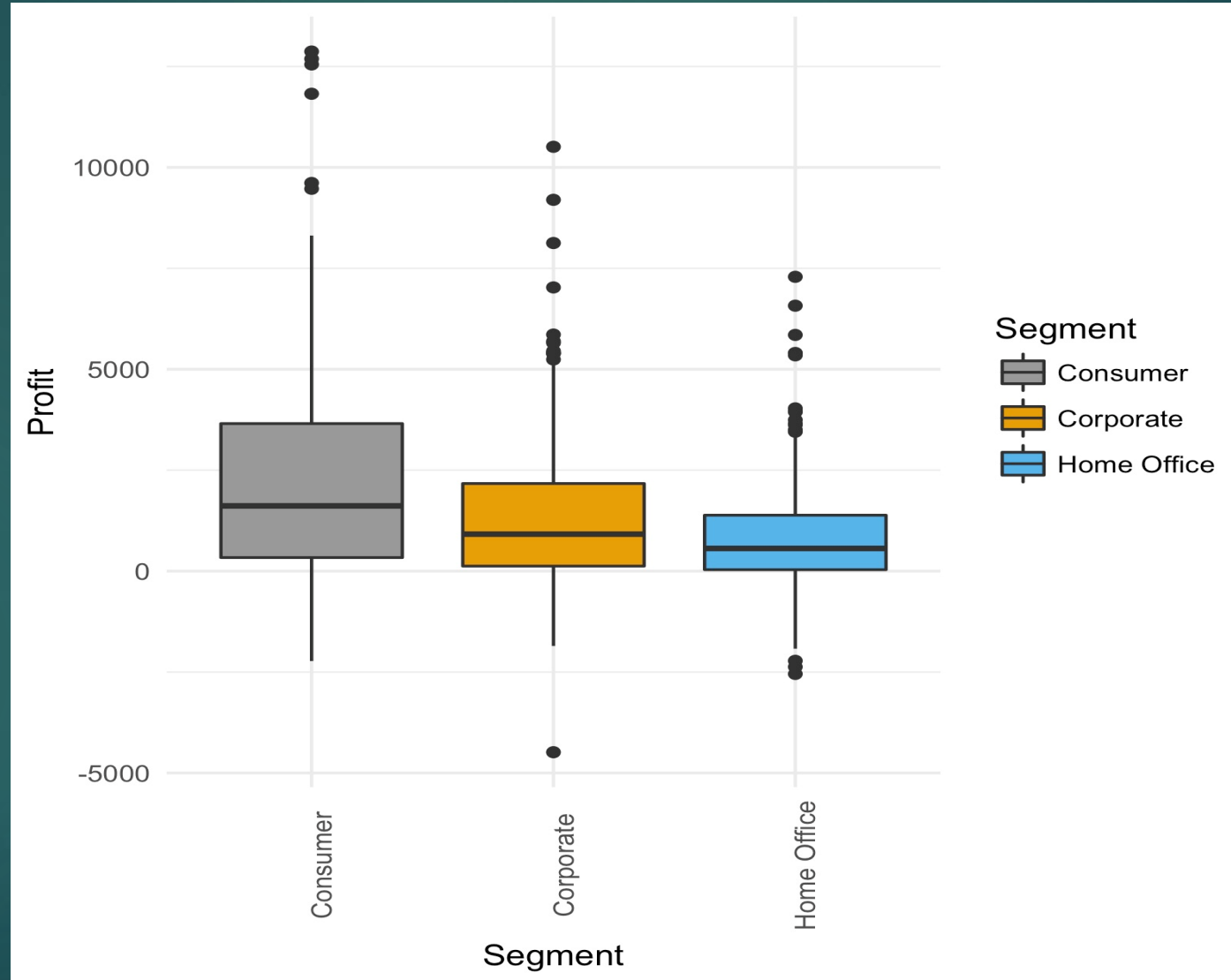
EDA for Sales / Demand Data

The lowest 2 CV are :

