

# REPORT

## Sale & Purchase 2023 Dashboard Chemist Wholesaler D.Dun

This Report is showing the yearly Sale and Purchase Insight of the Chemist wholesaler Originated from Dehradun Uttarakhand working in the field of distributing ayurvedic medicine candidate Showing the data insight and Expression the work experience of the Project.

Data is first Extracted from Erp Software into Excel

Data: 1. PURCHASE, 2. B2B, 3. B2C SALE

### DATA CLENING

#### USING EXCEL

1.Format the cell.

2.Obtain State name through GST number using these step

GSTIN/UIN of Recipient	Column1	Column2	Invoice Number	Invoice date	Invoice Value	Place Of Sup
05ABIPG9371K2ZB	05	=VLOOKUP([@Column1],Table3[#All],2,0)			40051.46	05-Uttarakha
09BHCPK7444N1ZT	09		A000001	01-Apr-2023	28134.18	05-Uttarakha
05AGZPG9677J1ZE	05		PM22002395	01-Apr-2023	15766.21	05-Uttarakha
07ABYFS2697C1ZJ	07		SBP-13/23-24	01-Apr-2023	53358.25	05-Uttarakha
07ABYFS2697C1ZJ	07		SBP-13/23-24	01-Apr-2023	53358.25	05-Uttarakha
07ABYFS2697C1ZJ	07		SBP-13/23-24	01-Apr-2023	53358.25	05-Uttarakha
05AJAPB4265F1ZS	05		SMD000001	01-Apr-2023	9035.06	05-Uttarakha
05AJAPB4265F1ZS	05		SMD000001	01-Apr-2023	9035.06	05-Uttarakha
05AEXPJ4422N1Z0	05		T-0009	01-Apr-2023	9846.00	05-Uttarakha
09AAFFN1421M1Z8	09		0010/23-24	03-Apr-2023	11289.00	05-Uttarakha
09AHXPM2112R1ZK	09		01	03-Apr-2023	3623.00	05-Uttarakha
05ABIPG9371K2ZB	05		23/0008	03-Apr-2023	7934.00	05-Uttarakha
05ASCPK2668N1ZF	05		TTH/2023-24/0009	03-Apr-2023	15318.00	05-Uttarakha
05ASCPK2668N1ZF	05		TTH/2023-24/0009	03-Apr-2023	15318.00	05-Uttarakha
05AHYPG9473E1ZU	05		2479	04-Apr-2023	13825.00	05-Uttarakha
05AARFP361R1ZK	05		W000041	04-Apr-2023	12614.00	05-Uttarakha
05AARFP361R1ZK	05		W000041	04-Apr-2023	12614.00	05-Uttarakha

Column1	Column2
02	HIMACHAL PRADESH
03	PUNJAB
05	UTTARKHAND
06	HARYANA
07	DELHI
09	UTTARPRADESH
24	GUJRAT
26	DADRA AND NAGAR HAVELI
32	KERALA

2. Make the B2B And B2C Sheet Structure same for append purpose.

IMPORT DATA IN POWER BI (DATA SHEETS: PURCHASE, SALE B2B AND B2C)  
GST DATA>TRANSFORM

## POWER QUERY

### Data cleaning

1 Remove extra column from purchase sheet

2. Append the B2b and B2c sale

	ABC GSTIN/UIN of Recipient	ABC State	ABC Invoice Number
1	05ABIPG9371K2ZB	UTTARKHAND	23/0002
2	09BHCPK7444N1ZT	UTTARPRADESH	A000001
3	05AGZPG9677J1ZE	UTTARKHAND	PM22002395
4	07ABYFS2697C1ZJ	DELHI	SBP-13/23-24
5	07ABYFS2697C1ZJ	DELHI	SBP-13/23-24
6	07ABYFS2697C1ZJ	DELHI	SBP-13/23-24
7	05AJAPB4265F1ZS	UTTARKHAND	SMD000001
8	05AJAPB4265F1ZS	UTTARKHAND	SMD000001
9	05AEXPJ4422N1Z0	UTTARKHAND	T-0009
10	09AAFFN1421M1Z8	UTTARPRADESH	0010/23-24

Then,

Close and Apply – Data Load in Power BI

As you will see the Data set according to calendar year but you firm book start according fiscal year so we need to convert the date data type according to fiscal year. With the help of DAX

As Follows:

Table view>New Table

Add column Like Date ,Month, Month sort, Quarter and Financial year  
with fixing the calendar function as follows:

Date

Date	month	month sort	Qtr	FY
01-04-2023 00:00:00	Apr	1	Q1	2023-2024
02-04-2023 00:00:00	Apr	1	Q1	2023-2024
03-04-2023 00:00:00	Apr	1	Q1	2023-2024
04-04-2023 00:00:00	Apr	1	Q1	2023-2024
05-04-2023 00:00:00	Apr	1	Q1	2023-2024
06-04-2023 00:00:00	Apr	1	Q1	2023-2024
07-04-2023 00:00:00	Apr	1	Q1	2023-2024
08-04-2023 00:00:00	Apr	1	Q1	2023-2024
09-04-2023 00:00:00	Apr	1	Q1	2023-2024
10-04-2023 00:00:00	Apr	1	Q1	2023-2024

## Month

File Home Help Table tools Column tools

Name month Format Text

Data type Text

Summarization Don't

Data category Uncat

Structure Formatting Properties

1 month = FORMAT('calendar'[Date], "MMM")

Date	month	month sort	Qtr	FY
01-04-2023 00:00:00	Apr	1	Q1	2023-2024
02-04-2023 00:00:00	Apr	1	Q1	2023-2024
03-04-2023 00:00:00	Apr	1	Q1	2023-2024
04-04-2023 00:00:00	Apr	1	Q1	2023-2024
05-04-2023 00:00:00	Apr	1	Q1	2023-2024
06-04-2023 00:00:00	Apr	1	Q1	2023-2024
07-04-2023 00:00:00	Apr	1	Q1	2023-2024
08-04-2023 00:00:00	Apr	1	Q1	2023-2024
09-04-2023 00:00:00	Apr	1	Q1	2023-2024

## Month Sort

File Home Help Table tools Column tools

Name month sort Format Whole number

Data type Whole number

Summarization Sum

Data category Uncategorized

Structure Formatting Properties

1 month sort = MONTH(EDATE('calendar'[Date], -3))

Date	month	month sort	Qtr	FY
01-04-2023 00:00:00	Apr		1	Q1
02-04-2023 00:00:00	Apr		1	Q1
03-04-2023 00:00:00	Apr		1	Q1
04-04-2023 00:00:00	Apr		1	Q1
05-04-2023 00:00:00	Apr		1	Q1
06-04-2023 00:00:00	Apr		1	Q1
07-04-2023 00:00:00	Apr		1	Q1
08-04-2023 00:00:00	Apr		1	Q1
09-04-2023 00:00:00	Apr		1	Q1
10-04-2023 00:00:00	Apr		1	Q1

## Quarter

File Home Help Table tools Column tools

Name Qtr Format Text

Data type Text

Summarization Don't summarize

Data category Uncategorized

Structure Formatting Properties

1 Qtr = FORMAT(EDATE('calendar'[Date], -3), "QQ")

Date	month	month sort	Qtr	FY
01-04-2023 00:00:00	Apr	1	Q1	2023-2024
02-04-2023 00:00:00	Apr	1	Q1	2023-2024
03-04-2023 00:00:00	Apr	1	Q1	2023-2024
04-04-2023 00:00:00	Apr	1	Q1	2023-2024
05-04-2023 00:00:00	Apr	1	Q1	2023-2024



