

Total Sales Remain Stable Across All Stores

494.97M

Total Sales

Two Product Categories Drive the Majority of Unit Sales

10M

Total Units Sold

Inventory Levels Remain Elevated Despite Stable Sales

20M

Inventory On Hand

Capital Is Tied Up in Slow Moving Stock

363.45

Inventory Turnover

Year
All

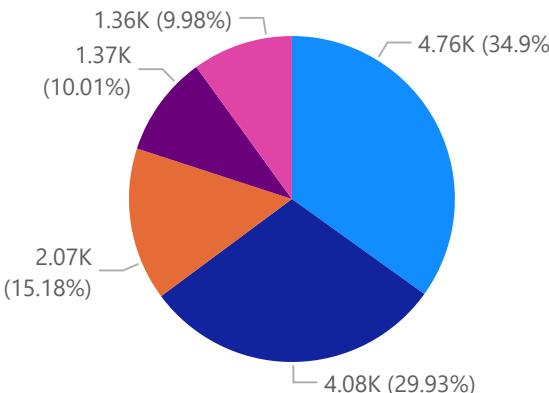
Region
All

Category
All

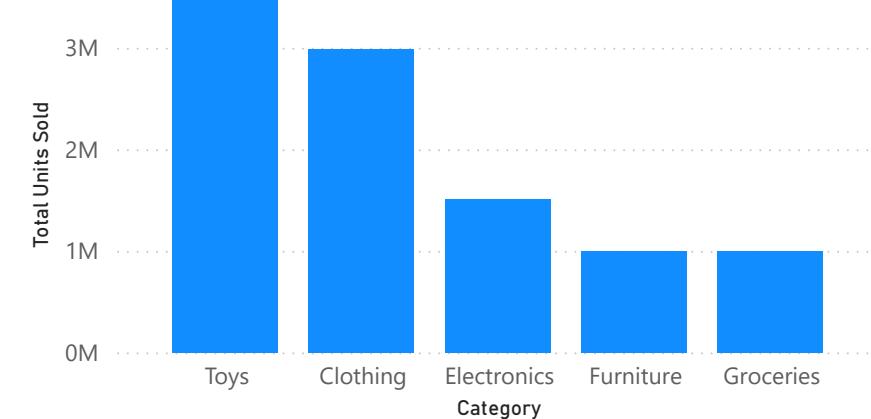
Inventory Levels are excess and are in Line with Monthly Demand



Average Daily Sales by Category



Total Units Sold by Category



Product Lists

| Category | Average Daily Sales | Average Inventory | At Risk Products | Stockout Risk | Inventory On Hand | Total Units Sold | Inventory vs Sales Gap | Total Sales |
|-------------|---------------------|-------------------|------------------|---------------|-------------------|------------------|------------------------|----------------|
| >Toys | 4,763.22 | 9,613.94 | 7 | Healthy | 7,027,792 | 3,481,913 | 3,545,879 | 172,731,659.30 |
| Clothing | 4,084.25 | 8,233.26 | 6 | Healthy | 6,018,510 | 2,985,588 | 3,032,922 | 147,538,872.97 |
| Electronics | 2,071.42 | 4,129.36 | 3 | Healthy | 3,018,561 | 1,514,206 | 1,504,355 | 75,313,652.67 |
| P0016 | 695.58 | 1,387.53 | 1 | Healthy | 1,014,281 | 508,472 | 505,809 | 25,319,508.16 |
| P0009 | 686.85 | 1,376.62 | 1 | Healthy | 1,006,312 | 502,086 | 504,226 | 24,829,627.13 |
| P0005 | 688.98 | 1,365.21 | 1 | Healthy | 997,968 | 503,648 | 494,320 | 25,164,517.37 |
| Furniture | 1,366.19 | 2,737.60 | 2 | Healthy | 2,001,189 | 998,683 | 1,002,506 | 50,239,683.37 |
| Groceries | 1,361.41 | 2,732.83 | 2 | Healthy | 1,997,696 | 995,192 | 1,002,504 | 49,147,506.65 |
| Total | 13,646.49 | 27,446.99 | 20 | Healthy | 20,063,748 | 9,975,582 | 10,088,166 | 494,971,374.95 |

