

Pharma Data Analysis



PSYLIQ



TASK-2

Pharma Sales Analysis Overview

TSA

product

Sales Team

Distributor_Prod...

Sum Of Sales

12bn

Max Sale

74M

Min Sale

-4M

Average Sale

46.44K

Total Quantity

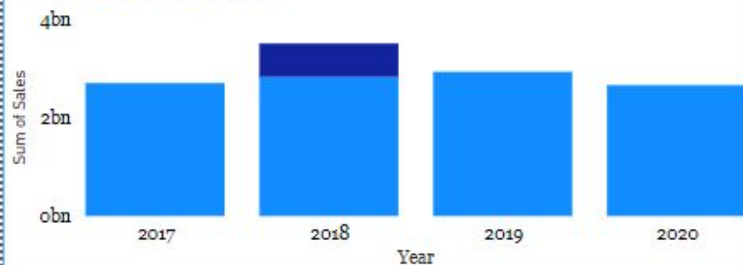
254K

Sum of Sales

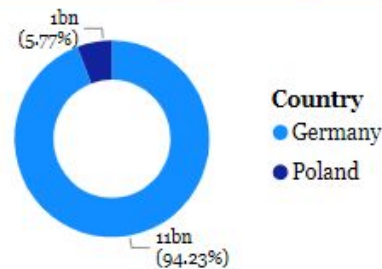
12bn

Sum of Sales by Year and Country

Country ● Germany ● Poland

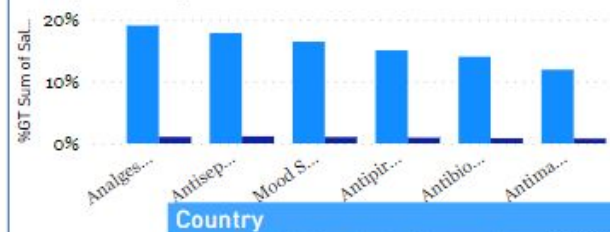


Sum of Sales by Country



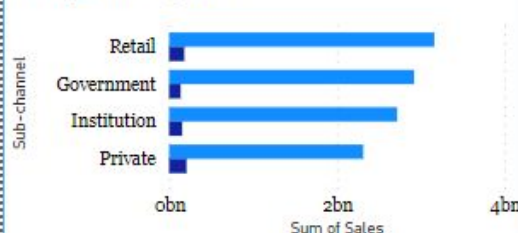
%GT Sum of Sales by Product Class and Country

Country ● Germany ● Poland



Sum of Sales by Sub-channel and Country

Country ● Germany ● Poland



Regional Scale

Channel ● Hospital ● Pharmacy



Country

- ☐ Germany
- ☐ Hospital
- ☐ Government
- ☐ Private
- ☐ Pharmacy
- ☐ Poland

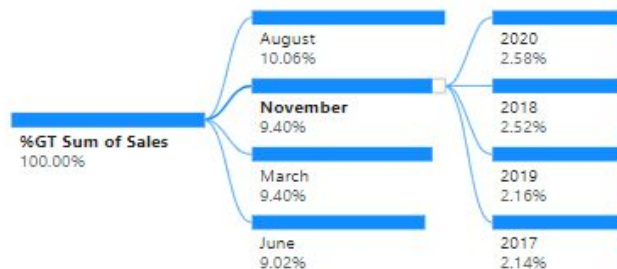
Country



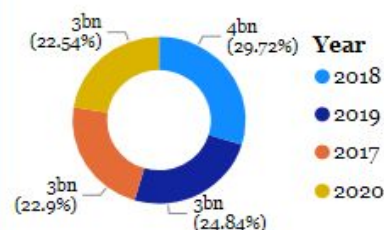


Time Series Analysis of Sales

Month Year
November

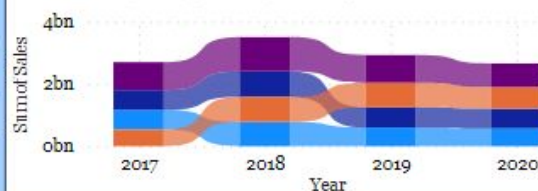


Sum of Sales by Year



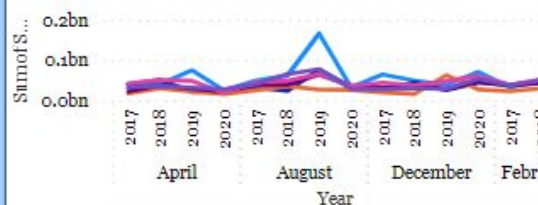
Sum of Sales by Year and Sales Team

Sales Team Alfa Bravo Charlie Delta



Sum of Sales by Month, Year and Product Class

Product Class Analgesics Antibiotics Antimalarial



Year, Month

2017

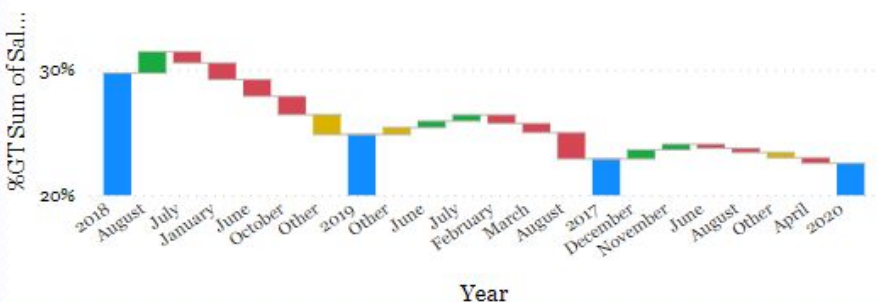
- ☐ April
- ☐ August
- ☐ Decem...
- ☐ Februa...
- ☐ January
- ☐ July
- ☐ June
- ☐ March
- ☐ May
- ☐ Novem...
- ☐ October
- ☐ Septe...

