

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

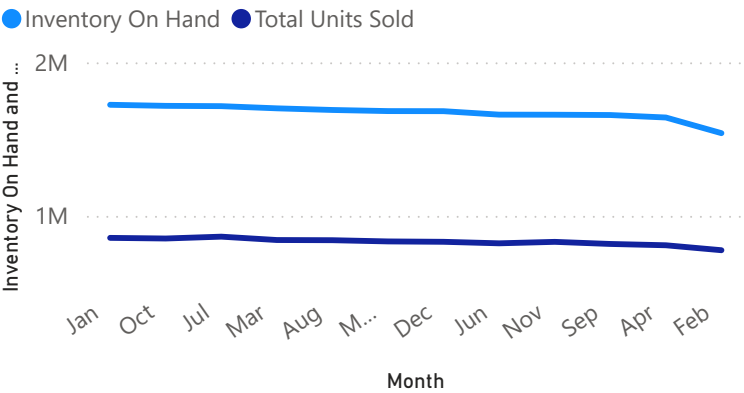
Region

All

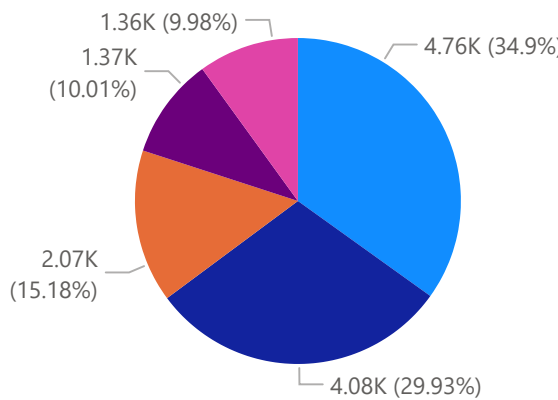
Category

All

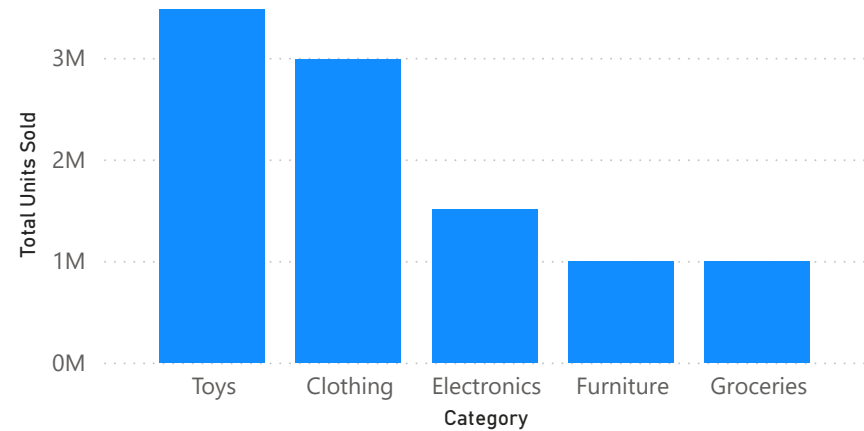
Inventory Levels are excess and are in Line with Monthly Demand



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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Month-over-Month Sales Growth