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Total Units Sold

Month-over-Month Sales Growth

13K

Units Sold MoM

Year-over-Year Sales Growth

5M

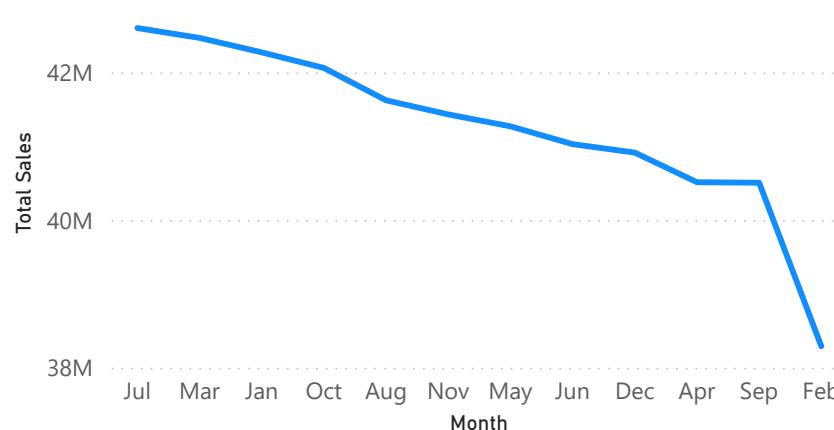
Units Sold YoY

Year
All

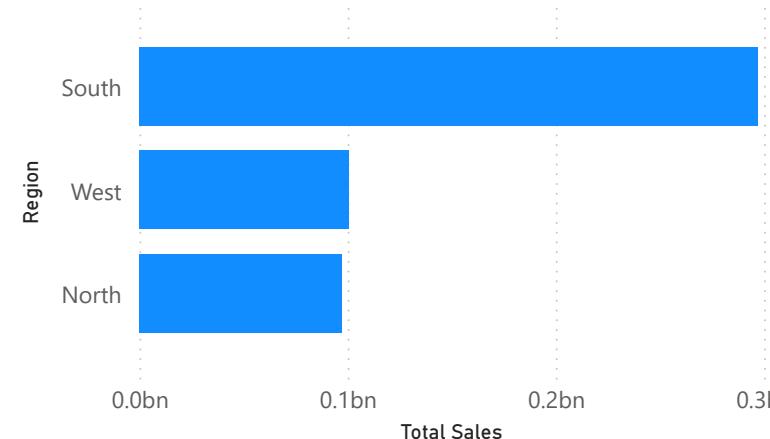
Region
All

Category
All

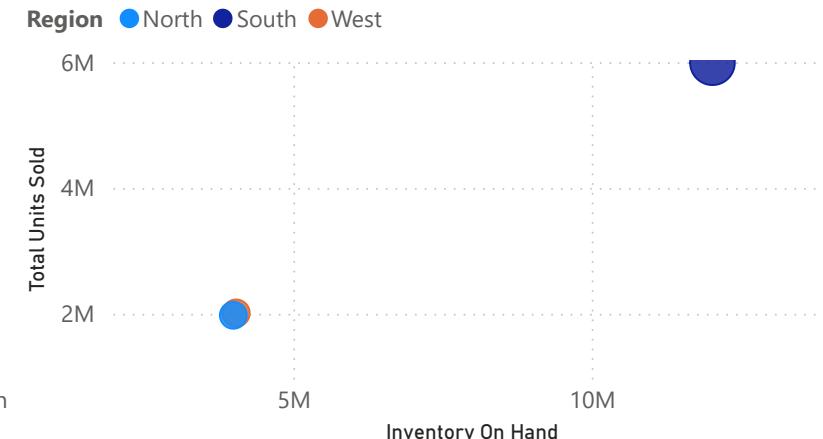
Sales Show Clear Seasonal Peaks Across the Year



