

Study the data compiled by the manager, calculate the missing data and complete this table. Once you have finished, you can create all types of graphics. For example, **pie charts** are very useful for representing percentages.

DISTRIBUTION OF SALES				
Products	Fraction of Total Sales	Calculation as a Percentage	Expression in Decimals	Value in €
Fruits and Vegetables	1/8	Calculate	Calculate	46.570,25 €
Meat and Fish	Calculate	16%	Calculate	
Other Foods	7/20	Calculate	Calculate	
Diet Products	Calculate	Calculate	0,04	
Household Products and Toiletries	Calculate	15%	Calculate	
Home Furnishings	Calculate	10%	Calculate	Calculate
Other Products	Calculate	Calculate	Calculate	
TOTAL SALES FOR OCTOBER				Calculate

Now calculate the following values and create a **bar chart** to summarise the sales in a more visual way.

VALUE OF SALES PER MONTH		
Month	Variation	Total in €
December	A rise of 22% compared with November.	587.247,34 €
January	A fall of 35% compared with December.	Calculate

EXPRESSION OF APPROXIMATE SALES			
Month	Quantity	Absolute Error	Relative Error
November	Calculate	Calculate	Calculate
January	Calculate	Calculate	Calculate

ESTIMATED ANNUAL SALES	
Calculation Strategy	Total in €
Calculate an approximate figure based on the data from November, December and January. Calculating the average may help you.	Calculate

Short Term Objectives

The management has set a sales target for next month of 400,000 € with subsequent increases of 15,000 €/month for the rest of the six-month period.

Given these objectives:

What is the target sales figure for the last month of the six-month period?	Calculate
What should the sum total of sales for these six months be?	Calculate

The manager also wants to present a calculation like the one in the previous exercise, but supposing that there is a consecutive monthly increase of 5%.

Last month of the period	Calculate
Sum total for the six months	Calculate

Future Options

Valuation of the Chain

The supermarket chain wants to see whether the potential offers to buy the company match the current market value or not. As a result, it has commissioned an audit of just one of its supermarkets, because the 487 stores spread around the country follow the same principles and their average value is very similar.

The chosen supermarket is valued at 12.5 million euros. Which of the following amounts do you think is closest to the value in euros of the whole chain?

7×10^9	$6,1 \times 10^{10}$	$6,1 \times 10^9$	$60,8 \times 10^8$	$60,89 \times 10^9$
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Acquisition Option

A company wants to buy a chain of supermarkets through a mutual fund acquisition for two thousand and two hundred million euros.

Calculate and consider the offer, estimating by how much the mutual fund overestimates or underestimates the value of this company. Summarise your decision in the presentation.

Shares for Sale

The parent company of the supermarket chain decides to make the company a public limited company and float it on the stock market. It will have a million shares with an initial value of 500 € per share. Do you think it would be a good idea to invest in some shares? What would be your recommendation?