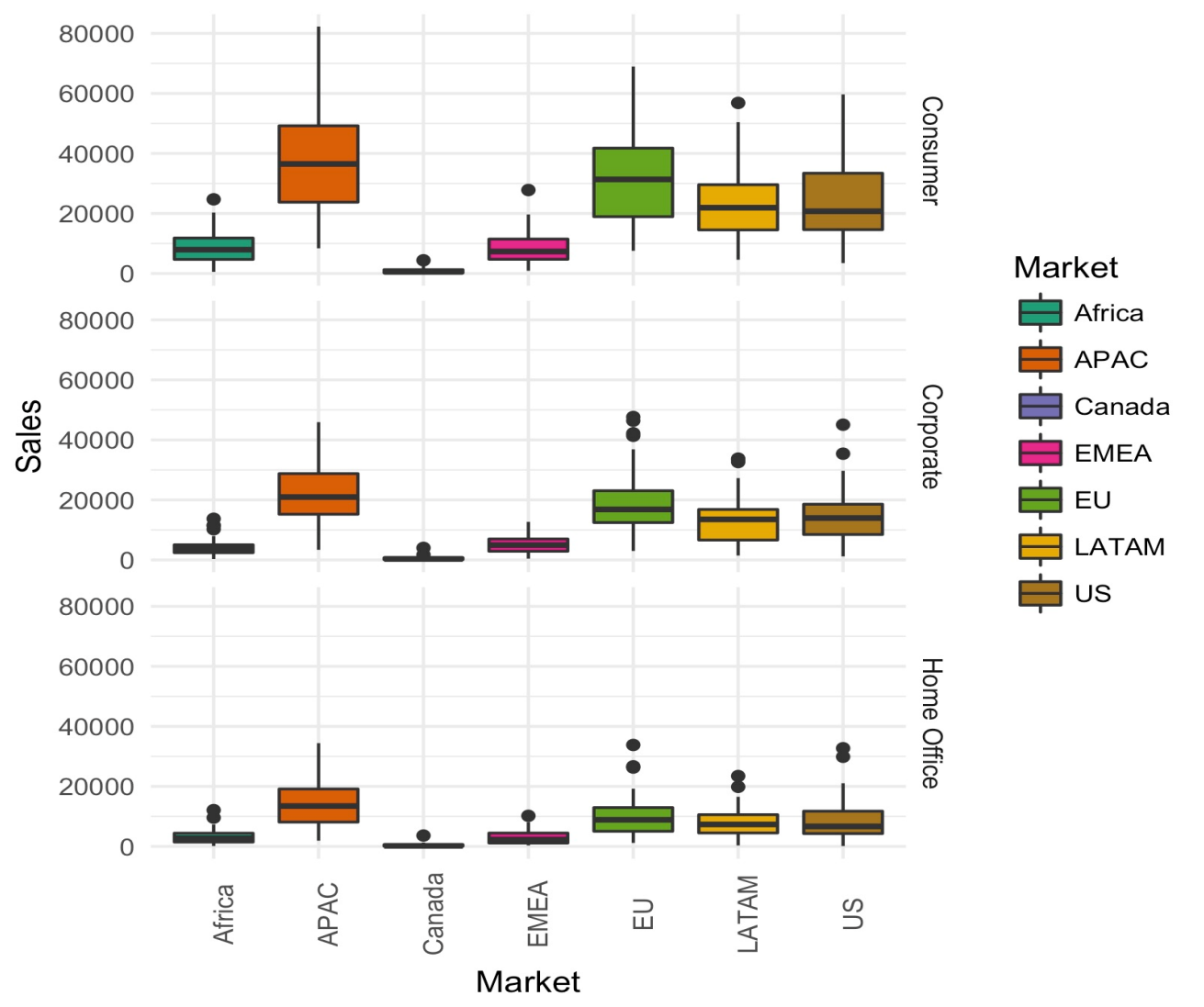
- EU Consumer
- APAC Consumer



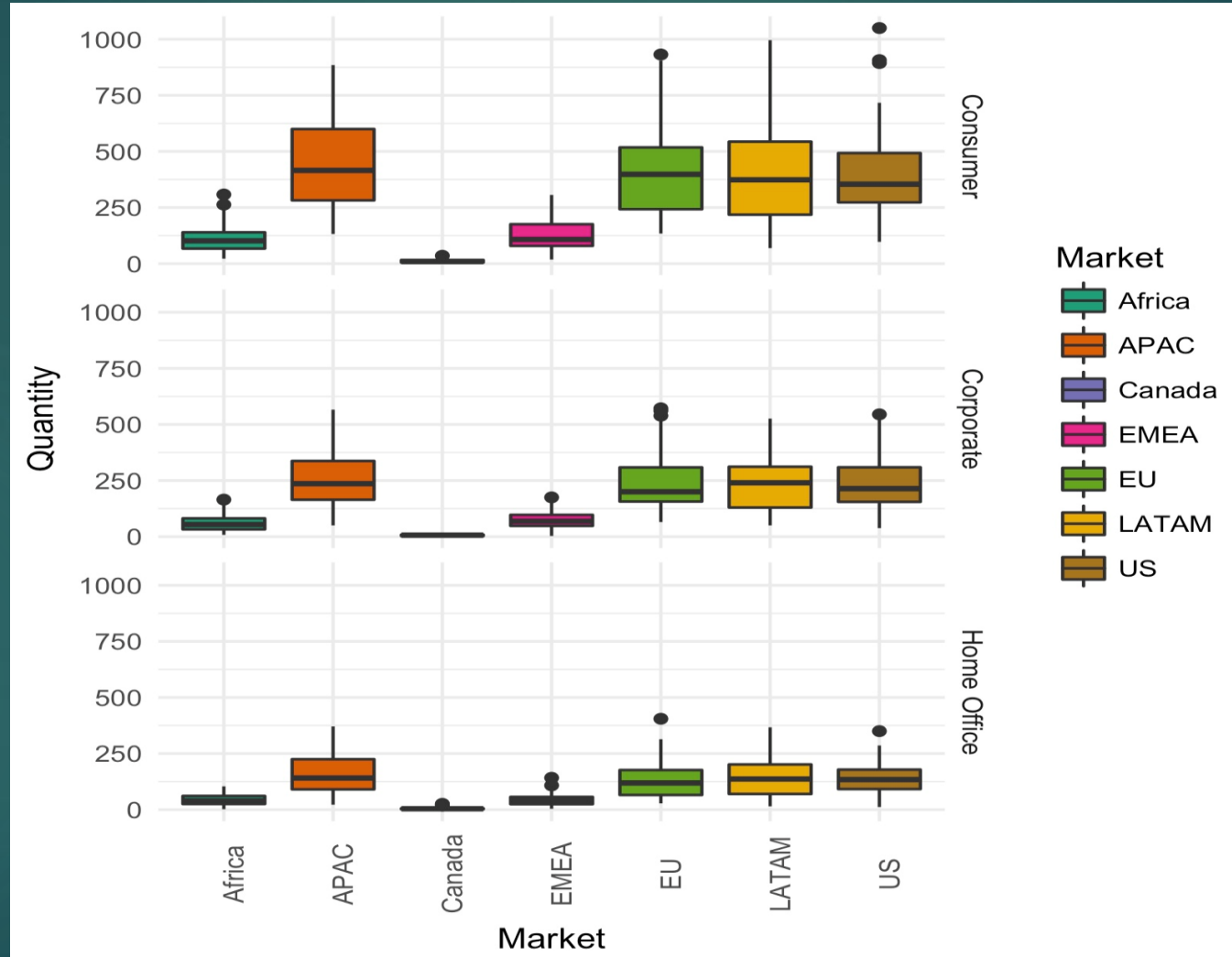
It can also be identified that the highest profits are for “Consumer” segment