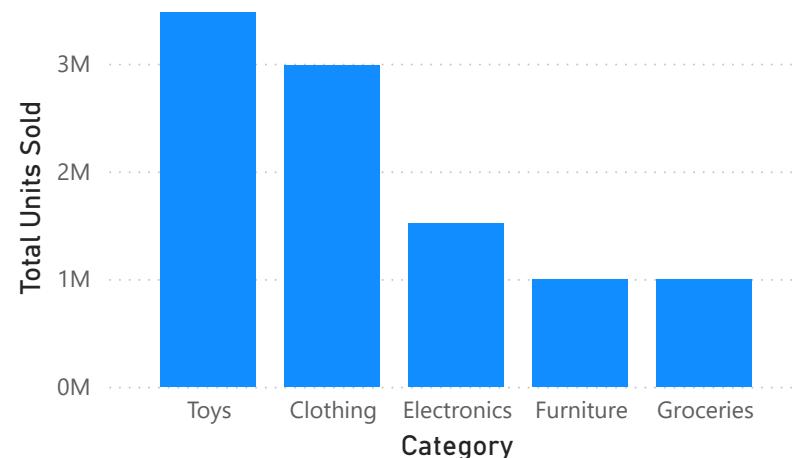
The South Region has the highest Sales



Inventory Allocation Is Misaligned With Regional Demand



Toys and Clothing Drive Majority of Sales Volume



Regional Sales & Inventory

| Region | Average Daily Sales | Average Inventory | Days of Inventory Coverage | At Risk Products | Stockout Risk | Inventory Turnover | Inventory On Hand | Total Units Sold |
|--------------|---------------------|-------------------|----------------------------|------------------|----------------|--------------------|-------------------|------------------|
| North | 2,702.80 | 5,466.80 | 1,478.55 | 20 | Healthy | 361.41 | 3,996,230 | 1,975,750 |
| South | 8,193.78 | 16,450.10 | 1,467.58 | 20 | Healthy | 364.11 | 12,025,023 | 5,989,656 |
| West | 2,749.90 | 5,530.09 | 1,470.05 | 20 | Healthy | 363.50 | 4,042,495 | 2,010,176 |
| Clothing | 824.33 | 1,653.15 | 1,465.97 | 6 | Healthy | 364.51 | 1,208,449 | 602,587 |
| Electronics | 417.35 | 827.44 | 1,449.28 | 3 | Healthy | 368.71 | 604,857 | 305,082 |
| P0005 | 141.86 | 276.78 | 1,426.18 | 1 | Healthy | 374.68 | 202,324 | 103,703 |
| P0009 | 136.19 | 272.26 | 1,461.29 | 1 | Healthy | 365.68 | 199,019 | 99,558 |
| P0016 | 139.29 | 278.40 | 1,461.08 | 1 | Healthy | 365.73 | 203,514 | 101,821 |
| Total | 13,646.49 | 27,446.99 | 1,470.25 | 20 | Healthy | 363.45 | 20,063,748 | 9,975,582 |

Inventory Levels Remain Elevated
Despite Stable Sales

20M

Inventory On Hand

Inventory Turnover Indicates Moderate
Stock Movement

363.45

Inventory Turnover

A Few Products are at Risk

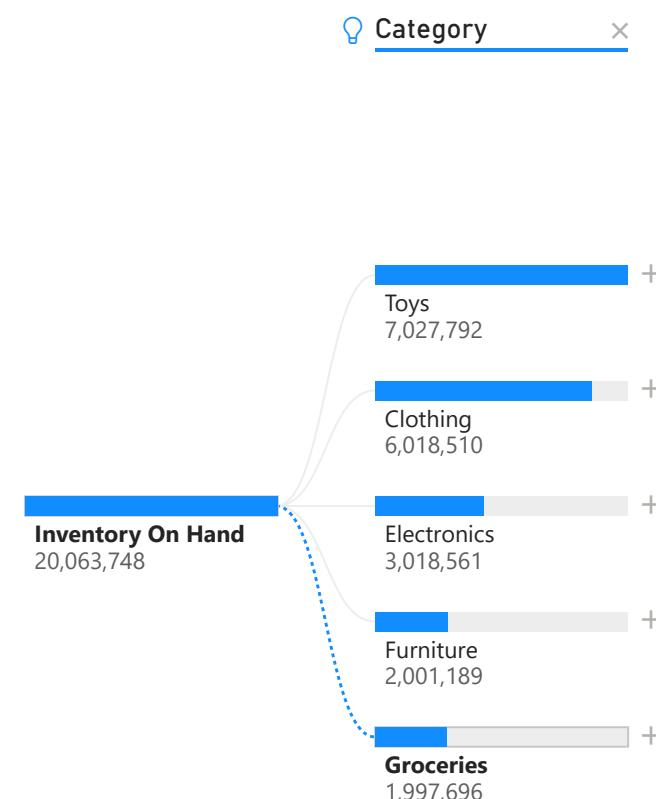
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At Risk Products

