**Subject: -** Information on trial store performance after analysis work

Dear Julie,

Thanks for requesting information on the trail stores performance on the period given by you.

I am pleased to share the following details from a proper data analysis of all the data provided by your side.

* 1) Trail store [77,86,88] performance with respect to other control stores
* 2) Details about the driver of total sales in trail stores between more customer or more purchase by some customers

I have attached a proper presentation for all the information regarding this for a better understanding.

Please let me know if there is anything further and I would be happy to help.

PFA.

Thank you.

Vikrant Thakur