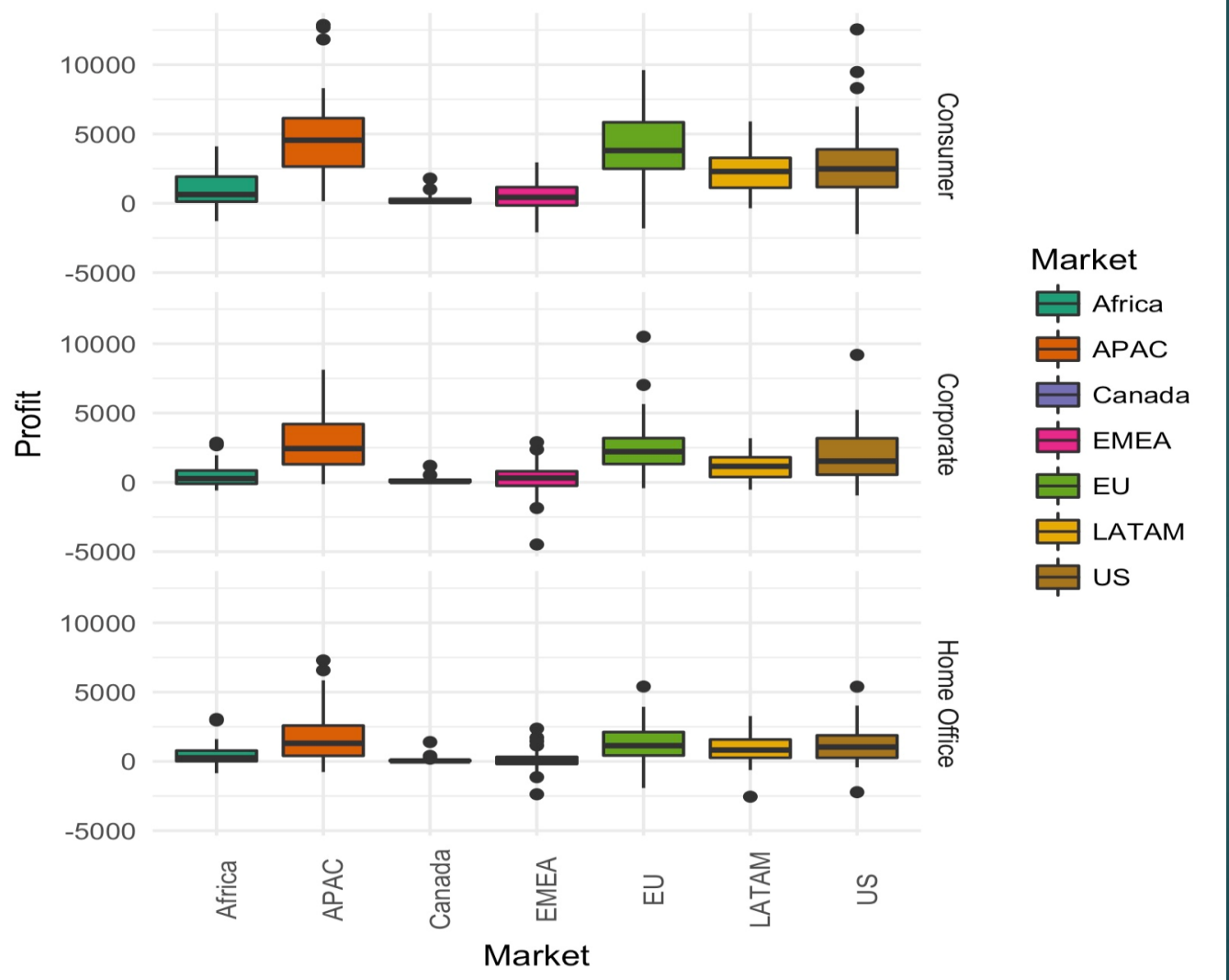
Analysis of “Markets” as per monthly aggregated data