Multiple Products Face Imminent Stockout Risk

| Product ID | Category | Region | Stockout Risk | Inventory On Hand |
|--------------|-------------|----------------|---------------|-------------------|
| P0001 | Groceries | North | Healthy | 199,435 |
| P0002 | Toys | North | Healthy | 199,317 |
| P0003 | Toys | North | Healthy | 200,691 |
| P0004 | Toys | North | Healthy | 201,688 |
| P0005 | Electronics | North | Healthy | 196,877 |
| P0006 | Groceries | North | Healthy | 199,529 |
| P0007 | Furniture | North | Healthy | 203,519 |
| P0008 | Clothing | North | Healthy | 197,315 |
| P0009 | Electronics | North | Healthy | 197,756 |
| P0010 | Toys | North | Healthy | 200,942 |
| P0011 | Furniture | North | Healthy | 196,781 |
| P0012 | Clothing | North | Healthy | 195,004 |
| P0013 | Toys | North | Healthy | 192,787 |
| P0014 | Clothing | North | Healthy | 198,025 |
| P0015 | Clothing | North | Healthy | 202,841 |
| P0016 | Electronics | North | Healthy | 194,003 |
| P0017 | Toys | North | Healthy | 208,811 |
| P0018 | Clothing | North | Healthy | 206,546 |
| P0019 | Clothing | North | Healthy | 202,591 |
| P0020 | Toys | North | Healthy | 201,772 |
| P0001 | Groceries | South | Healthy | 602,207 |
| P0002 | Toys | South | Healthy | 598,019 |
| Total | | Healthy | | 20,063,748 |

Immediate Replenishment Required for High-Risk Products



Products Requiring Immediate Action

Products Requiring Immediate Review

| Category | North | South | West | Total |
|--------------|-----------|-----------|-----------|-----------|
| Clothing | 6 | 6 | 6 | 6 |
| P0008 | 1 | 1 | 1 | 1 |
| P0012 | 1 | 1 | 1 | 1 |
| P0014 | 1 | 1 | 1 | 1 |
| P0015 | 1 | 1 | 1 | 1 |
| P0018 | 1 | 1 | 1 | 1 |
| P0019 | 1 | 1 | 1 | 1 |
| Electronics | 3 | 3 | 3 | 3 |
| P0005 | 1 | 1 | 1 | 1 |
| P0009 | 1 | 1 | 1 | 1 |
| P0016 | 1 | 1 | 1 | 1 |
| Furniture | 2 | 2 | 2 | 2 |
| Groceries | 2 | 2 | 2 | 2 |
| Toys | 7 | 7 | 7 | 7 |
| P0002 | 1 | 1 | 1 | 1 |
| P0003 | 1 | 1 | 1 | 1 |
| P0004 | 1 | 1 | 1 | 1 |
| P0010 | 1 | 1 | 1 | 1 |
| P0013 | 1 | 1 | 1 | 1 |
| P0017 | 1 | 1 | 1 | 1 |
| P0020 | 1 | 1 | 1 | 1 |
| Total | 20 | 20 | 20 | 20 |

