

APPENDIX B: Monthly Sales figures 2016-2020

2016

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Average	
Abstraction	76624	70611	72206	79476	78078	77724	75234	73322	73808	77414	74902	74812	75350.917	
Production	72103	65879	68399	75423	73593	71288	71586	70133	70381	73933	72800	33823	68278.417	
Production losses	4521	4732	3807	4053	4485	6436	3648	3189	3427	3481	2102	40989	7072.5	
Distribution														
Distribution losses														
Sales: ODK	27871	17005	24084	21592	32191	22723	22724	13078	30548	30074	19014	22563	23622.25	
OTL	11840	8506	9856	12855	9788	9316	11509	11832	11710	14854	17208	5871	11262.083	
OMO	30384	39204	48681	38383	42963	25173	44275	31700	47481	49684	46997	24075	39083.333	
Total sales:	70095	64715	82621	72830	84942	57212	78508	56610	89739	94612	83219	52509	73967.667	

2017

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
Abstraction	75104	66808	66306	56762	68180	71740	75696	76154	74992	78034	71782	79010	860568
Production	71330	61914	63736	61868	72118	74614	73544	73434	71300	73172	65892	70992	833914
Production losses	5.02%	7.33%	3.80%	-5106	-3938	-2874	2.80%	3.57%	4.90%	6.23%	8.20%	10.14%	
Distribution													0
Distribution losses													0
Sales: ODK	42874	18319	19909	29004	21894	31997	18589	31266	118331	30729	25546	18450	406908
OTL	10502	10201	9769	6771	16596	6417	17708	9845	12258	13628	10903	7625	132223
OMO	55822	47778	39333	19141	64437	34398	40837	37346	34929	47865	34929	29006	485821
Total sales:	109198	76298	69011	54916	102927	72812	77134	78457	165518	92222	71378	55081	1024952

2018

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
Abstraction	77672	69644	74578	78278	82277	67558	75188	78063	74591	80503	74287	75623	908262
Production	70296	60958	68810	72310	71704	60034	65734	69216	67902	70878	66218	69606	813666
Production losses	9.49%	9.60%	7.73%	7.62%	12.85%	11.13%	12.57%	11.33%	8.96%	11.96%	10.86%	7.95%	
Distribution													0
Distribution losses													0
Sales: ODK	28764	39774	26117	38857	25881	23383	18925	36271	39090	18398	46820	14606	356886
OTL	24967	7654	13545	10190	18776	12059	15506	14646	12964	12764	12824	7078	162973
OMO	64145	29528	47213	56856	47246	32726	55661	27562	59183	27615	62195	44355	554285
Total sales:	117876	76956	86875	105903	91903	68168	90092	78479	111237	58777	121839	66039	1074144

2019

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
Abstraction	82751	72612	82244	79397	82113	83051	79252	81498	73570	69888	74468	77813	938657
Production	73930	64202	72380	69538	75310	73934	69073	71538	64189	72554	71968	73058	851674
Production losses	11%	11.58%	11.99%	12.42%	8.28%	10.98%	12.84%	12.22%	12.75%		3.35%	6%	
Distribution													0
Distribution losses													0
Sales: ODK	52980	16854	27455		31085	26260	81258		38429	35438	12885	18947	341591
OTL	14918	9978	8608	17711	21029	15919	15807	12858	13950	9714	10981	11474	162947
OMO	41017	57557	42058	102424	48523	46779	46373	80229	41495	41977	40978	60535	649945
OHP	12022	28787	25561	21682	26433	24698	5201	23612	13950	32680	16228	39034	269888
Total sales:	120937	113176	103682	141817	127070	113656	148639	116699	107824	119809	81072	129990	1424371

2020

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Total
Abstraction	64806	65837	73441	77209	78338	74460	75285	80135	79596	78030	80978		828115
Production	61850	58305	60137	63943	64864	62790	63663	68800	67916	72131	71277		715676
Production losses	5%	11.44%	18.11%	17.18%	17.19%	15.67%	15.43%	14.14%	14.67%	7.55%	11.98%		13%
Distribution											83944		83944
Distribution losses													0
Sales: ODK	46976	24187	18795	19698	20621	20980		17967	14621	37788	31349	17917	270899
OTL	3227	20748	9577	10302	8380	6423		15830	16628	24660	25090	20425	161290
OMO	38847	42062	39682	72553	65281	43389		37618	39920	43214	25184	56074	503824
OHP	25968	18936	21930	12902	24912	20830		16891	17285	21019	25258	21894	227825
Total sales:	115018	105933	89984	115455	119194	91622	0		88454	126681	106881	116310	1075532