13K

Units Sold MoM

Year-over-Year Sales Growth

5M

Units Sold YoY

Year

All

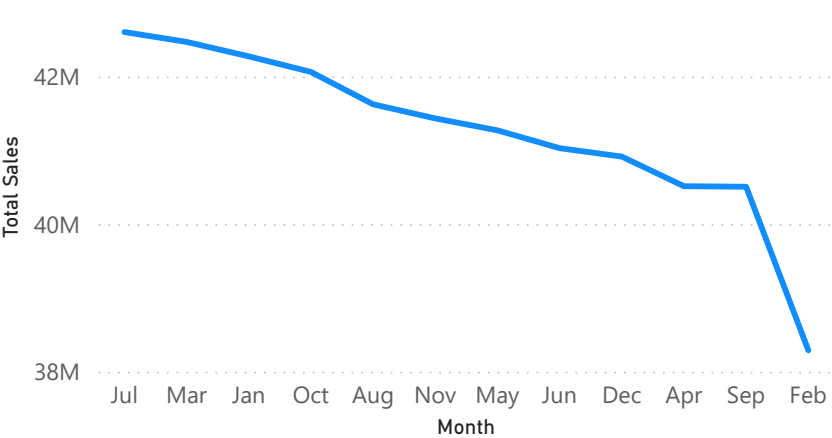
Region

All

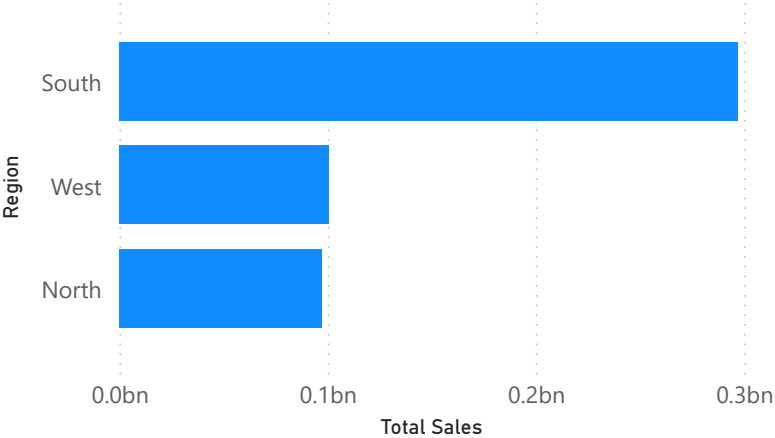
Category

All

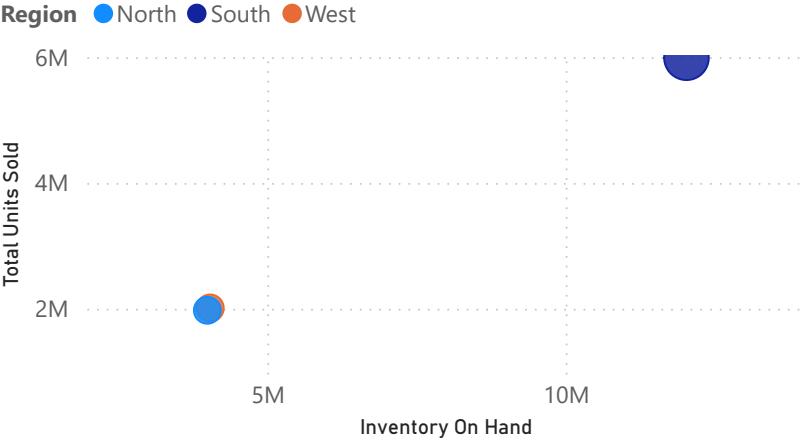
Sales Show Clear Seasonal Peaks Across the Year