Month-over-Month Change in Units Sold

13K

Units Sold MoM

Year-over-Year Sales Growth

5M

Units Sold YoY

Inventory Levels Remain Elevated Despite Stable Sales

20M

Inventory On Hand

Year

All

Region

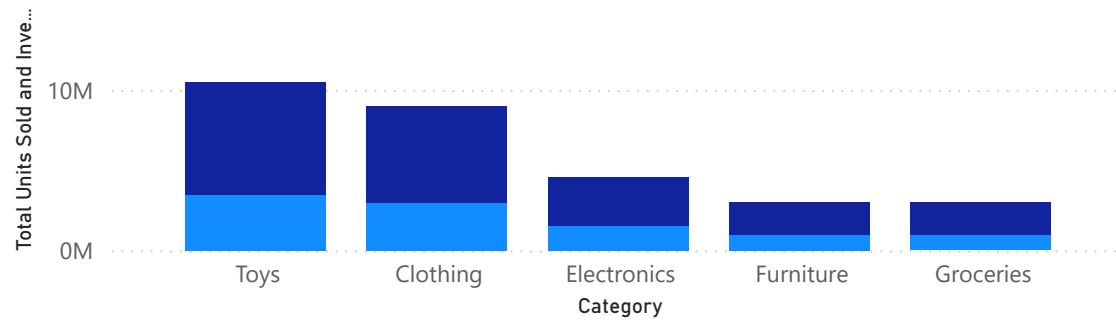
All

Category

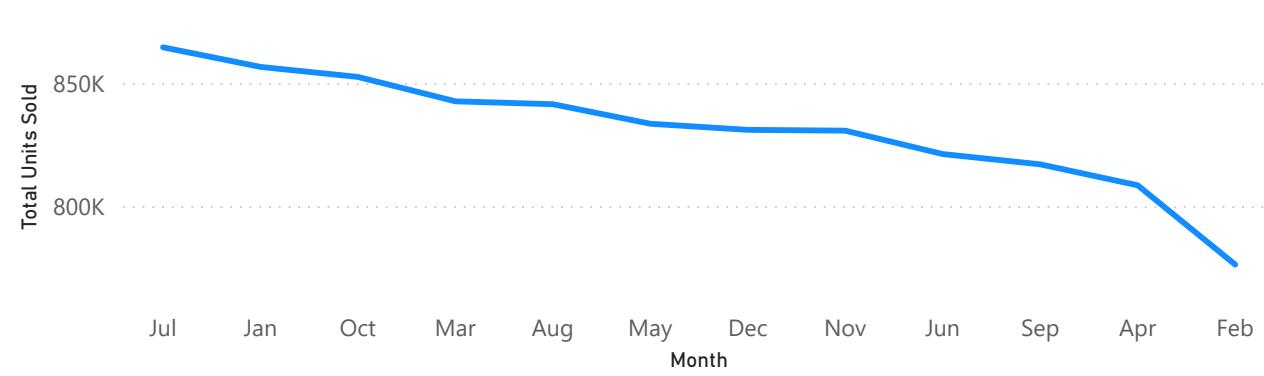
All

Sales vs Inventory Trend Over Time

Total Units Sold Inventory On Hand



Monthly Sales Trend



Products Drill Through

| Category | Average Daily Sales | Sales – Last Month | Sales – Last Year | Sales MoM % | Sales YoY % | Units Sold MoM | Units Sold YoY | Total Units Sold | Total Sales |
|--------------|---------------------|-----------------------|-----------------------|-------------|-------------|----------------|------------------|------------------|-----------------------|
| >Toys | 4,763.22 | 172,546,134.14 | 94,638,030.93 | 0.00 | 0.83 | 4179 | 1,583,475 | 3,481,913 | 172,731,659.30 |
| Clothing | 4,084.25 | 147,298,272.01 | 79,271,664.50 | 0.00 | 0.86 | 4780 | 1,374,631 | 2,985,588 | 147,538,872.91 |
| Electronics | 2,071.42 | 75,223,639.67 | 41,141,808.10 | 0.00 | 0.83 | 1817 | 691,102 | 1,514,206 | 75,313,652.61 |
| Furniture | 1,366.19 | 50,204,889.85 | 27,195,121.72 | 0.00 | 0.85 | 619 | 458,494 | 998,683 | 50,239,683.31 |
| P0011 | 683.12 | 25,430,402.91 | 13,735,527.80 | 0.00 | 0.85 | 390 | 234,485 | 499,362 | 25,456,723.6 |
| P0007 | 683.07 | 24,774,486.94 | 13,459,593.92 | 0.00 | 0.84 | 229 | 224,009 | 499,321 | 24,782,959.7 |
| Groceries | 1,361.41 | 49,070,296.50 | 26,932,012.22 | 0.00 | 0.82 | 1849 | 452,848 | 995,192 | 49,147,506.6 |
| P0001 | 681.34 | 24,571,677.76 | 13,420,959.93 | 0.00 | 0.83 | 869 | 227,048 | 498,061 | 24,615,565.3 |
| P0006 | 680.07 | 24,498,618.73 | 13,511,052.29 | 0.00 | 0.82 | 980 | 225,800 | 497,131 | 24,531,941.3 |
| Total | 13,646.49 | 494,343,232.17 | 269,178,637.47 | 0.00 | 0.84 | 13244 | 4,560,550 | 9,975,582 | 494,971,374.9 |