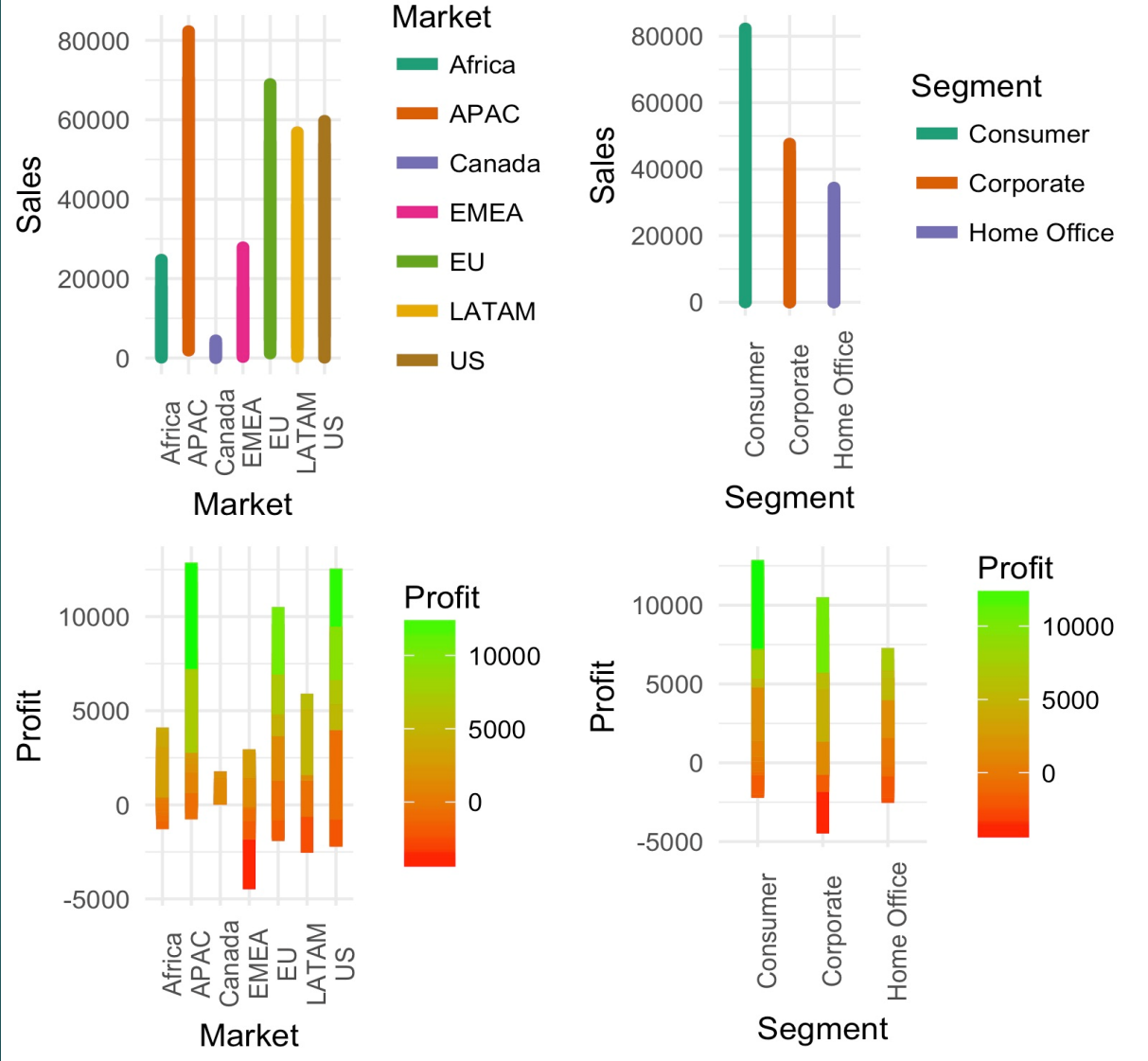
Analysis of “Markets” as per monthly aggregated data



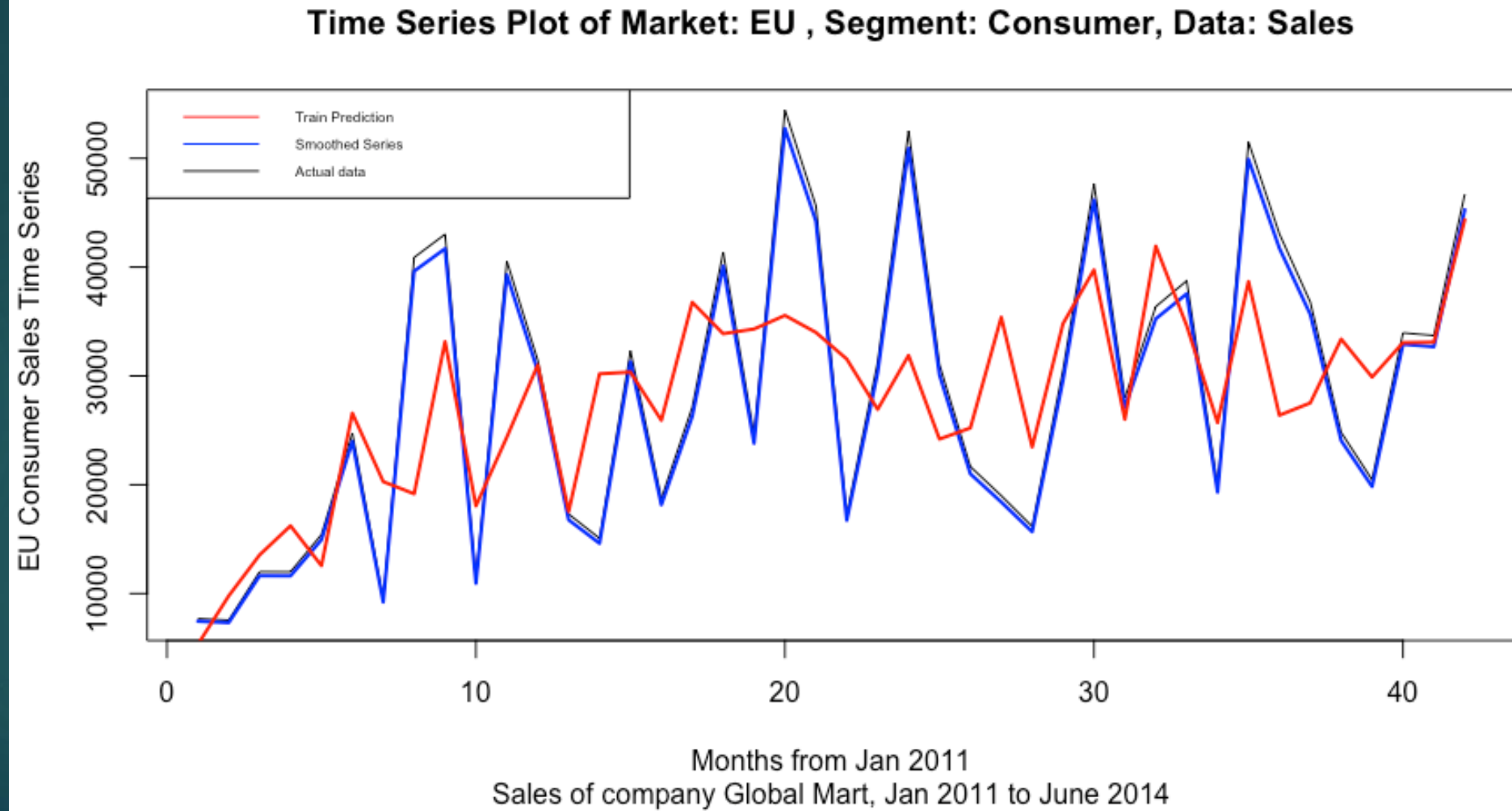
Analysis of “Markets” as per monthly aggregated data



