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Sales by AVAISS

Yash Lodha

yasharvindlodha@gmail.com

NMIMS Anil Surendra Modi School of Commerce, Mumbai, Maharashtra

ABSTRACT

In this paper with the help of mathematical tools, I will analyse how the sales of AVAISS have fared in different years. The tools will help to analyse the company's performance over the years and will provide a useful insight in the company. We will also use time series tools like moving averages to find the general trend of sales of AVAISS.

Keywords— AVAISS, Sales

1. INTRODUCTION

AVAISS LTD with a declaration to provide the precisely Manufactured products to clients. We are a partnership owned entity which is performing its occupational activities in a proficient manner in the field of manufacturing. The products spectrum we offer to our customers includes Steel Water Bottle, Stainless Steel Gravy Pot, SS Roti Saver, SS Fry Pan, Steel Casserole, SS Spice Box, Stainless Steel Kettle, Stainless Steel Kadai, SS Stock Pot, Sauce Pan and many more. We are dedicated to constant improvement and up-gradation, which helps us to evolve in totally and assist to take our company on new heights.

Nature of Business: Manufacturer

Total Number of Employees: 14 to 40 People

Legal Status of Firm: Partnership Firm

Annual Turnover: Rs. 5 - 25 Crores

IndiaMART Certification: Trust Seal Verified

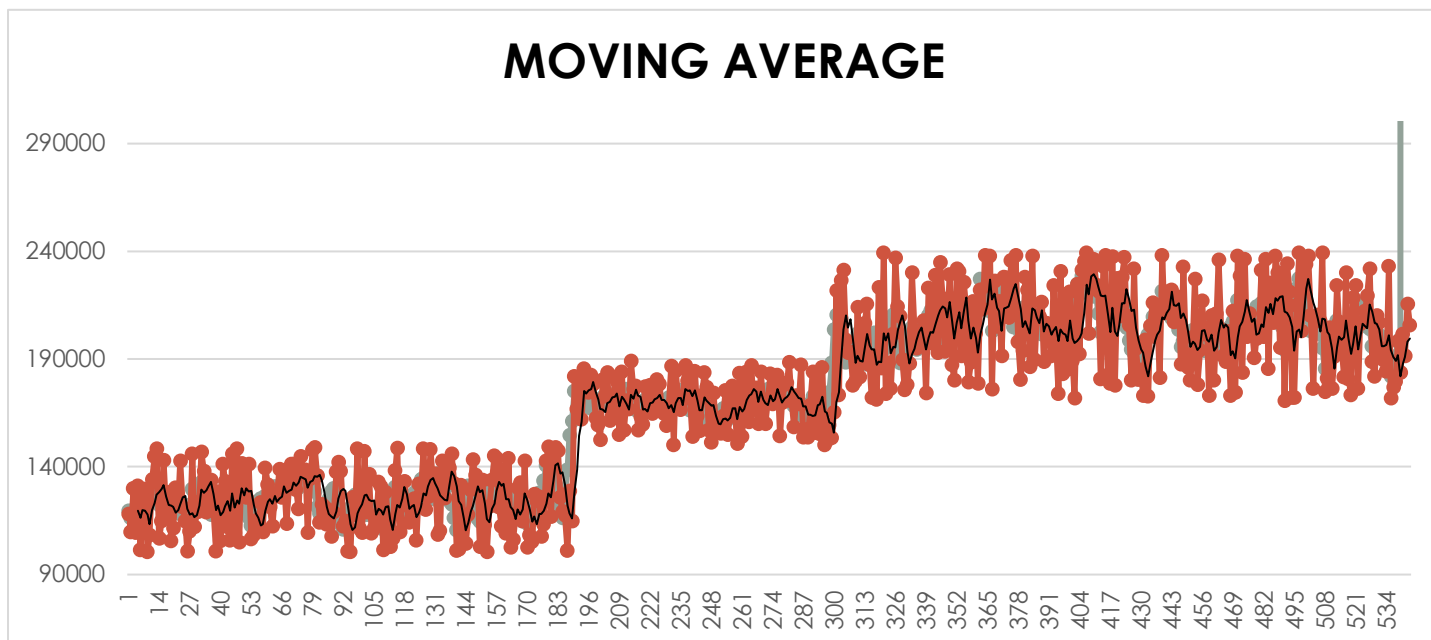
2. DATA

Table 1: Data

S. No	Month	Sales	Moving Avg.	X	Trend Line
518	Jan	180782	196830.6	245.5	221223.382
519	Feb	173379	205289.6	246.5	221433.429
520	Mar	218340	194550.2	247.5	221643.477
521	Apr	223949	199641.2	248.5	221853.524
522	May	176301	206403.6	249.5	222063.571
523	Jun	206237	205194.6	250.5	222273.619
524	Jul	207191	204295	251.5	222483.666
525	Aug	212295	215422	252.5	222693.713
526	Sep	219451	211889	253.5	222903.761
527	Oct	231936	206819	254.5	223113.808
528	Nov	188572	206365.4	255.5	223323.855
529	Dec	181841	203829.2	256.5	223533.903
530	Jan	210027	195844.8	257.5	223743.95
531	Feb	206770	196003.6	258.5	223953.997
532	Mar	192014	196484.4	259.5	224164.045
533	Apr	189366	201090	260.5	224374.092