Inventory Levels Remain Elevated Despite Stable Sales

20M

Inventory On Hand

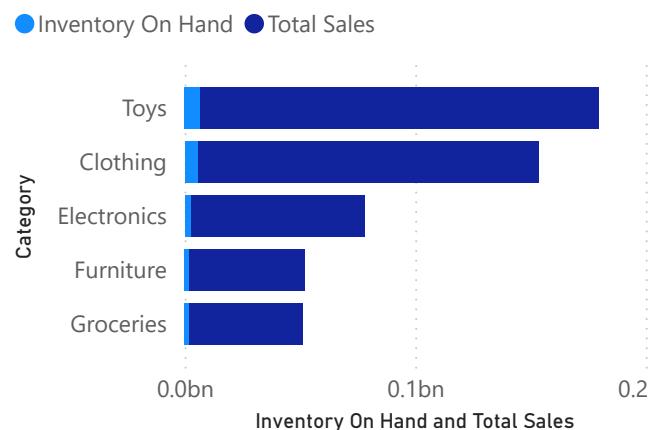
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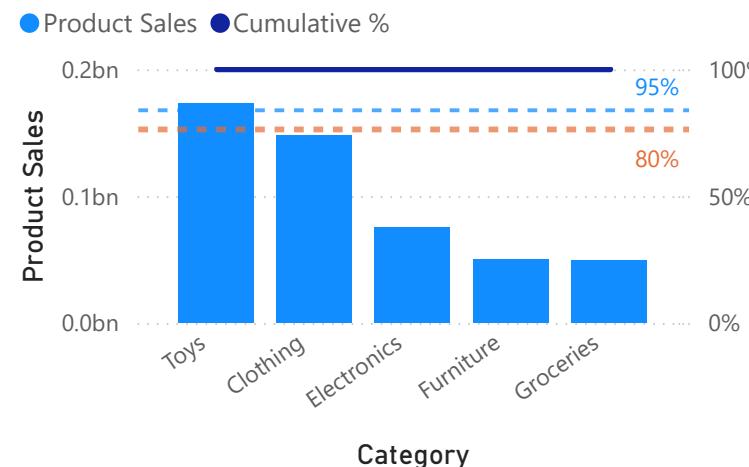
Inventory Turnover

Year: All | Region: All | Category: All

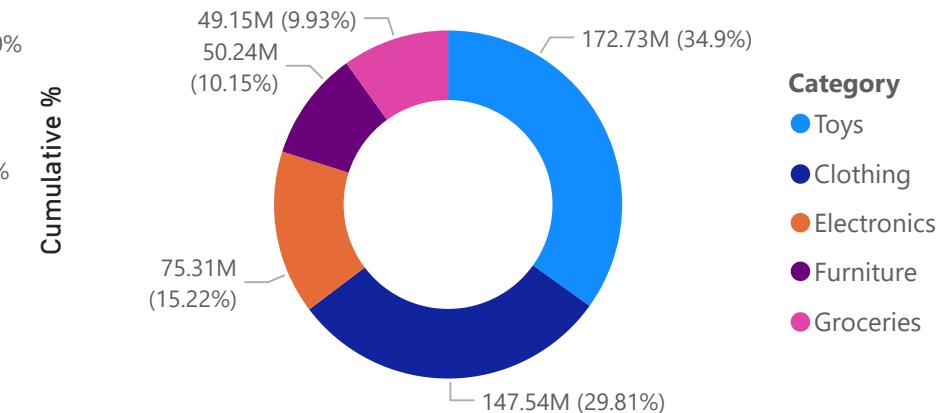
Inventory On Hand and Total Sales by Category



Product Sales and Cumulative % by Category



Sales Contribution by Product Category



Product Prioritization for Inventory & Sales Focus

| Product ID | Category | Product Sales | Sales Rank | Cumulative Sales | Sales Contribution % | Cumulative % | ABC Category |
|--------------|-------------|-----------------------|------------|-----------------------|----------------------|----------------|--------------|
| P0020 | Toys | 25,502,319.53 | 1 | 25,502,319.53 | 0.05 | 14.76% | A |
| P0011 | Furniture | 25,456,723.62 | 1 | 25,456,723.62 | 0.05 | 50.67% | A |
| P0016 | Electronics | 25,319,508.16 | 1 | 25,319,508.16 | 0.05 | 33.62% | A |
| P0014 | Clothing | 25,268,814.93 | 1 | 25,268,814.93 | 0.05 | 17.13% | A |
| P0005 | Electronics | 25,164,517.37 | 2 | 50,484,025.54 | 0.05 | 67.03% | A |
| P0013 | Toys | 25,117,342.08 | 2 | 50,619,661.61 | 0.05 | 29.31% | A |
| P0015 | Clothing | 24,946,850.89 | 2 | 50,215,665.83 | 0.05 | 34.04% | A |
| P0009 | Electronics | 24,820,627.12 | 2 | 75,212,652.67 | 0.05 | 100.00% | C |
| Total | | 494,971,374.95 | 1 | 494,971,374.95 | 1.00 | 100.00% | C |