Analysis of “Markets” and “Segment” s per monthly aggregated data



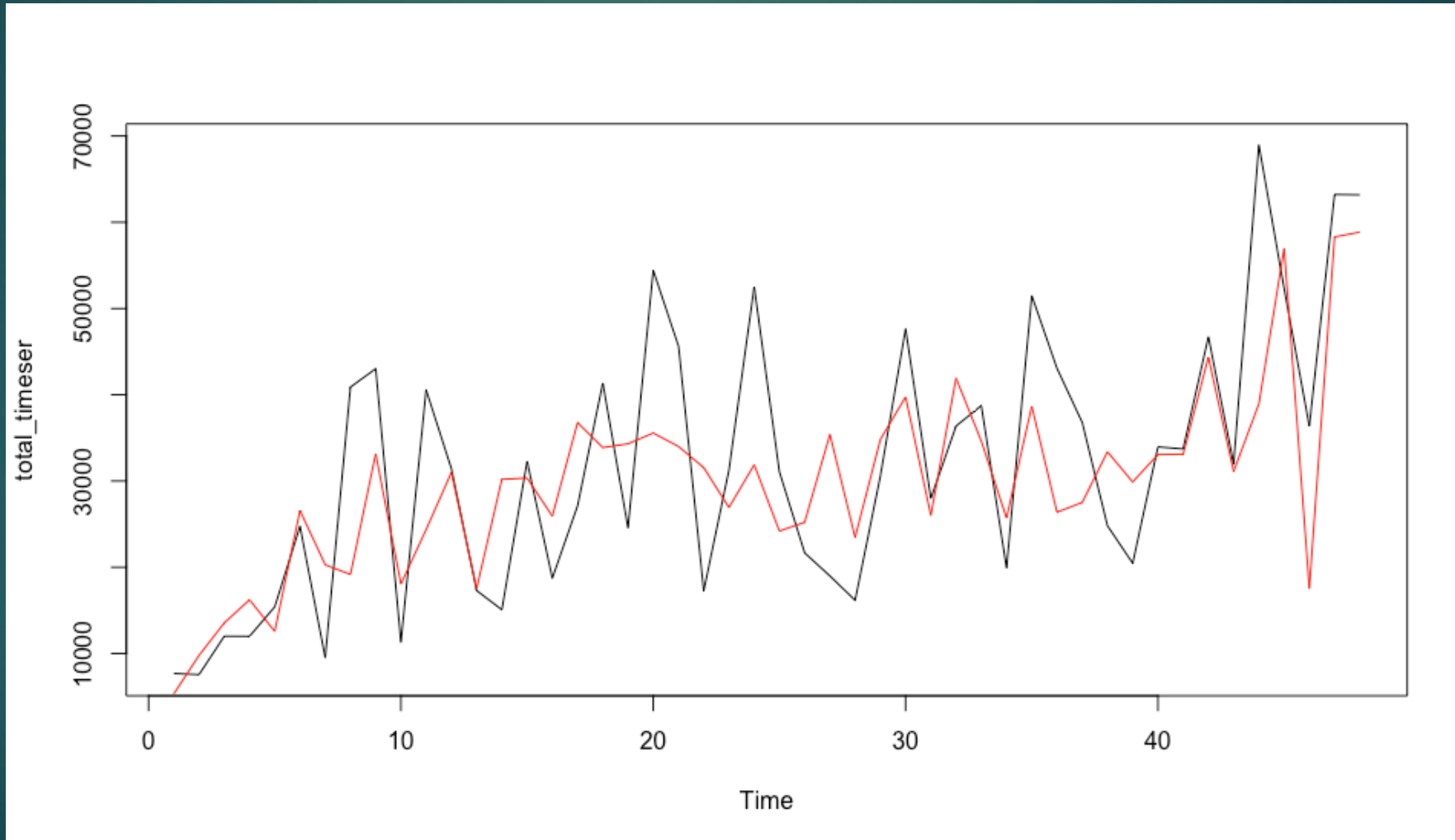
Time Series Analysis of EU Consumer Sales