2018

- ☐ April
- ☐ August
- ☐ Decem...
- ☐ Februa...
- ☐ January
- ☐ July
- ☐ June
- ☐ March
- ☐ May
- ☐ Novem...

%GT Sum of Sales and Total Quantity by Year and Month

● Increase ● Decrease ● Total ● Other

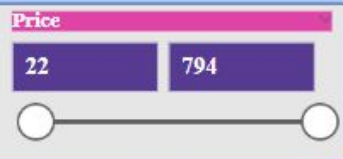


Sum of Sales by Month and Year

Year 2017 2018 2019 2020



Product Sales Summary

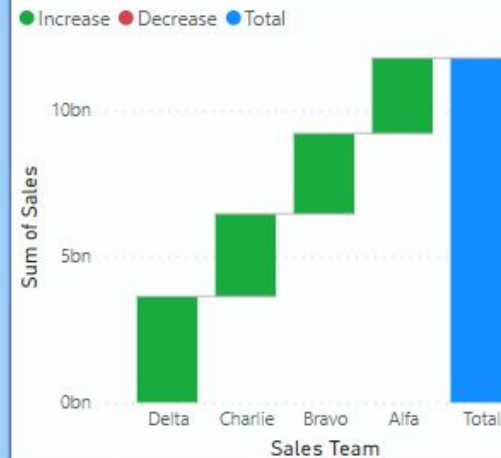


Max Price	Min Price	Total Distributors	Total Products
794	22	29	240

- ☐ Hospital
- ☐ Government
 - ☐ Analgesics
 - ☐ Antibioti...
 - ☐ Antimal...
 - ☐ Antipire...
 - ☐ Antisept...
 - ☐ Mood St...
- ☐ Private
- ☐ Pharmacy
 - ☐ Institution
 - ☐ Retail

Product Class	Product Name	Sum of Price	Sum of Quantity
Antibiotics	Abatatriptan	807K	101K
Antipiretics	Abilovir Aprotasol	289K	127K
Antimalarial	Abobozolid	77K	99K
Antiseptics	Abranatal Lysoprosate	759K	124K
Antiseptics	Abtasol	774K	113K
Antibiotics	Acantaine	75K	109K
Analgesics	Acelimus	794K	116K
Antipiretics	Aciprex	463K	119K
Antimalarial	Aclonuma	484K	102K
Antipiretics	Acubulin	539K	122K
Mood Stabilizers	Acycnafine Microvate	661K	144K
Mood Stabilizers	Acycpex	519K	87K
Antiseptics	Adalatamine	800K	84K
Mood Stabilizers	Adideine	669K	100K