Total Sales Remain Stable
Across All Stores

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Inventory vs Sales Gap

Days of Inventory Coverage



Year

All

Region

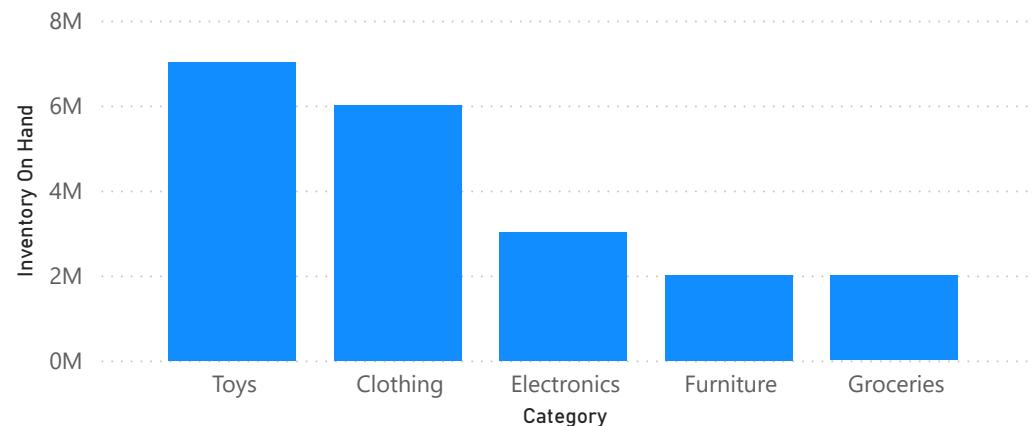
All

Category

All

| Clothing Category | C ABC Category | Healthy Stockout Risk |
|----------------------|----------------|-----------------------|
| Electronics Category | C ABC Category | Healthy Stockout Risk |
| Furniture Category | C ABC Category | Healthy Stockout Risk |
| Groceries Category | C ABC Category | Healthy Stockout Risk |

Inventory On Hand by Category



Products Drill Through

| Category | Average Daily Sales | Average Inventory | Days of Inventory Coverage | At Risk Products | Stockout Risk | Inventory Turnover | Inventory On Hand | T |
|-------------|---------------------|-------------------|----------------------------|------------------|---------------|--------------------|-------------------|---|
| Toys | 4,763.22 | 9,613.94 | 1,475.43 | 7 | Healthy | 362.17 | 7,027,792 | |
| P0017 | 684.69 | 1,391.60 | 1,485.72 | 1 | Healthy | 359.66 | 1,017,263 | |
| P0020 | 694.54 | 1,383.99 | 1,456.65 | 1 | Healthy | 366.84 | 1,011,698 | |
| P0013 | 684.84 | 1,375.56 | 1,468.27 | 1 | Healthy | 363.94 | 1,005,532 | |
| P0003 | 674.80 | 1,374.66 | 1,489.15 | 1 | Healthy | 358.84 | 1,004,879 | |
| P0010 | 679.16 | 1,374.61 | 1,479.53 | 1 | Healthy | 361.17 | 1,004,842 | |
| P0004 | 677.84 | 1,357.78 | 1,464.27 | 1 | Healthy | 364.93 | 992,539 | |
| P0002 | 667.34 | 1,355.73 | 1,485.05 | 1 | Healthy | 359.83 | 991,039 | |
| Clothing | 4,084.25 | 8,233.26 | 1,473.59 | 6 | Healthy | 362.63 | 6,018,510 | |
| P0014 | 694.42 | 1,389.46 | 1,462.65 | 1 | Healthy | 365.34 | 1,015,696 | |
| P0015 | 693.96 | 1,382.04 | 1,455.81 | 1 | Healthy | 367.05 | 1,010,272 | |
| P0019 | 681.12 | 1,372.63 | 1,473.15 | 1 | Healthy | 362.73 | 1,003,390 | |
| P0008 | 668.35 | 1,363.87 | 1,491.72 | 1 | Healthy | 358.22 | 996,992 | |
| P0018 | 673.80 | 1,362.69 | 1,478.37 | 1 | Healthy | 361.45 | 996,129 | |
| P0012 | 672.60 | 1,362.56 | 1,480.87 | 1 | Healthy | 360.84 | 996,031 | |
| Electronics | 2,071.42 | 4,129.36 | 1,457.24 | 3 | Healthy | 366.69 | 3,018,561 | |
| P0016 | 695.58 | 1,387.53 | 1,458.17 | 1 | Healthy | 366.46 | 1,014,281 | |
| P0009 | 686.85 | 1,376.62 | 1,465.12 | 1 | Healthy | 364.72 | 1,006,312 | |
| P0005 | 688.98 | 1,365.21 | 1,448.46 | 1 | Healthy | 368.92 | 997,968 | |
| Furniture | 1,366.19 | 2,737.60 | 1,464.80 | 2 | Healthy | 364.80 | 2,001,189 | |
| Groceries | 1,361.41 | 2,732.83 | 1,467.37 | 2 | Healthy | 364.16 | 1,997,696 | |
| Total | 13,646.49 | 27,446.99 | 1,470.25 | 20 | Healthy | 363.45 | 20,063,748 | |



