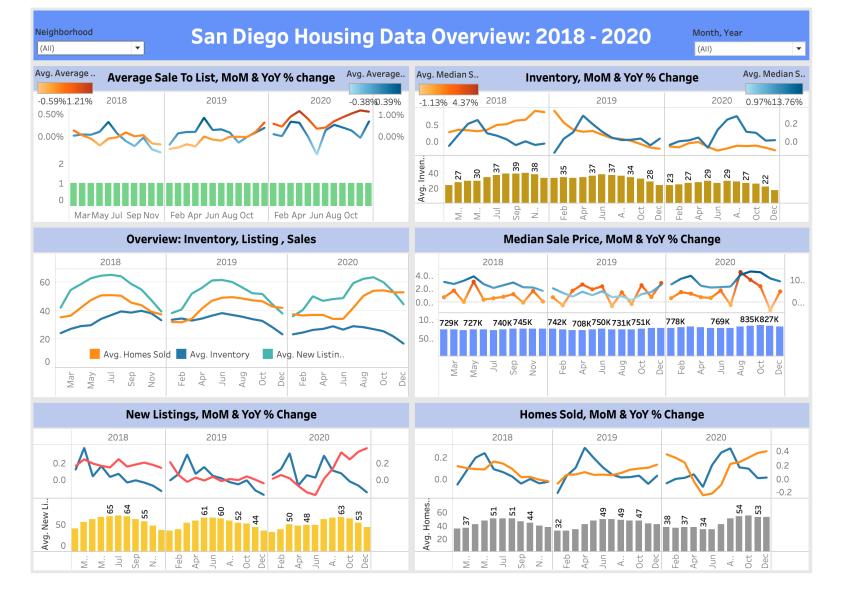
Data Analysis & Dashboards

Using Python & Tableau

Market (AII) ▼ Customer (AII) ▼	REVENUE & PROFIT ANALYSIS FINANCIAL YEAR: 2017-20				Year (AII) ▼ Month (AII) ▼			
Total Revenue 984.81M	Sales Quantity 2,429,282				Profit 24.66M			
Revenue By Market	Profit By	Market	Sales Qu	antity		Custmer Name	Sales Price	Profit
a william		4 200	5 11 1 1 1 1 5			Acclaimed Stores	21,196,727	
Delhi NCR 519.51M	Surat	4.86%	Delhi NCR	988.29K		All-Out	6,068,432	
Mumbai <mark>150.08</mark> M	Patna	4. <mark>12%</mark>	Mumbai 383.64k		- 11	Atlas Stores	16,666,713	
Ahmedab 132.31M	Bhubanesh	3. <mark>98%</mark>	Nagpur <mark>262.09K</mark>			Control	31,771,997	
Bhopal <mark>58</mark> .61M	Bhopal	3. <mark>90%</mark>	Kochi 255.48K		- 11	Electricalsara Stores	413,333,588	9
Nagpur <mark>55</mark> .03M	Kochi	3. <mark>74</mark> %	Ahmedabad <mark>206.93</mark> K			Electricalsbea Stores	336,367	
Kochi	Mumbai	3. <mark>25</mark> %	Bhopal 112.74K			Electricalslance Stor	1,868,461	
Chennai 18.04M	Nagpur	2. <mark>57</mark> %	Hyderabad 77.89K			Electricalslytical	49,644,189	1
Kanpur	Delhi NCR	2.30%	Chennai 50.49K			Electricalsocity	17,489,935	
Hyderabad 7 44M	Ahmedabad	2.15%	Lucknow 27 09K			Electricalsopedia St	10,281,203	
0M 200M 400M	-0.2	-0.1 -0.0	0K	500K	1000K	Electricalsquipo Stor	1,330,361	
			UK		TOOOK	Elite	4.837.239	
Sales Price =	Pr	rofit Margin % \Xi		Sales Qty =		_		
Revenue By Year			Profit Trend			Top 5 Products		
20 2018 2019	2020	115.92M	4 23%		0.04	Prod040	23.58M	
40M 42.52M 35.98M 35.11N		105.53	4.23% BM 92.18M			Prod159 17.6	66M	
30M 27.71M 28.04M	26.38M	2.70%	2.63%	78.97M	0.03 % urgin %	Prod065 16.26	5M	
26.0	26.38M 9.14.71M 23.29M 23.29M	50M 2.31%	2.03%	1.84%	0.03 % brofit Margin %	Prod018 15.60		
0M		0.90%		0.96%		Prod053 15.14 OM 5M		20M
Nov May Aug Nov Feb May	Nov Reb	20 20 20 20	20 20 20 20	20 20 20	0.00		Sales Price \mp	