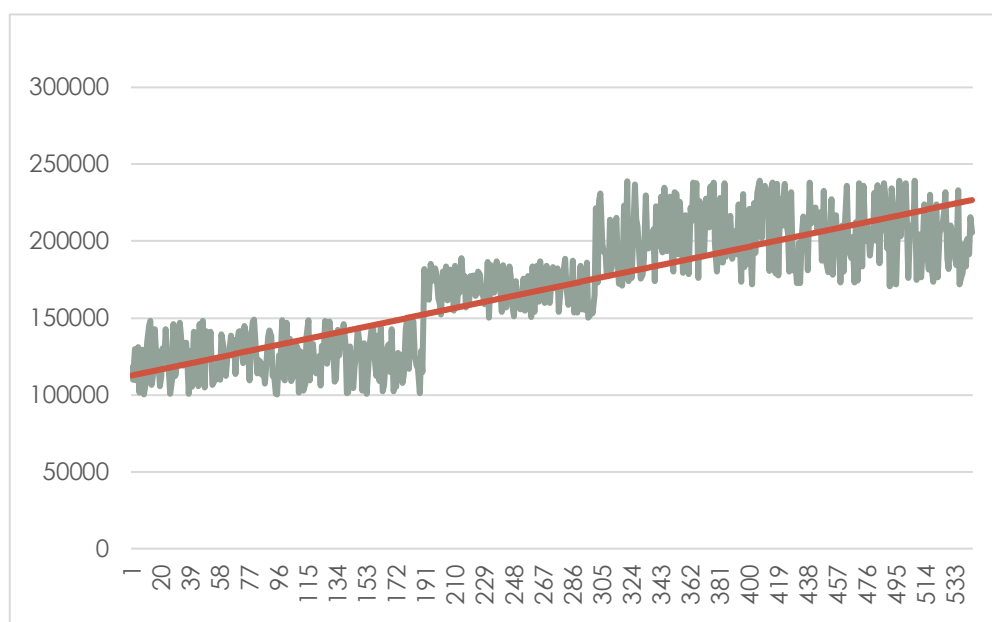
534	May	184245	194079.4	261.5	224584.139
535	Jun	233055	191034.4	262.5	224794.187
536	Jul	171717	189057.4	263.5	225004.234
537	Aug	176789	191859	264.5	225214.281
538	Sep	179481	181983.8	265.5	225424.329
539	Oct	198253	187931.2	266.5	225634.376
540	Nov	183679	190845.6	267.5	225844.423

3. 5 YEAR MOVING AVERAGE



The graph above indicates moving average of 5 months of sale by AVIASS from different years. The graph shows the trend.
Above the Monthly Average: At 298 the sales of avaiass were above its 5-monthly moving average which means the the sale during that time was higher than the average of last 5 years meaning the company was enjoying higher sales which lead to higher profits.
Below the Monthly Average: At 400 the sales of avaiass were below its 5 monthly moving average means the the sale during that time was lower than the average of last 5 years meaning the sales of the company fell due to which the profit also reduced.

4. TREND LINE



“A trendline is a line drawn over pivot highs or under pivot lows to shoe the prevailing direction” of sales invesopedia.com. The trendline forecasts the sales to rise in lont term, the line shows a gradual increase in the Future.

5. SUMMARY OUTPUT

Regression Statistics								
Multiple R	0.83330895							
R Square	0.694403807							
Adjusted R Square	0.693839976							
Standard Error	21922.61965							
Observations	544							
ANOVA								
	df	SS	MS	F	Significance F			
Regression	1	5.919E+11	5.919E+11	1231.582304	1.2265E-14			
Residual	542	2.60486E+11	480601252.4					
Total	543	8.52386E+11						
	Coefficients	Standard Error	t Stat	P-value	Lower 95%	Upper 95%	Lower 95.0%	Upper 95.0%
Intercept	169656.761	939.9245633	180.5004015	0	167810.4198	171503.1023	167810.4198	171503.1023
X Variable 1	210.0473353	5.985293564	35.09390693	1.2265E-141	198.2901209	221.8045497	198.2901209	221.8045497

6. CONCLUSION

To conclude the paper shows how sales of Avaiss fluctuated between different years. The simple mathematical tool of moving averages and tren line have been used to predict the future values. These doesn't consider any external factors and predicst the value accroding to previous trend.