**Financial year**

File Home Help **Table tools** **Column tools**

Name  Format  Summarization

Data type  \$ % 0.00 Auto Data category

Structure Formatting Properties

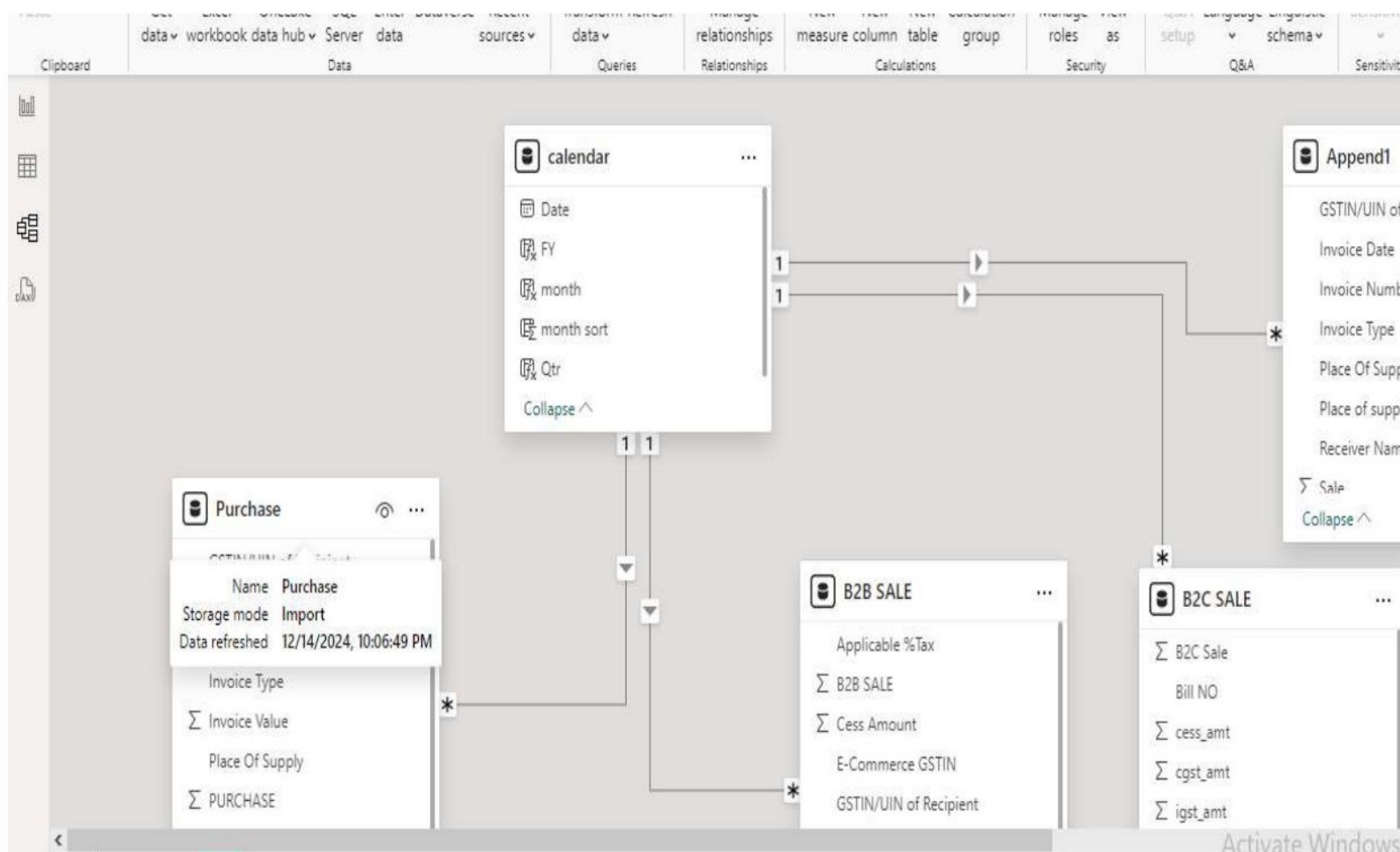
```

1 FY =
2 VAR CHECK = MONTH('calendar'[Date])>=4
3 VAR CY = YEAR('calendar'[Date])
4 VAR NY = YEAR('calendar'[Date])+1
5 VAR PY = YEAR('calendar'[Date])+1
6 RETURN
7 IF(CHECK, CY & "-" & NY,PY & "-" & CY)

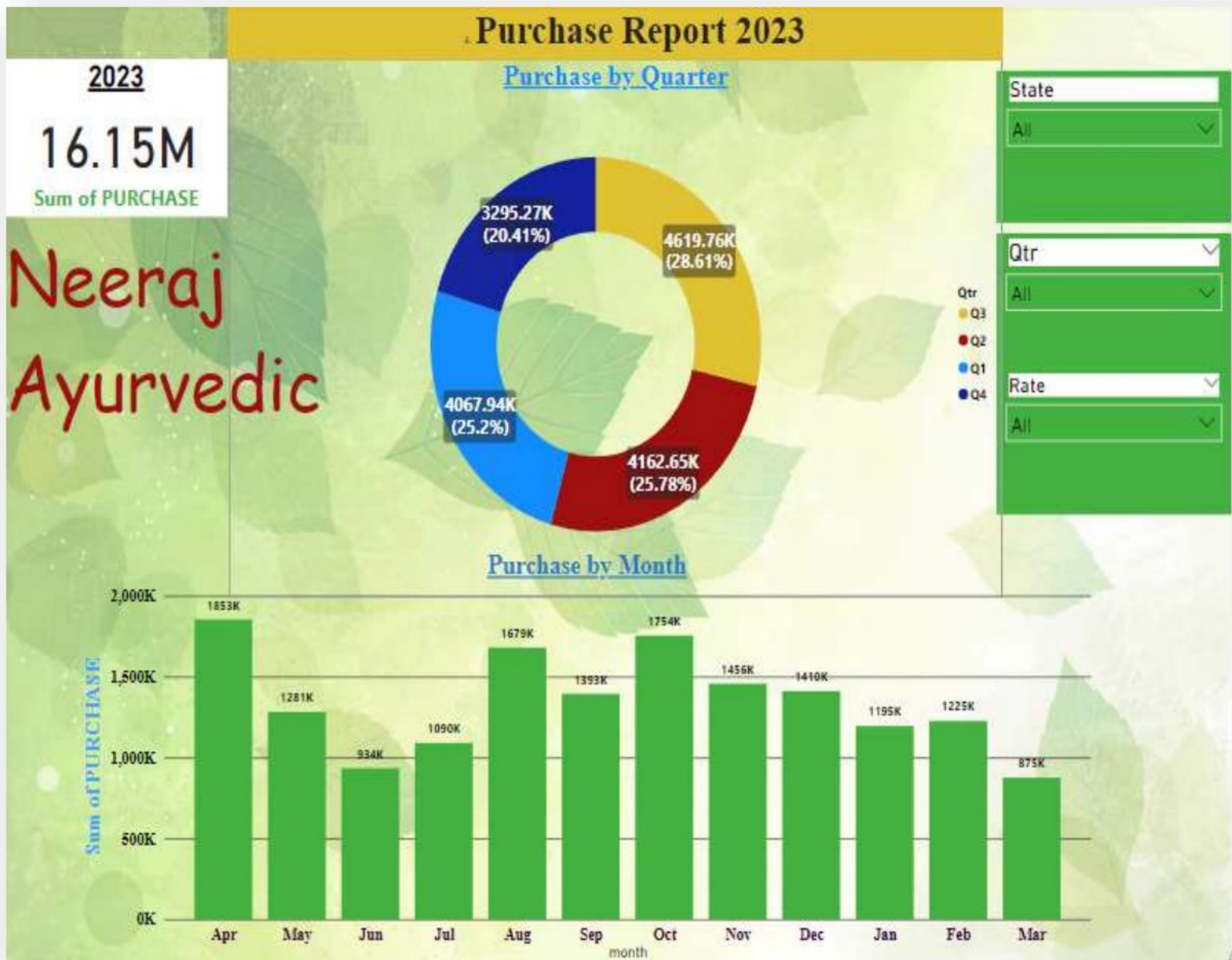
```

