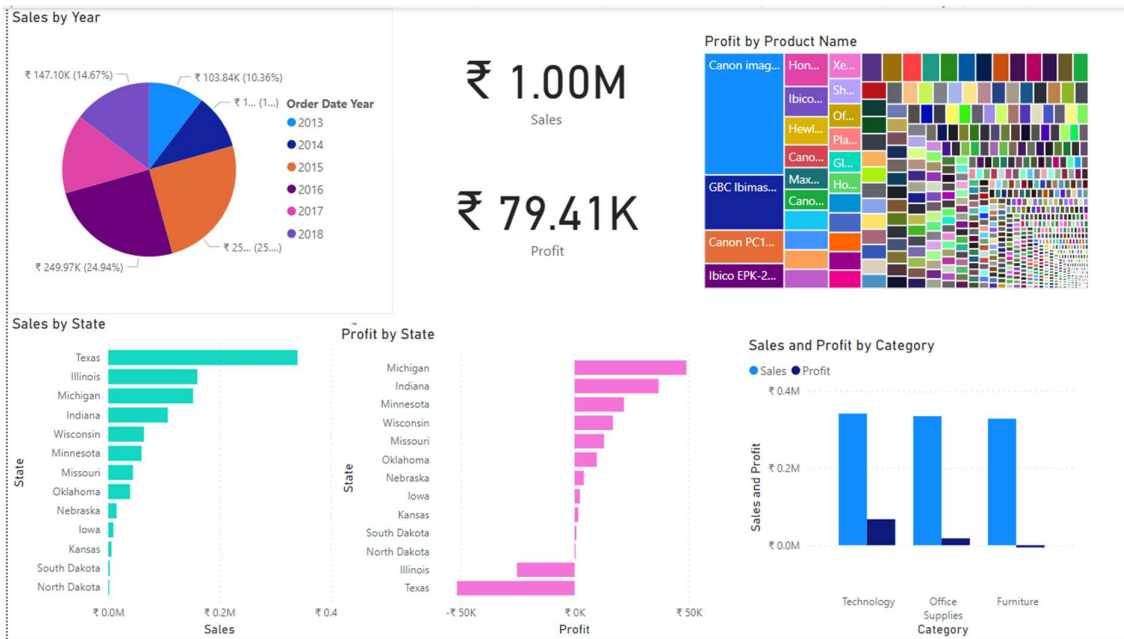


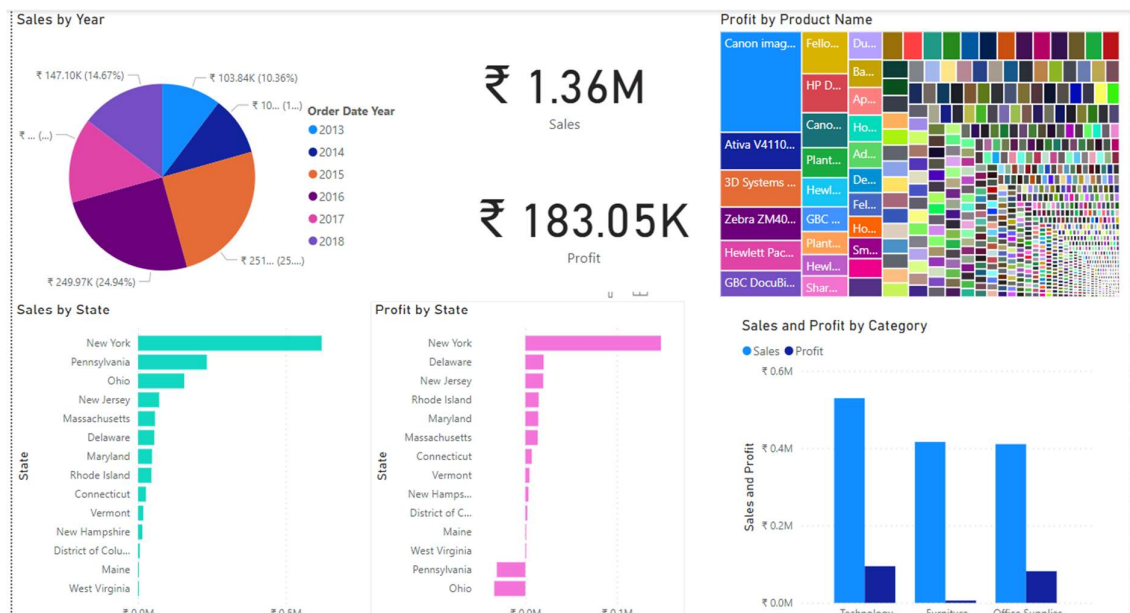
Report

(1) Central Superstore :



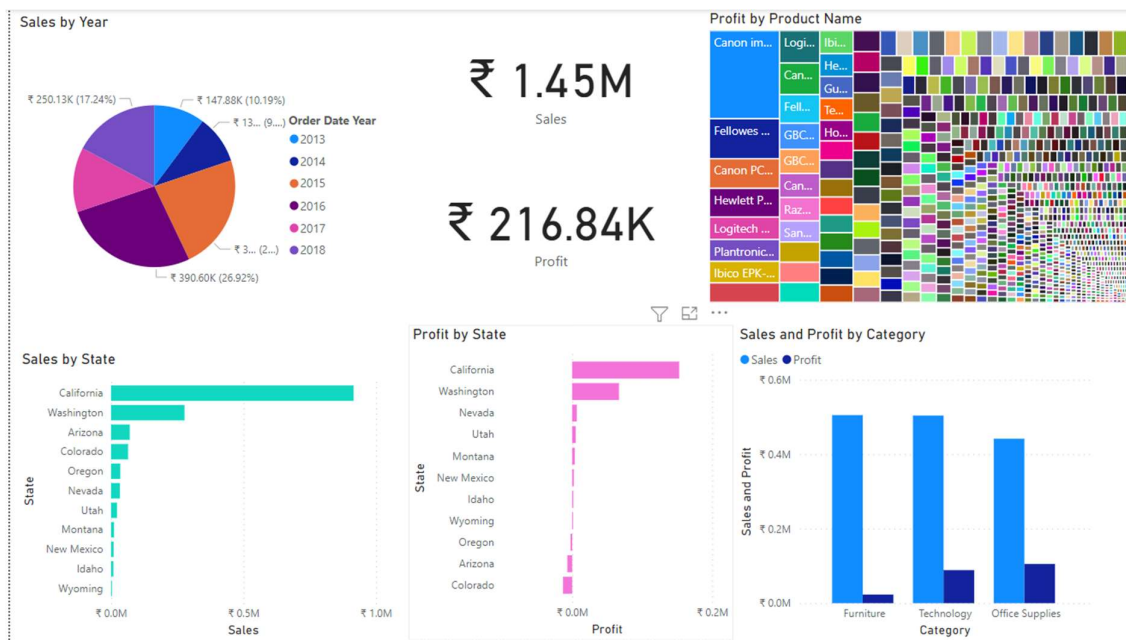
- Sales were highest in the year 2015 and lowest in 2013,2014.
- Total sales from the year 2003 – 2018 are 1.00 M ₹ and profit is 79.41k ₹.
- Canon ImageClass2200 Advance copier product is the highest profitable product in Central Superstore.
- Texas and Illinois are the states with the highest sale as well as has highest losses.
- The technology category has the highest sale and profit, Office supplies have second and the Furniture category is in the loss.

