



Cosmetics Master

Retail Report: Forecast Sales / Sales (Data Models)

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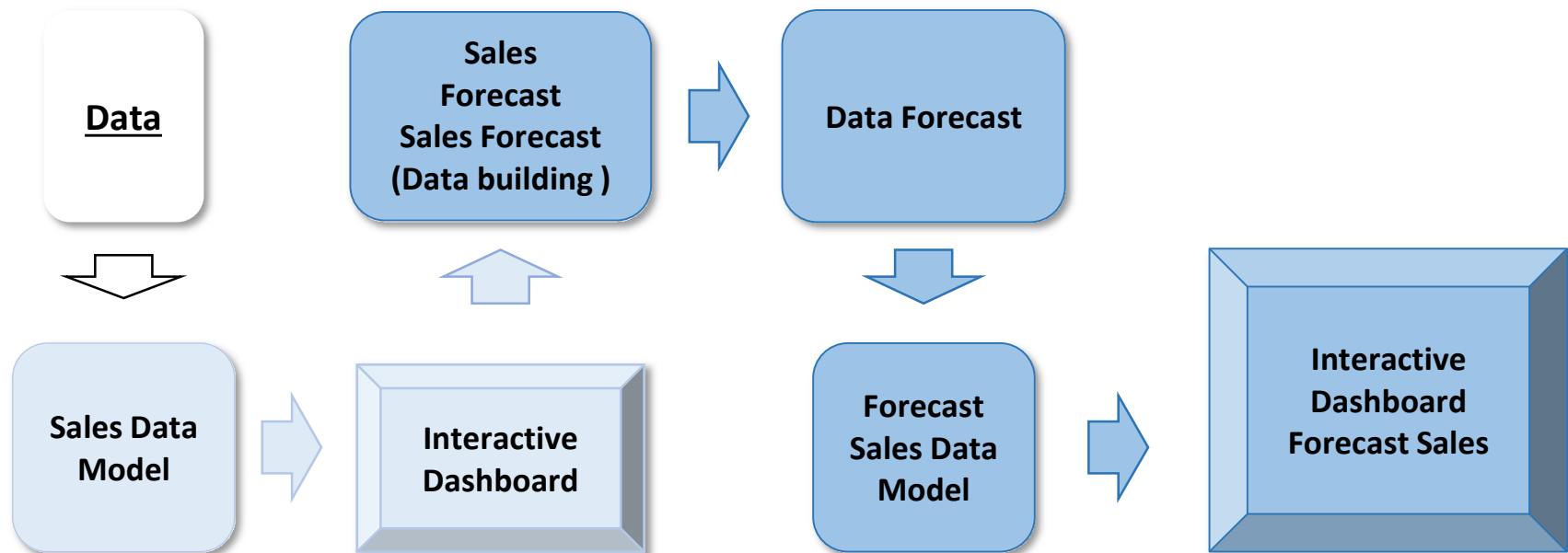
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Model Scheme





The company descriptions:

Company Name : Cosmetics Master
Company Type: Cosmetic Retailer

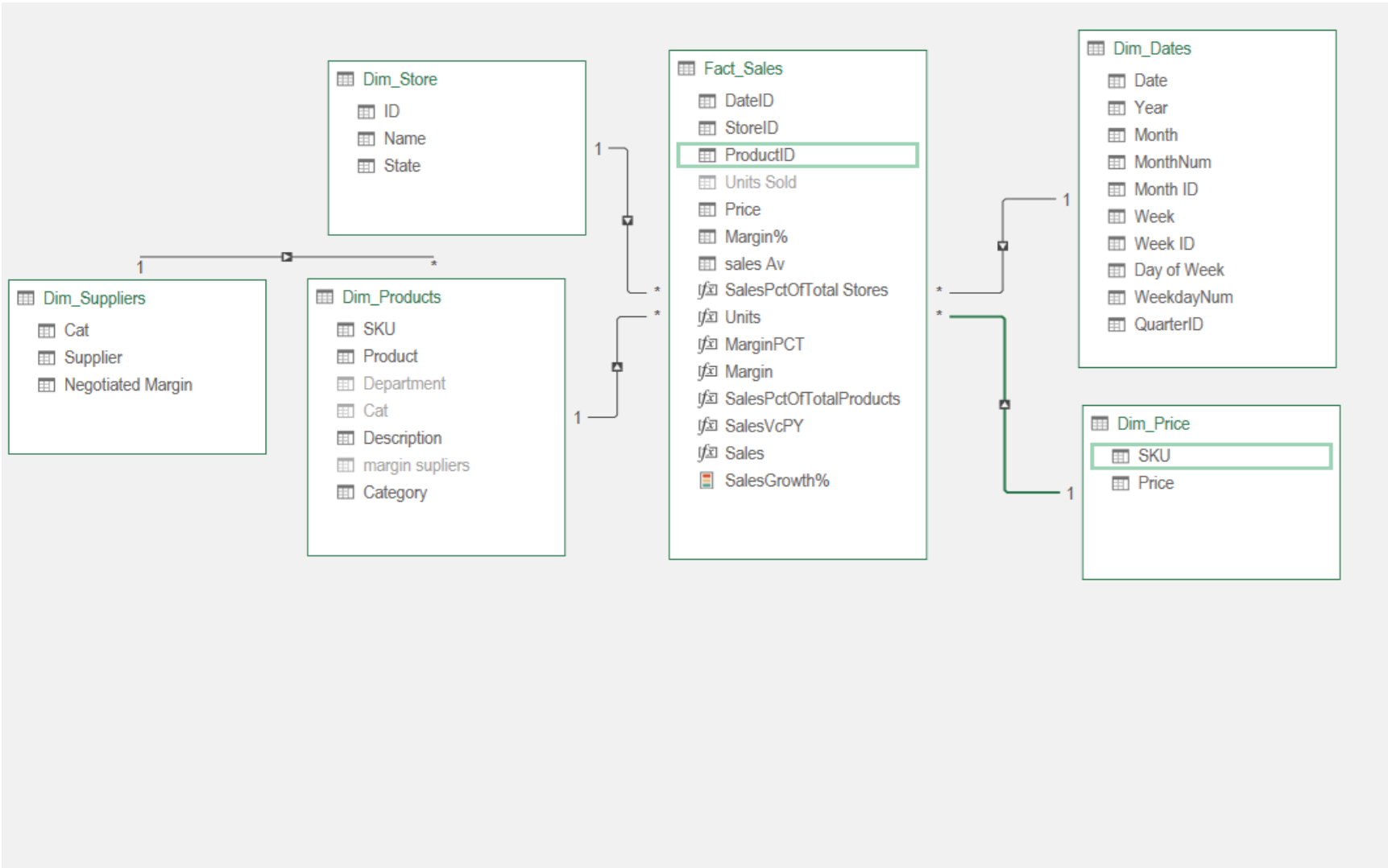
Operating Data

Number of suppliers	3
Number of clients	4

Data:

Fact_Sales ↓
Dim_Stores ↓
Dim_Suppliers ↓
Dim_Products ↓

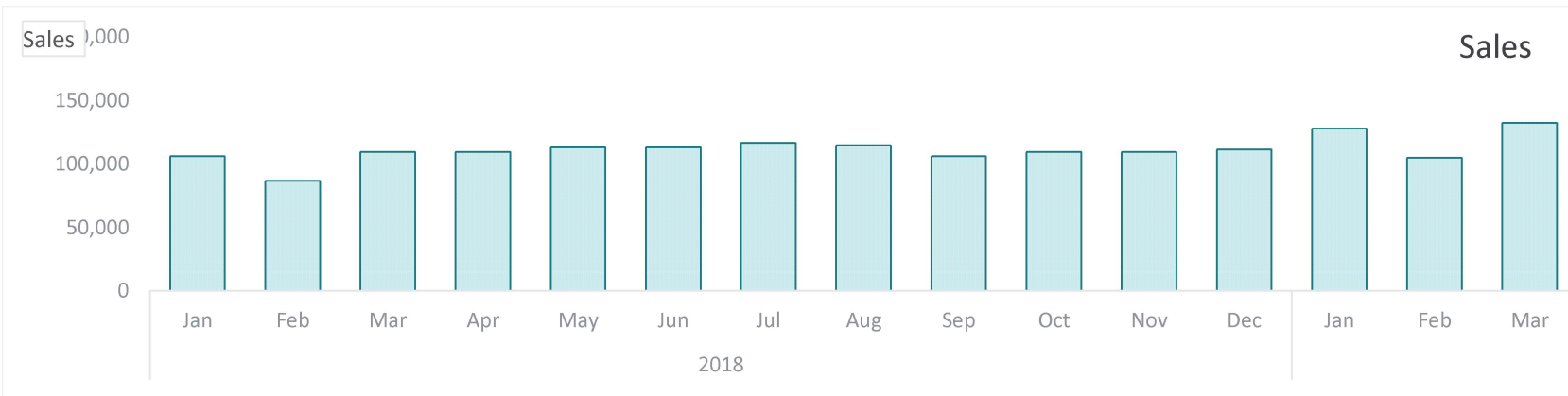
Model Data Sales



Cosmetics Master - Retail Report

City	Supplier	Product
Hamilton	Crown Beauty Imports	Body Cream (Sep) Day Cream (Dior)
Mississauga (Toronto)	Elite Beauty Supply Co.	Deodorant (Dior) Night Cream (Lanco...)
Ottawa	Nova Cosmetics Distributors	Parfum Dior Parfum Spray (Arma...)
York (Toronto)		Parfum Spray (Dior) Toilet Spray (Armani)
		Toilet Spray (Dior) Toilet Spray Gussi

City	Store Name	Sales	Sales(YoY)	Sales Growth(%)	Margin	Units	Sales(%)
Hamilton	Glamorous Glow	133,827	131,699	1.6%	31.00%	692	26.6%
Ottawa	Blossom Beauty	131,699	109,266	20.5%	31.00%	681	26.2%
York (Toronto)	Beauty Bliss	120,483	133,633	-9.8%	31.00%	623	24.0%
Mississauga (Toronto)	Starlight Cosmetics	116,228	128,025	-9.2%	31.00%	601	23.1%
Grand Total		502,236	502,623	-0.1%	31.00%	2,597	100.0%