REGIONAL SALES AND PROFIT ANALYSIS FINANCIAL YEAR: 2017-2020 Category Region Segment Month, Year **Profit % By Product Category Total Revenue** (AII) ▼ (AII) • (AII) ▼ (AII) • \$2,297,201 **Sales Quantity Profit Ratio Profit Ratio Profit Ratio** 37,873 **Profit Ratio** 7.9% 13.5% 11.9% 14.9% **Profit** \$286,397 Central **East** South West Sales Performance Vs Target Above Target **Profit & Profit Ratio % Across Various States Profit By Sub-Category** Below Target Furniture Office S., Technol. **Profit Ratio** 55,618 Copiers Jan Consumer 44,516 Corporate Phones -50.00% 50.00% Home Office Feb Consumer 41,937 Accessories Corporate Home Office 34,054 Paper Consumer Mar Corporate Binders 30,222 Home Office 🔳 33,403 Consumer Apr 24.09% 26,590 Chairs Corporate 395 36.24% Home Office 💻 1,190 827 21,279 Consumer 100 May 30.01% Storage -6.83% 18.86% Corporate 6.25% Home Office 🗐 12,608 **Appliances** 18,138 32.20% 3,317 6,528 Consumer Jun 836 -15.73% Corporate 19.83% -20.33% 28.70% Furnishings 13,059 Home Office ■ 4,009/-17.42% Jul Consumer 1,157 6,964 Envelopes Corporate 34.33% 24.19% Home Office 📕 25,729 2,196 6,528 Art Consumer Aug -15.12% 23.83% Corporate 5,546 Home Office 📕 Labels Consumer Sep Corporate Machines 3,385 Home Office Oct Consumer Fasteners 950 Corporate Home Office ■ -1,189 Supplies Nov Consumer Corporate Home Office -3,473 Bookcases Consumer Dec Corporate Tables -17,725 © 2021 Mapbox © OpenStreetMap Home Office



Market	
(AII)	•
Customer	
(AII)	