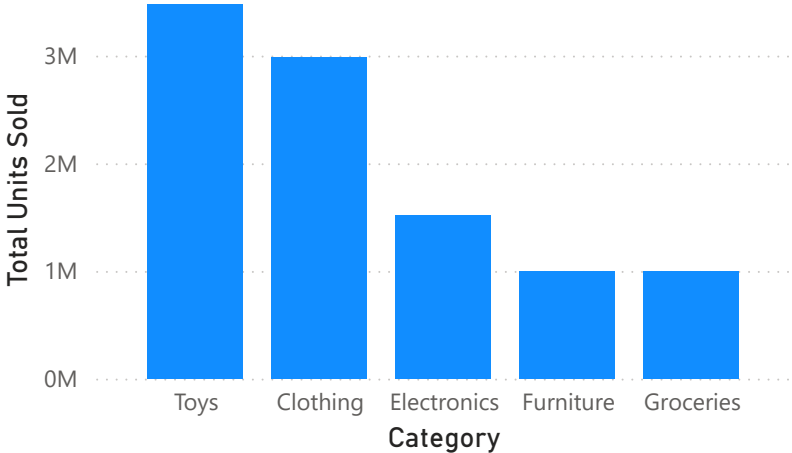
The South Region has the highest Sales



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

20

At Risk Products

Year

All

Region

All

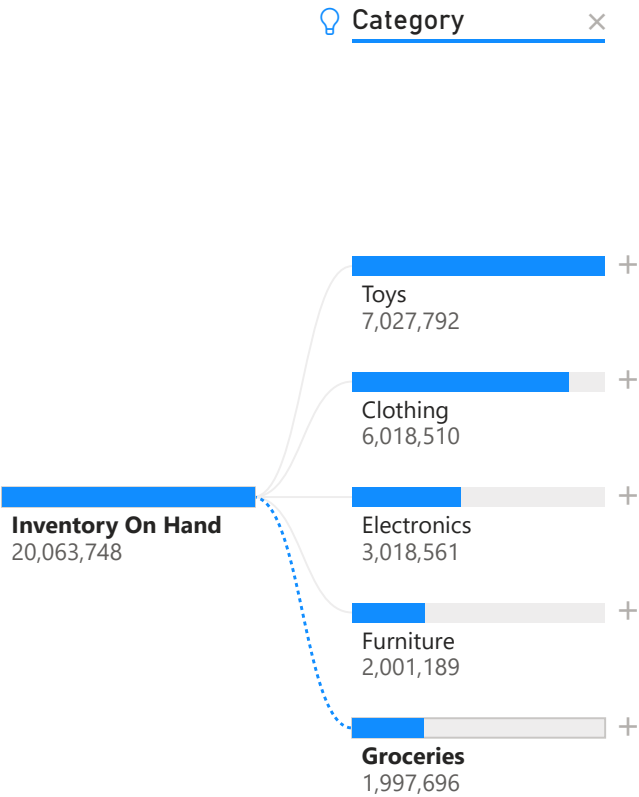
Category

All

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

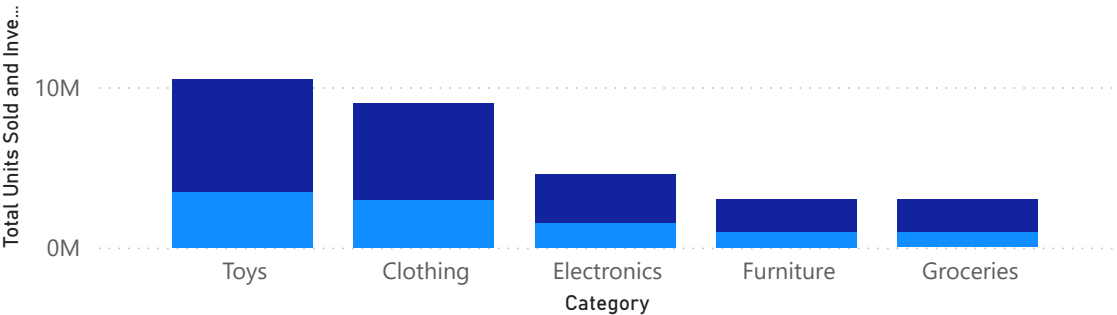
All

Category

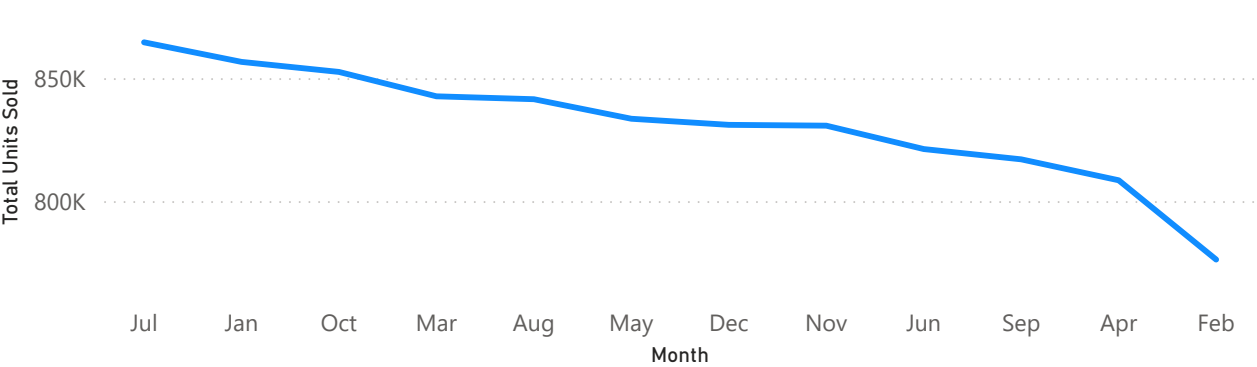
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Sales vs Inventory Trend Over Time