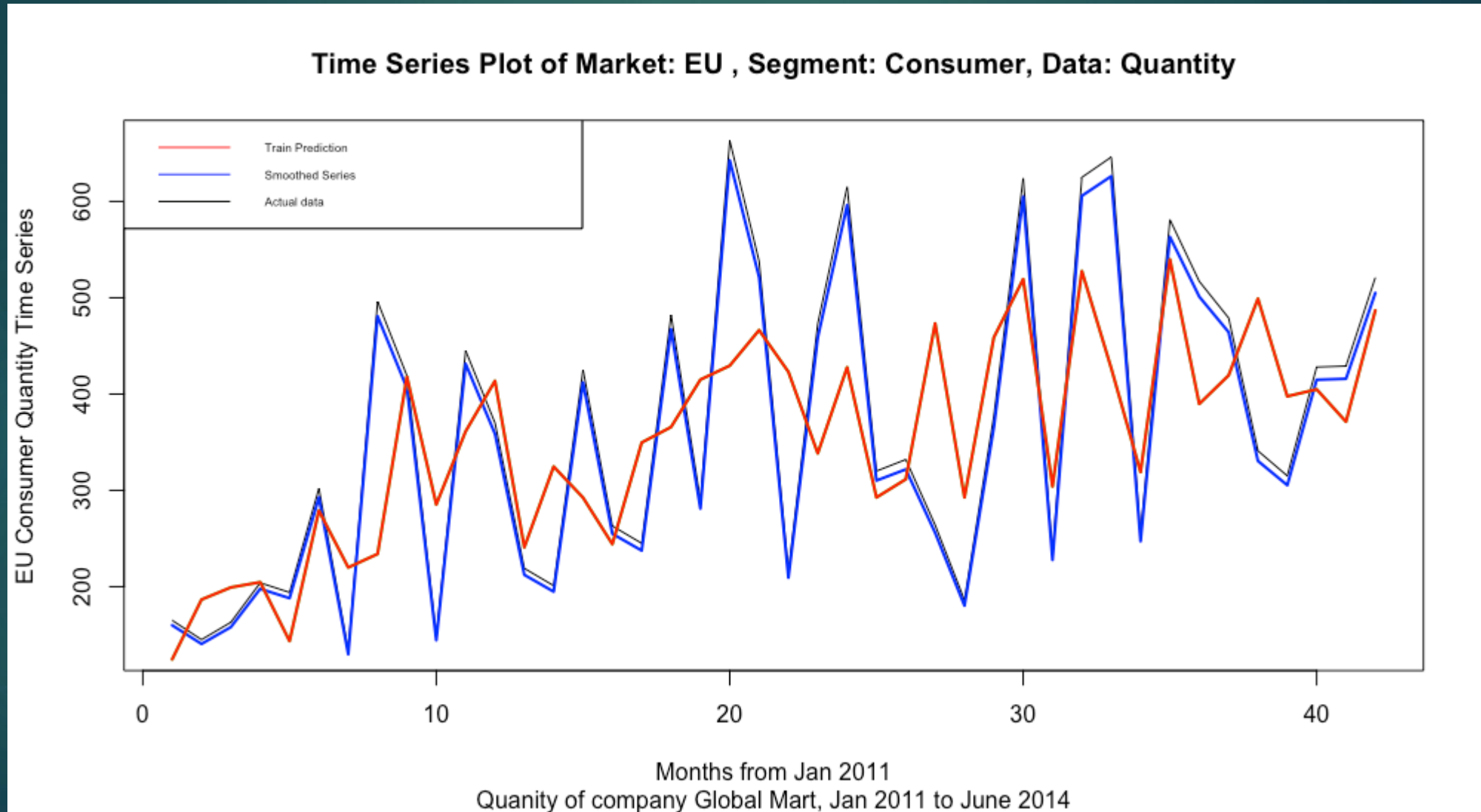
Forecasting Sales for next 6 months

MAPE using classical decomposition : 20.25

MAPE Using Auto Arima : 28.92



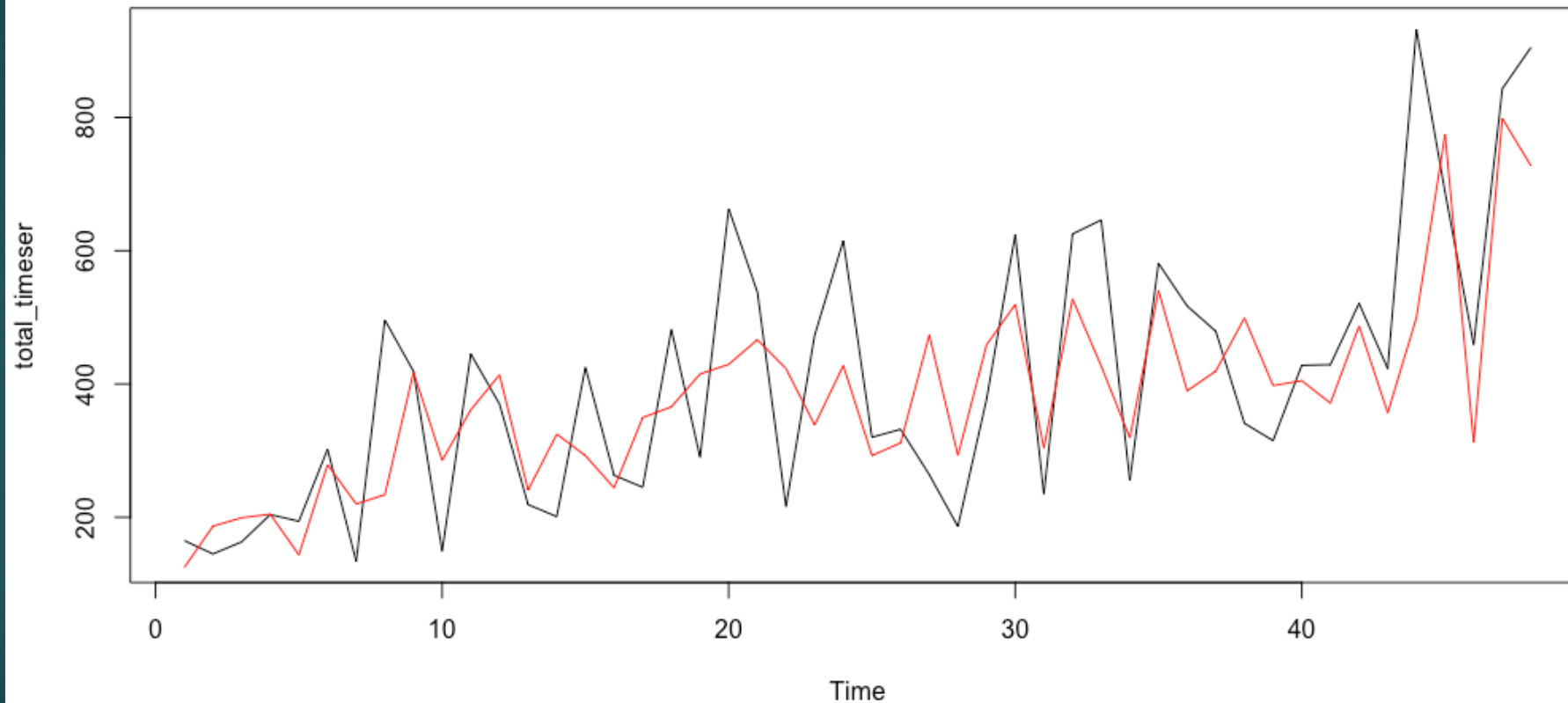
Time Series Analysis of EU Consumer Quantity