Date	month	month sort	Qtr	FY
01-04-2023 00:00:00	Apr	1	Q1	2023-2024
02-04-2023 00:00:00	Apr	1	Q1	2023-2024
03-04-2023 00:00:00	Apr	1	Q1	2023-2024
04-04-2023 00:00:00	Apr	1	Q1	2023-2024
05-04-2023 00:00:00	Apr	1	Q1	2023-2024
06-04-2023 00:00:00	Apr	1	Q1	2023-2024
07-04-2023 00:00:00	Apr	1	Q1	2023-2024

**Then, Go to Model View > Connect them – ( drag and put the invoice date into Date column in calendar model )**  
**As follows:**



Now, come to report view and Purchase and Sale Insight as Follows:



## Sale Report 2023

2023

16.13M

Sum of Sale

10.94M

Sum of B2C Sale

5.19M

Sum of B2B SALE

Sum of Sale by month



month

All

Qtr

All

Sum of B2B SALE and Sum of B2C Sale by month

Sum of B2B SALE Sum of B2C Sale



## Key Findings – 2023 Sales Performance

- **Total Sales Revenue:** ₹1,61,30,000 in 2023.
- **B2C vs B2B Sales:**
  - **B2C Sales:** ₹ 1,09,40,000 (higher contribution).
  - **B2B Sales:** ₹ 59,40,000 (59.4 lakh)
  - **B2C outperformed B2B** in total sales.
- **Sales Volatility:**
  - Sales exhibited **significant fluctuations** throughout the year.
  - Some months experienced a sharp increase, while others saw a decline.
- **Peak Sales Months:** July, August, October, and November recorded the highest sales.
- **Lowest Sales Month:** June had the lowest sales performance.

## Key Findings – 2023 Purchase Analysis

- **Total Purchase Value:** ₹16.15 crore in 2023.
- **Highest Purchasing Quarter: Q3 (July–September) accounted for 28% of total purchases.** Other Qr accounted Q1 25.20% Q2 5.78
- **Peak Purchasing Month: April recorded the highest purchases.**
- **Purchase Volatility:**
  - Purchases fluctuated significantly throughout the year.
  - No consistent trend; some months had sharp increases, while others saw declines.
  - The purchase pattern remained highly flexible, adapting to demand and supply conditions.