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	172,731,659.31
⊕ 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	25,456,723.61
P0007	683.07	24,774,486.94	13,459,593.92	0.00	0.84	229	224,009	499,321	24,782,959.71
⊖ Groceries	1,361.41	49,070,296.50	26,932,012.22	0.00	0.82	1849	452,848	995,192	49,147,506.61
P0001	681.34	24,571,677.76	13,420,959.93	0.00	0.83	869	227,048	498,061	24,615,565.31
P0006	680.07	24,498,618.73	13,511,052.29	0.00	0.82	980	225,800	497,131	24,531,941.31
Total	13,646.49	494,343,232.17	269,178,637.47	0.00	0.84	13244	4,560,550	9,975,582	494,971,374.91

Inventory Levels Remain Elevated Despite Stable Sales

20M
Inventory On Hand

Inventory Turnover Indicates Moderate Stock Movement

363.45
Inventory Turnover

Year

▼

All

▼

Region

▼

All

▼

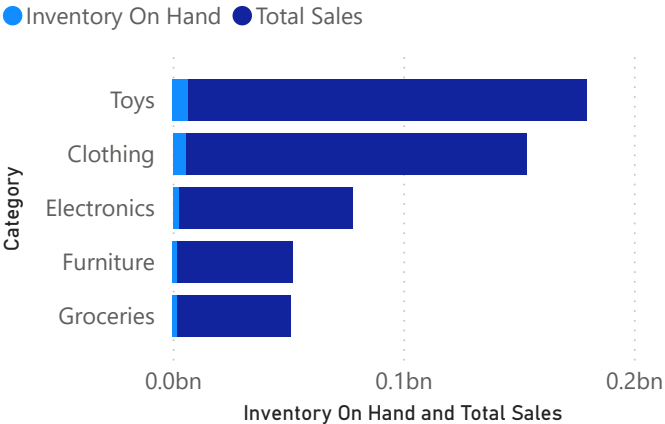
Category

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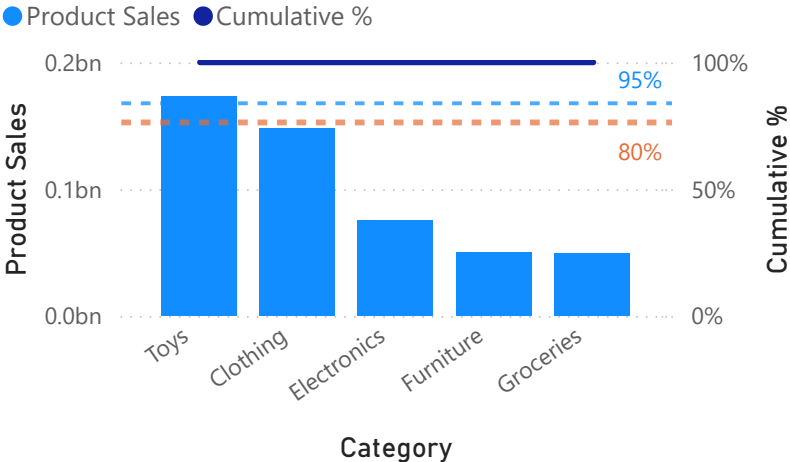
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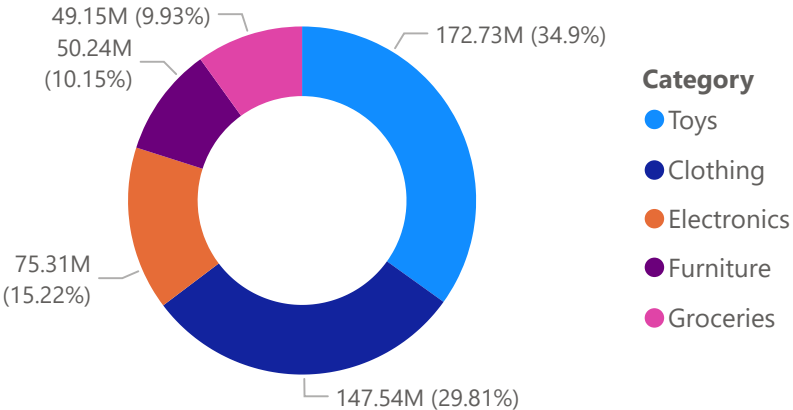
Inventory On Hand and Total Sales by Category