(2) East Superstore :



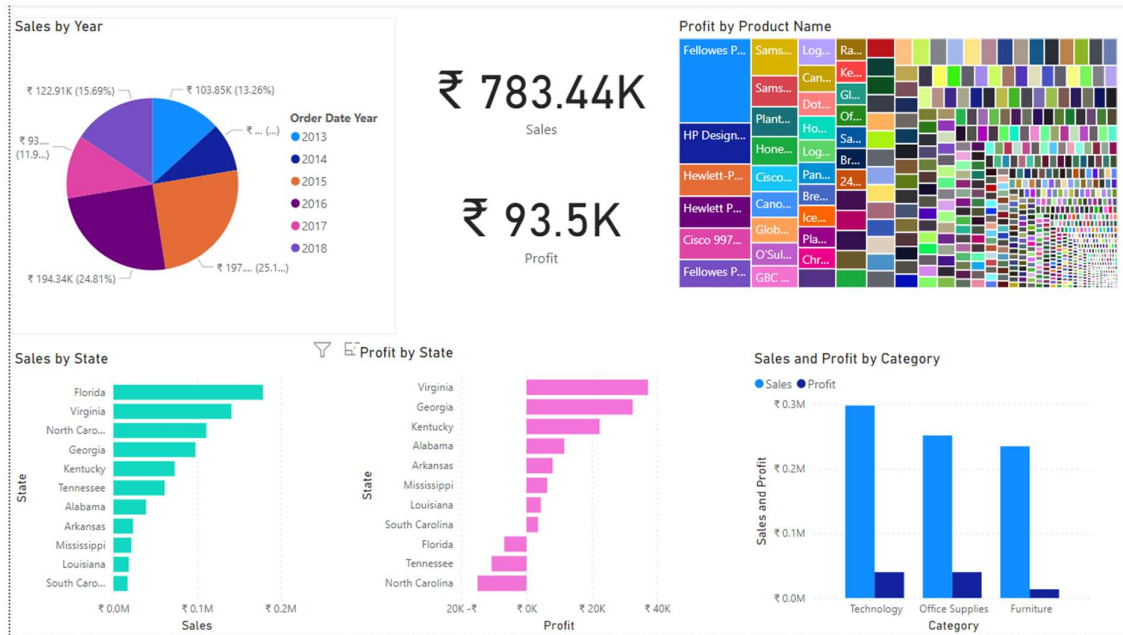
- Sales were highest in the year 2015,2018 and lowest in 2013,2014.
- Total sales from the year 2003 – 2018 are 1.36 M ₹ and profit is 183.05k ₹.
- Canon ImageClass2200 Advance copier product is the highest profitable product in East Superstore.
- New York and Pennsylvania are the states with the highest sale and Ohio and Pennsylvania has the highest losses.
- The technology category has the highest sale and profit, Office supplies have second and the Furniture category has a sales but profit is minimum.

(3) West Superstore :