Date

Jan 2020

MONTHS ▾

2019

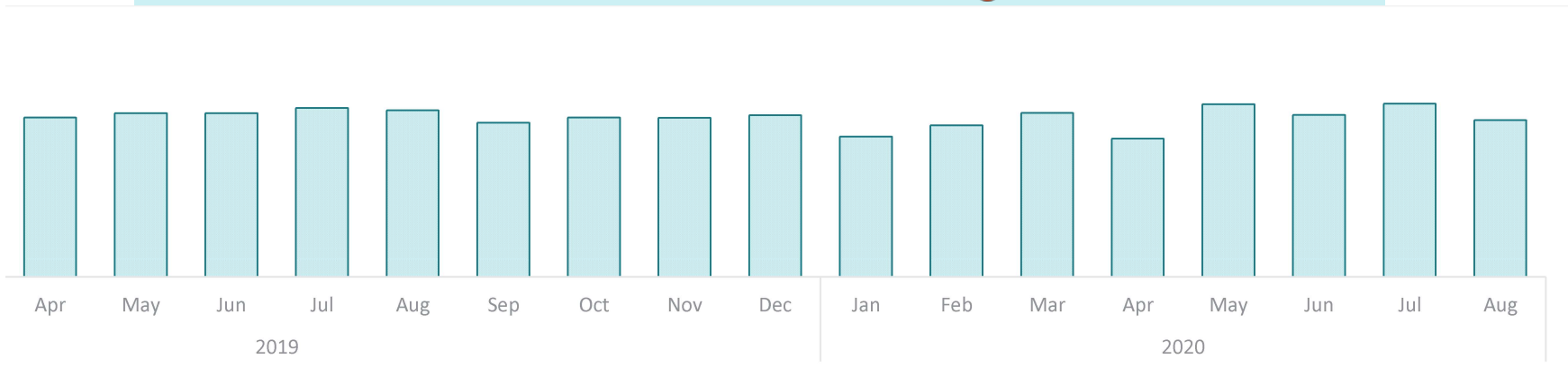
2020

APR MAY JUN JUL AUG SEP OCT NOV DEC JAN FEB MAR APR MAY JUN JUL AUG SEP OCT

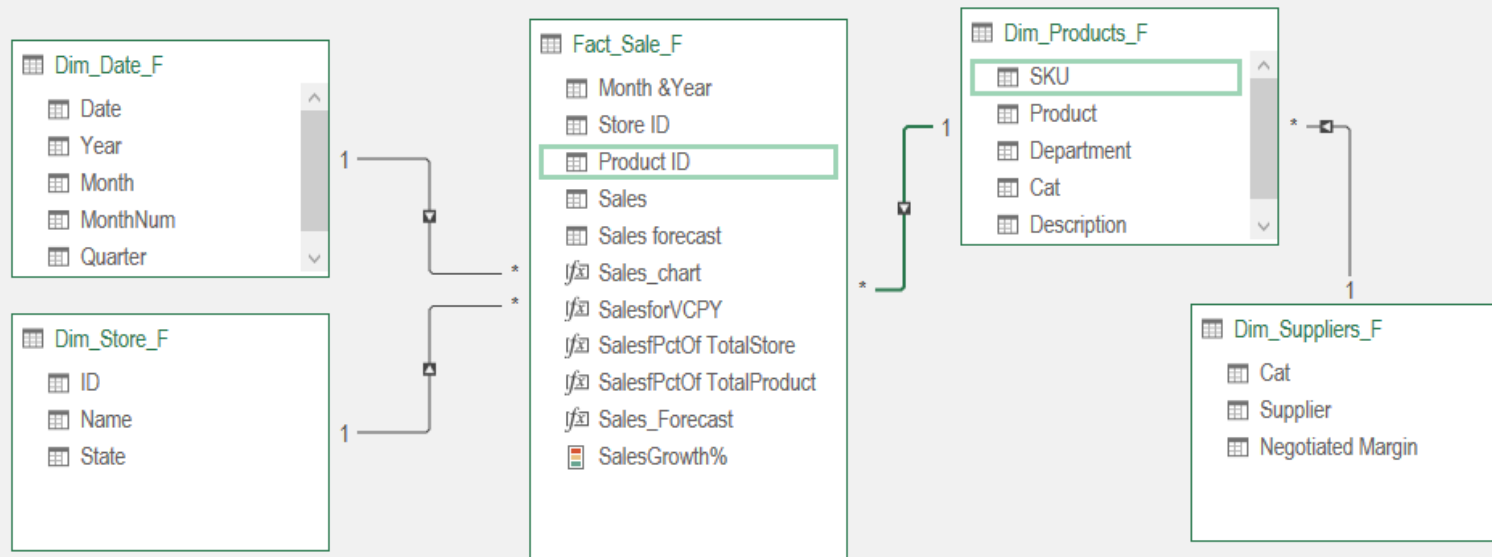




Product	Category	Sales	Sales Growth (%)	Sales Growth (%)	Units	Sales(%)
Parfum Spray (Dior)	Cosmetics (W)	142,626	-0.5%	●	590	25.2%
Parfum Dior	Cosmetics (W)	116,228	-9.2%	●	601	20.6%
Toilet Spray Gussi	Cosmetics (W)	104,576	7.3%	●	721	18.5%
Parfum Spray (Armani)	Cosmetics (M)	69,621	-5.7%	●	480	12.3%
Toilet Spray (Dior)	Cosmetics (M)	43,706	5.6%	●	452	7.7%
Night Cream (Lancome)	Creams	40,612	-18.6%	●	140	7.2%
Day Cream (Dior)	Creams	29,976	18.3%	●	310	5.3%
Deodorant (Dior)	Cosmetics (M)	11,661	6.3%	●	402	2.1%
Body Cream (Sep)	Creams	3,481	0.0%	●	240	0.6%
Toilet Spray (Armani)	Cosmetics (W)	2,824	-15.1%	●	73	0.5%
Grand Total		565,311	-2.0%	●	4,009	100.0%



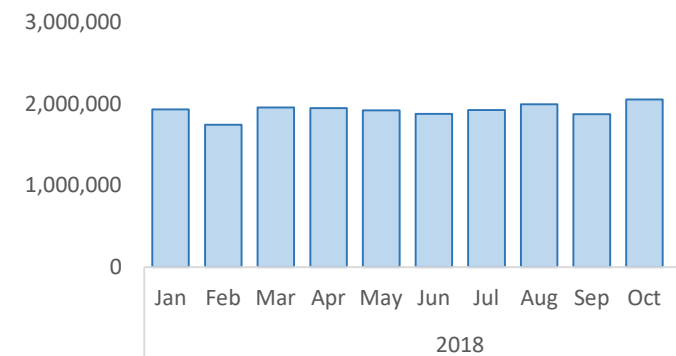
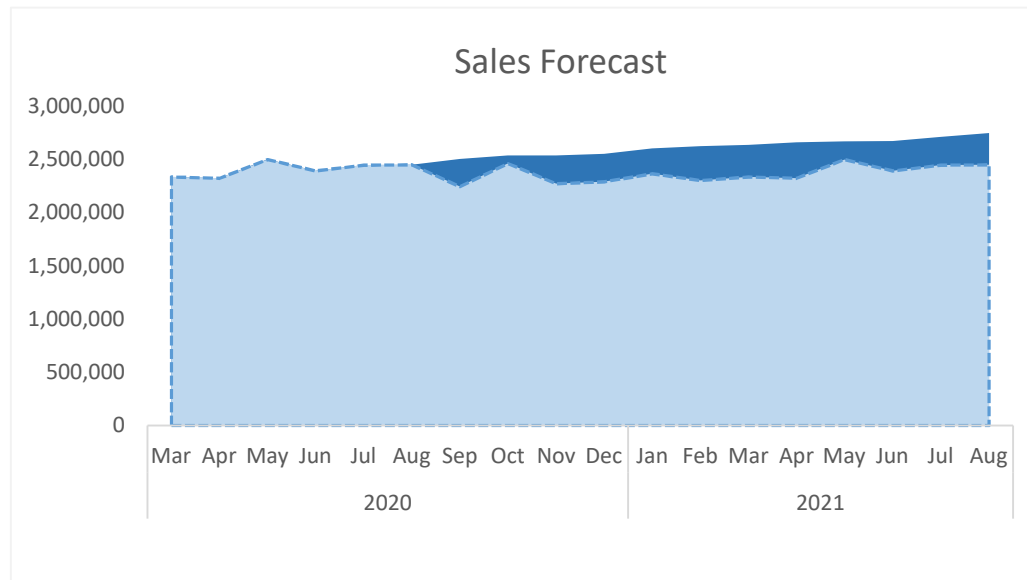
Model Data Sales Forecast