Forecasting Demand for next 6 months

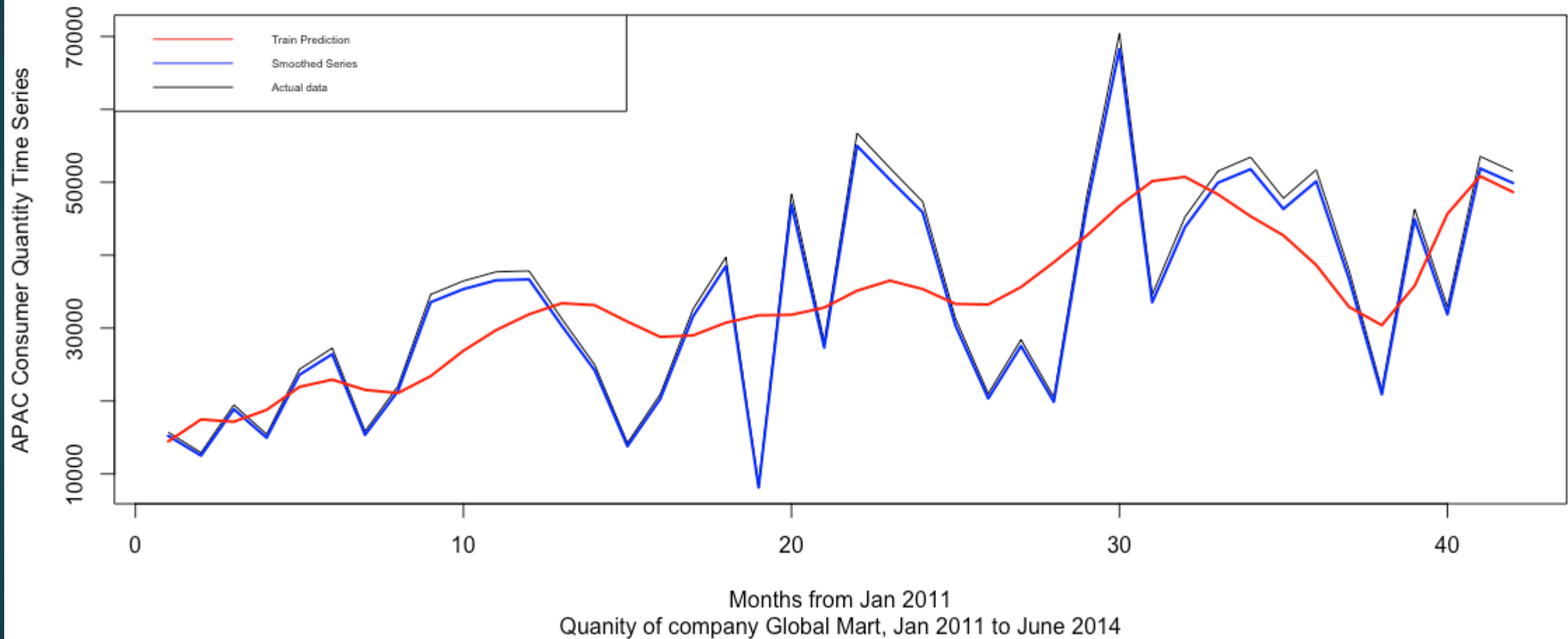
MAPE using classical decomposition : 21.91