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Across All Stores

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Total Sales

10M

Inventory vs Sales Gap

Days of Inventory Coverage



Year

All

Region

All

Category

All

Products Drill Through

| Category | Average Daily Sales | Average Inventory | Days of Inventory Coverage | At Risk Products | Stockout Risk | Inventory Turnover | Inventory On Hand | Total Units Sold | Inventory vs Sales Gap | Total Sales |
|--------------------|---------------------|-------------------|----------------------------|-------------------|---------------|--------------------|-------------------|-------------------|------------------------|-------------|
| Clothing | 4,084.25 | 8,233.26 | 1,473.59 | 6 Healthy | 362.63 | 6,018,510 | 2,985,588 | 3,032,922 | 147,538,872.97 | |
| P0008 | 668.35 | 1,363.87 | 1,491.72 | 1 Healthy | 358.22 | 996,992 | 488,563 | 508,429 | 24,220,929.17 | |
| P0012 | 672.60 | 1,362.56 | 1,480.87 | 1 Healthy | 360.84 | 996,031 | 491,670 | 504,361 | 24,105,234.94 | |
| P0014 | 694.42 | 1,389.46 | 1,462.65 | 1 Healthy | 365.34 | 1,015,696 | 507,622 | 508,074 | 25,268,814.93 | |
| P0015 | 693.96 | 1,382.04 | 1,455.81 | 1 Healthy | 367.05 | 1,010,272 | 507,283 | 502,989 | 24,946,850.89 | |
| P0018 | 673.80 | 1,362.69 | 1,478.37 | 1 Healthy | 361.45 | 996,129 | 492,551 | 503,578 | 24,483,516.15 | |
| P0019 | 681.12 | 1,372.63 | 1,473.15 | 1 Healthy | 362.73 | 1,003,390 | 497,899 | 505,491 | 24,513,526.88 | |
| Electronics | 2,071.42 | 4,129.36 | 1,457.24 | 3 Healthy | 366.69 | 3,018,561 | 1,514,206 | 1,504,355 | 75,313,652.67 | |
| P0005 | 688.98 | 1,365.21 | 1,448.46 | 1 Healthy | 368.92 | 997,968 | 503,648 | 494,320 | 25,164,517.37 | |
| P0009 | 686.85 | 1,376.62 | 1,465.12 | 1 Healthy | 364.72 | 1,006,312 | 502,086 | 504,226 | 24,829,627.13 | |
| P0016 | 695.58 | 1,387.53 | 1,458.17 | 1 Healthy | 366.46 | 1,014,281 | 508,472 | 505,809 | 25,319,508.16 | |
| Furniture | 1,366.19 | 2,737.60 | 1,464.80 | 2 Healthy | 364.80 | 2,001,189 | 998,683 | 1,002,506 | 50,239,683.37 | |
| P0007 | 683.07 | 1,373.57 | 1,469.96 | 1 Healthy | 363.52 | 1,004,077 | 499,321 | 504,756 | 24,782,959.75 | |
| P0011 | 683.12 | 1,364.04 | 1,459.64 | 1 Healthy | 366.09 | 997,112 | 499,362 | 497,750 | 25,456,723.62 | |
| Groceries | 1,361.41 | 2,732.83 | 1,467.37 | 2 Healthy | 364.16 | 1,997,696 | 995,192 | 1,002,504 | 49,147,506.65 | |
| P0001 | 681.34 | 1,364.97 | 1,464.45 | 1 Healthy | 364.89 | 997,793 | 498,061 | 499,732 | 24,615,565.34 | |
| P0006 | 680.07 | 1,367.86 | 1,470.29 | 1 Healthy | 363.44 | 999,903 | 497,131 | 502,772 | 24,531,941.31 | |
| Total | 13,646.49 | 27,446.99 | 1,470.25 | 20 Healthy | 363.45 | 20,063,748 | 9,975,582 | 10,088,166 | 494,971,374.95 | |