Sum of Sales and Sum of Sales by Sales Team



Top 3 ProductName

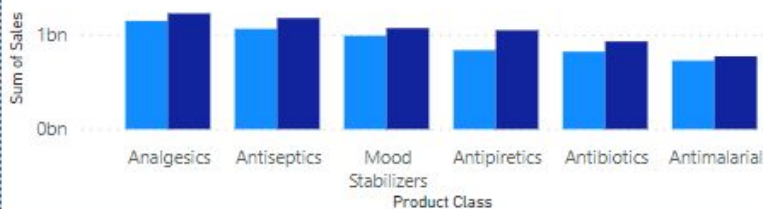
Ionclotide
169083391
Analgesics

Sumanazole
113861431
Analgesics

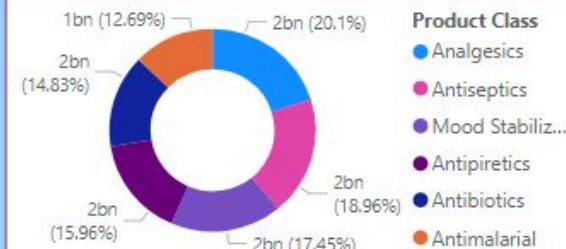
Tetratanyl
126091294
Antimalarial

Sum of Sales by Product Class and Channel

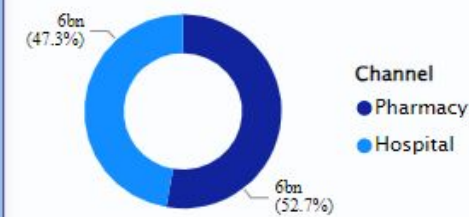
Channel ● Hospital ● Pharmacy



Sum of Sales by Product Class



Sum of Sales by Channel



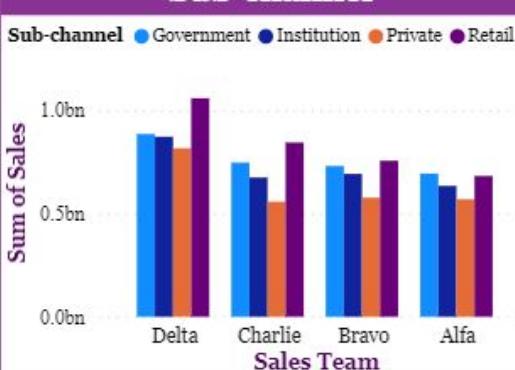


Sales Team Overview

Sum of Sales, Total Products by Distributor, Product Class and Sales Team



Sum of Sales by Sales Team and Sub-channel



Alfa

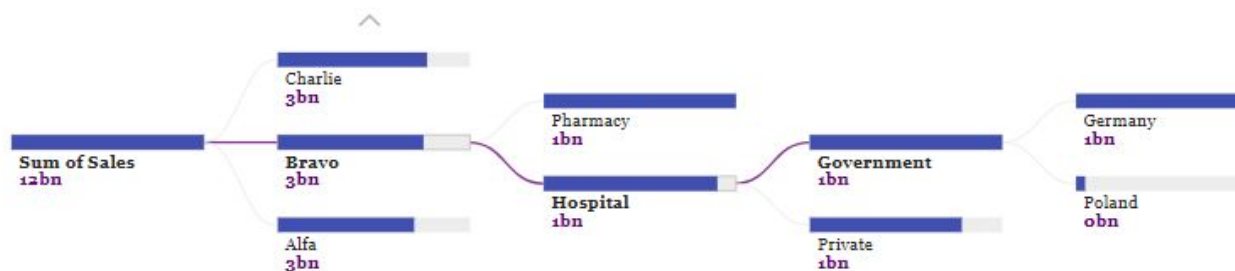
First Sales Team

Sales Team
Bravo

Channel
Hospital

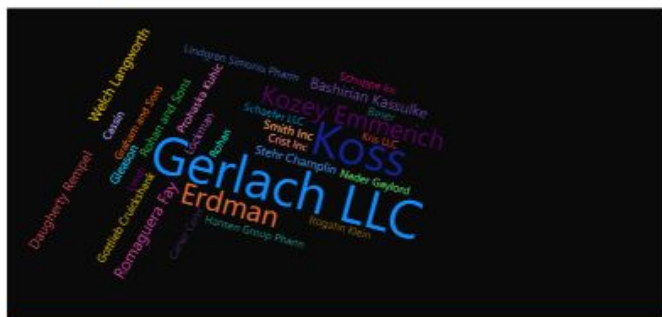
Sub-chan...
Government

Country

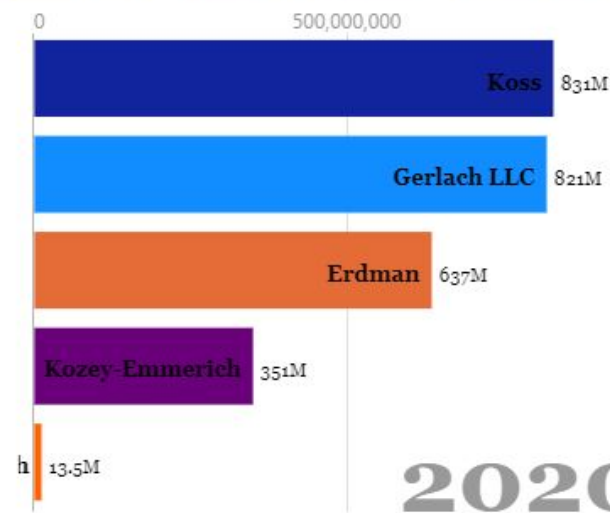


Sales Team	Product Name	Sum of Sales
Alfa	Abatatriptan	23274K
Alfa	Abilovir Aprotasol	6756K
Alfa	Abobozolid	2774K
Alfa	Abranatal Lysoprosate	19026K
Alfa	Abtasol	17347K
Alfa	Acantaine	2180K
Alfa	Acelimus	14614K
Alfa	Aciprex	14406K
Alfa	Aclonuma	11182K
Alfa	Acubulin	20035K
Alfa	Acynafine Microvate	14395K
Alfa	Acycpex	8545K
Total		11798988K

Distributor and Product Summary



Sum of Sales by Distributor and Year



2020

Distributor

- Select all
- Bashirian-Ka...
- Beier
- Carter-Conn
- Cassin
- Crist Inc
- Daugherty-R...
- Erdman
- Gerlach LLC
- Gleason
- Gottlieb-Crui...
- Graham and Sons

Total 10 Distributors

Gerlach LLC

3502M

Koss

3088M

Erdman

1523M

Kozey-Emmerich

1233M

Romaguera-Fay

445M

Bashirian-Kassulke

349M

Welch-Langworth

261M

Daugherty-Rempel

232M

Beier

151M

Rohan and Sons

143M



THANK YOU!