MAPE Using Auto Arima : 30.13



Time Series Analysis of APAC Consumer Sa

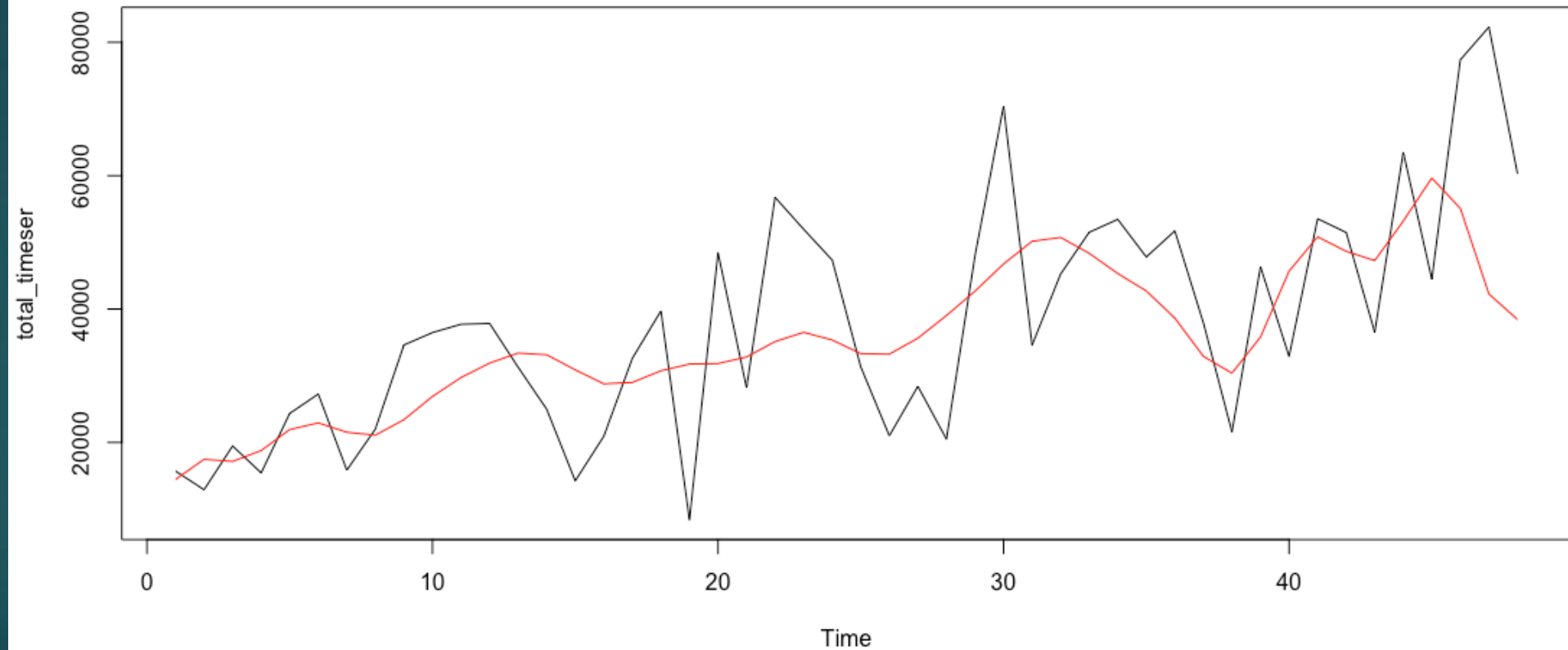
Time Series Plot of Market: APAC , Segment: Consumer, Data: Sales



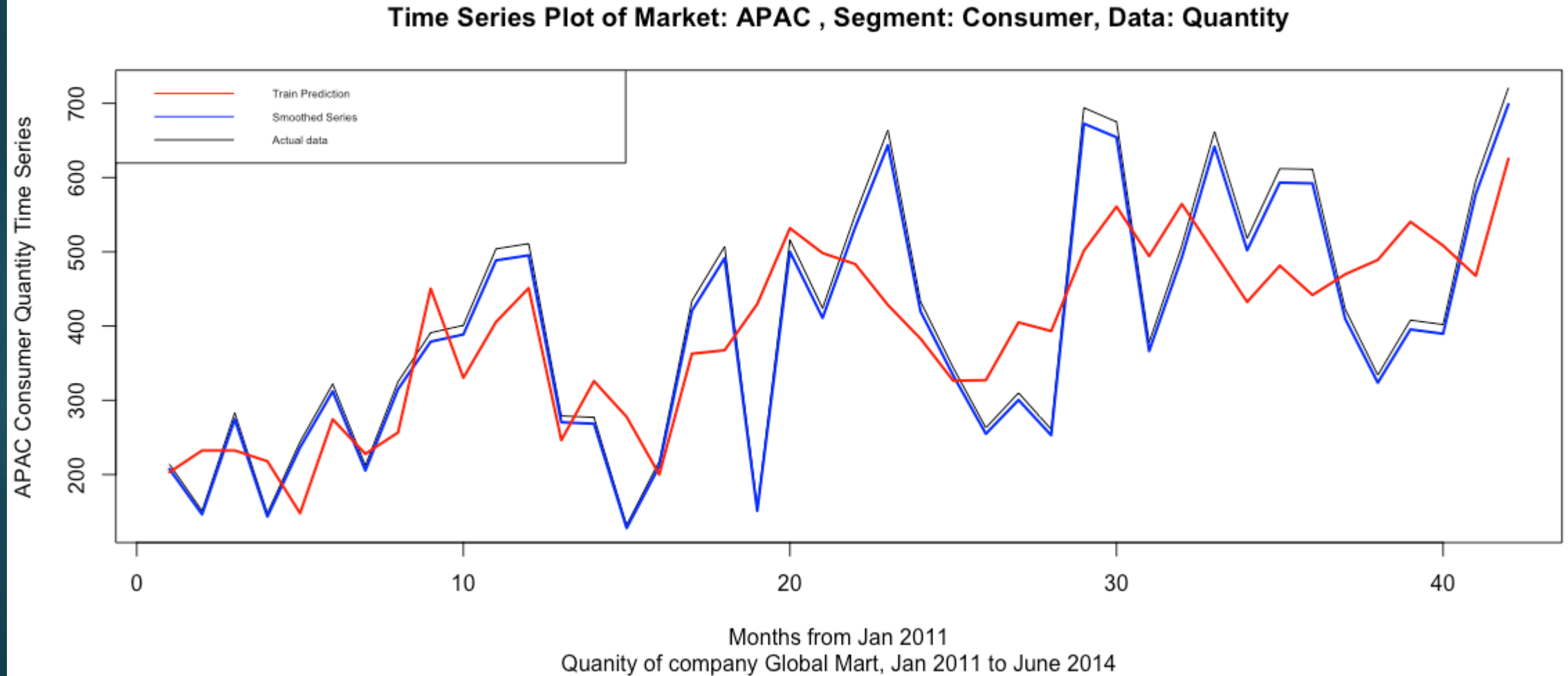
Forecasting Sales or next 6 months

MAPE using classical decomposition : 32.24

MAPE Using Auto Arima : 27.68



Time Series Analysis of APAC Consumer Quantity



Forecasting Demand for next 6 months

MAPE using classical decomposition : 17.15

MAPE Using Auto Arima : 31.62