Cosmetics Master - Retail Report (Sales & Sales Forecast)

City	Supplier	Product Name	
Hamilton	Crown Beauty Imports	Body Cream (Sep)	Day Cream (Dior)
Mississauga (Toronto)	Elite Beauty Supply Co.	Deodorant (Dior)	Night Cream (Lancome)
Ottawa	Nova Cosmetics Distributors	Parfum Dior	Parfum Spray (Armani)
York (Toronto)		Parfum Spray (Dior)	Toilet Spray (Armani)
		Toilet Spray (Dior)	Toilet Spray Gussi

City	Name	Sales	Sales (YOY)	SalesGrowth%	Sales(%) of Total
Ottawa	Blossom Beauty	11,833,260	10,647,349	11.1%	25.7%
Hamilton	Glamorous Glow	11,547,555	10,526,823	9.7%	25.1%
Mississauga (Toronto)	Starlight Cosmetics	11,300,222	10,645,440	6.2%	24.6%
York (Toronto)	Beauty Bliss	11,275,506	10,546,317	6.9%	24.5%
Grand Total		45,956,543	42,365,930	8.5%	100.0%



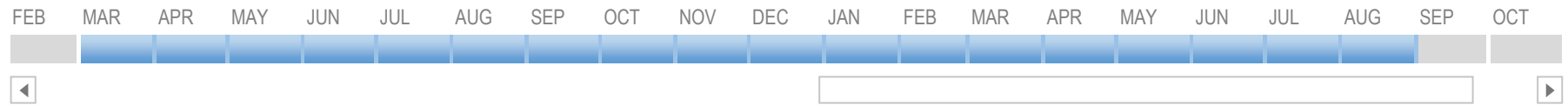
Date

Mar 2020 - Aug 2021

MONTHS ▾

2020

2021



Product Name	Cat	Sales	Sales (YoY)	SalesGrowth%	SalesGrowth%	Sales(%) of Total
Parfum Spray (Dior)	Women Cosmetics	11,177,341	10,530,619	6.1%	●	24.3%
Parfum Dior	Women Cosmetics	10,322,394	9,401,699	9.8%	●	22.5%
Toilet Spray Gussi	Women Cosmetics	8,599,267	7,837,699	9.7%	●	18.7%
Parfum Spray (Armani)	Man Cosmetics	5,936,474	5,382,262	10.3%	●	12.9%
Toilet Spray (Dior)	Man Cosmetics	3,239,728	3,013,611	7.5%	●	7.0%
Night Cream (Lancome)	Body Creams	3,124,538	2,930,162	6.6%	●	6.8%
Day Cream (Dior)	Body Creams	2,287,652	2,073,924	10.3%	●	5.0%
Deodorant (Dior)	Man Cosmetics	806,360	761,825	5.8%	●	1.8%
Body Cream (Sep)	Body Creams	253,549	234,317	8.2%	●	0.6%
Toilet Spray (Armani)	Women Cosmetics	209,241	199,811	4.7%	●	0.5%
Grand Total		45,956,543	42,365,930	8.5%	●	100.0%

Sales