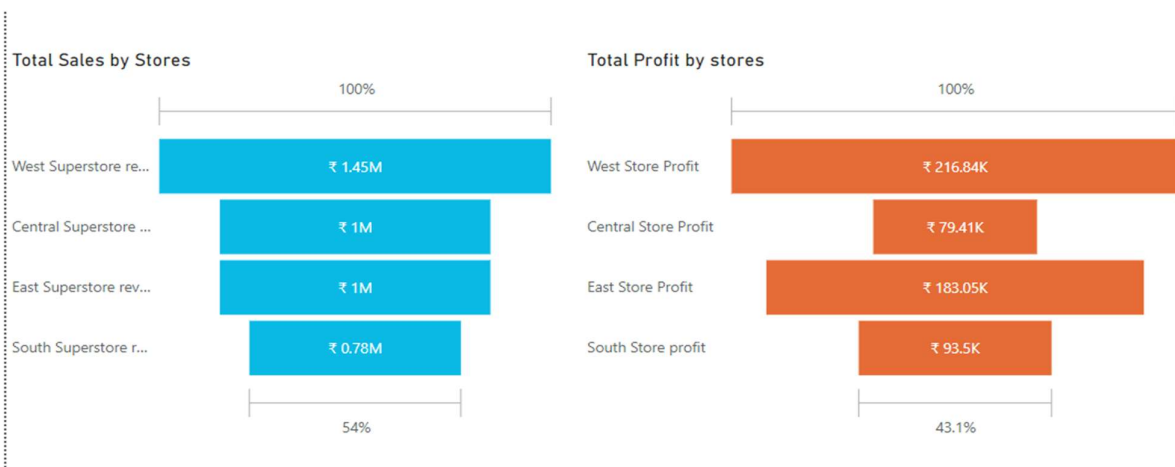


- Total sales from the year 2013 – 2018 are 1.45 M ₹ and profit is 216.84k ₹.
- Canon ImageClass2200 Advance copier product is the highest profitable product in West Superstore.
- California and Washington are the states with the highest sale and Idaho, Wyoming has minimum profit and Colorado and Arizona have the highest losses.
- The Office supplies category has the highest sale and profit, Technology has second and the Furniture category has highest sales but profit is minimum as compared to all categories.

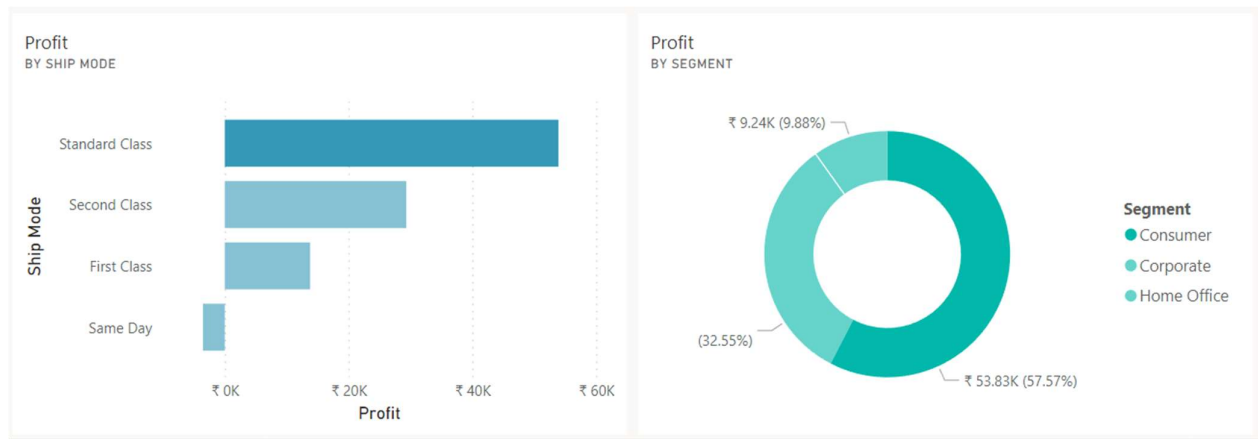
(4) South Superstore :



- Total sales from the year 2013 – 2018 are 783.44 k ₹ and profit is 93.5k ₹.
- Fellowes PB500 Electric comb Plastic punch product is the highest profitable product in South Superstore.
- Florida and Virginia are the states with the highest sale and Louisiana, and South Carolina has minimum profits, and North Carolina, Tennessee, and Florida have the highest losses.
- All categories have almost the high sale but profit is minimal.



- Here you can see which Superstore sold most and which one gain the profit most.
- West Superstore has the highest sales and profit too.
 - Central Superstore has second-highest sales but lowest profit.
 - East Superstore also has the second-highest sales and profit.



- If we compare profit with Ship mode we get Standard class providing the highest profit as compared to other class, as well Same Day Ship mode is in the loss.
- On the other hand, Consumers are the major source of profit.

Conclusion

- ✓ The furniture category is the major reason for the loss of Central Superstore in Texas and Illinois state.
- ✓ The year 2015 and 2018 is the peak year of sales for all Superstores.
- ✓ The Furniture categories have less profit in every superstore and every year.
- ✓ They should use the Standard ship method very frequently and try to avoid the same-day ship method.
- ✓ They should focus on the consumer segment because this is the major source of profit.
- ✓ West Superstore has the highest sales and profit as compared to other Superstores.
- ✓ The highest discounts are given to the office supplies categories, it may be the reason for less profit in this category.