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	24,829,627.12	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

Two Product Categories Drive
the Majority of Unit Sales

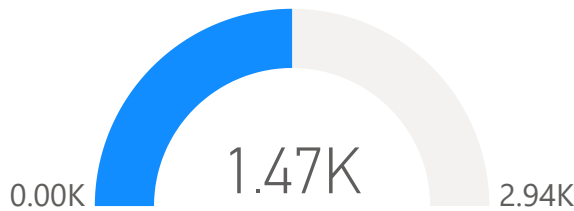
494.97M

Total Sales

10M

Inventory vs Sales Gap

Days of Inventory Coverage



Year

▼

All

▼

Region

▼

All

▼

Category

▼

All

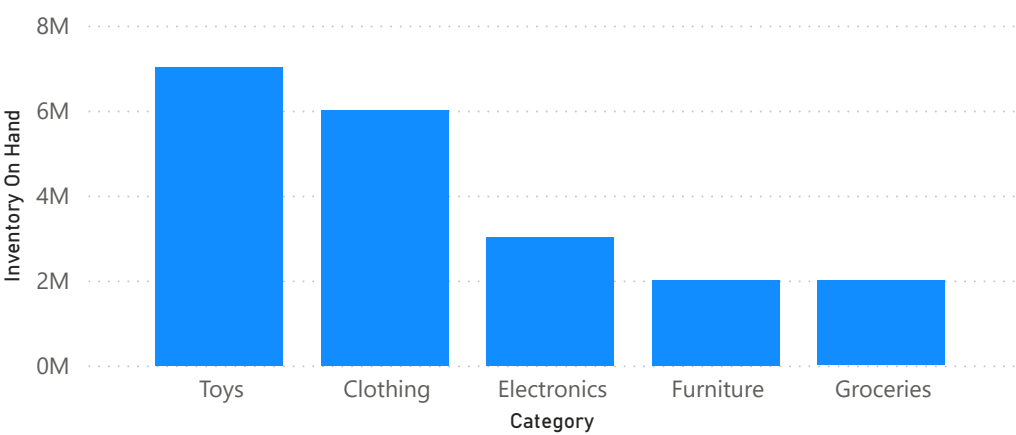
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Clothing Category	C ABC Category	Healthy Stockout Risk
Electronics Category	C ABC Category	Healthy Stockout Risk
Furniture Category	C ABC Category	Healthy Stockout Risk
Groceries Category	C ABC Category	Healthy Stockout Risk

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	

Inventory On Hand by Category





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Days of Inventory Coverage

Year



Region



Category



All



All



All

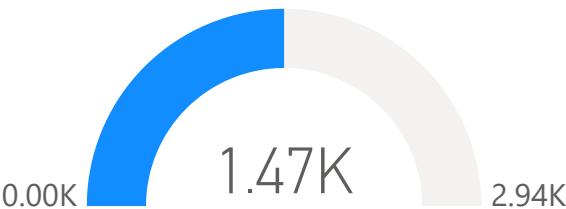


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Inventory vs Sales Gap



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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