REVENUE & PROFIT ANALYSIS

FINANCIAL YEAR: 2017-20

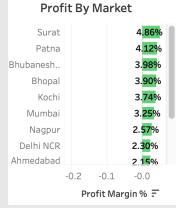
Year	
(AII)	▼
Month	
(AII)	-

Total Revenue 984.81M

Sales Quantity 2,429,282

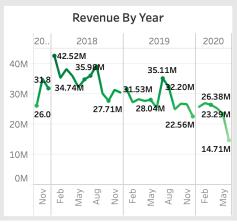
Profit 24.66M

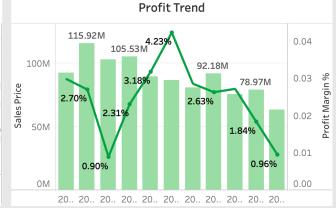


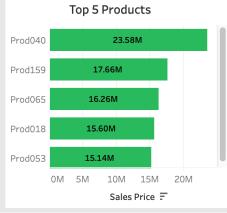




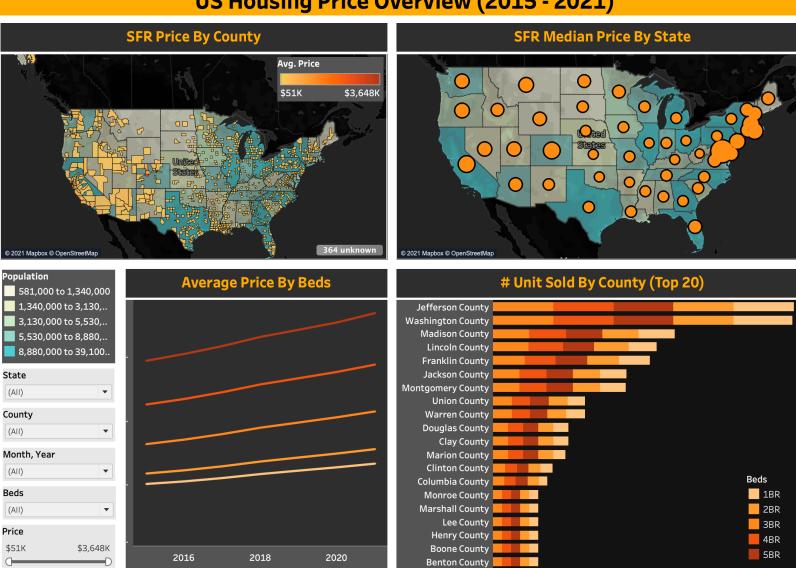
Custmer Name	Sales Price	Profit
Acclaimed Stores	21,196,727	
All-Out	6,068,432	
Atlas Stores	16,666,713	
Control	31,771,997	
Electricalsara Stores	413,333,588	9
Electricalsbea Stores	336,367	
Electricalslance Stor	1,868,461	
Electricalslytical	49,644,189	1
Electricalsocity	17,489,935	
Electricalsopedia St	10,281,203	
Electricalsquipo Stor	1,330,361	
Elite	4.837.239	







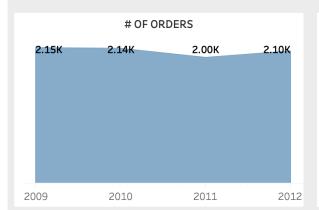
US Housing Price Overview (2015 - 2021)

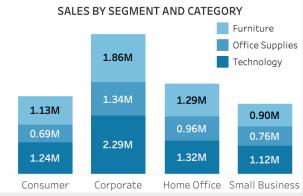


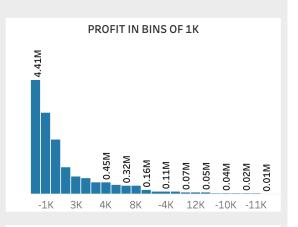


ABC SALES PERFORMANCE

FINANCIAL YEAR: 2009-12



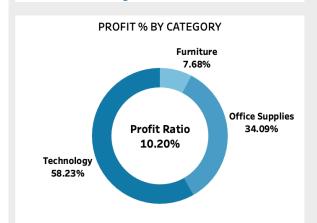


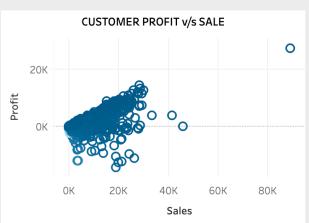


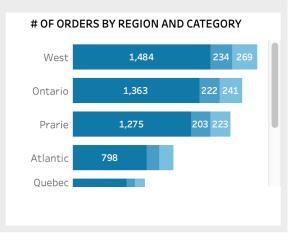
2 DAYS Avg Time To Deliver

4.97%
Avg Discount

26
Avg Ordered Quantity







Market (AII) ▼ Customer (AII) ▼	RI		& PROFIT A		/SIS		Year (AII) Month (AII)	
Total Revenue 984.81M		Sales Quantity 2,429,282			Profit 24.66M			
Revenue By Market Delhi NCR 519.51M Mumbai 150.08M Ahmedab 132.31M Bhopal 58.61M Nagpur 55.03M Kochi 18.81M Chennai 18.04M Kanpur 13.58M Hyderabad 7.44M OM 200M 400M Sales Price =	Profit By Surat Patna Bhubanesh Bhopal Kochi Mumbai Nagpur Delhi NCR Ahmedabad -0.2	4.86% 4.12% 3.98% 3.90% 3.74% 3.25% 2.57% 2.30% 2.15% -0.1 -0.0 rofit Margin % =	Sales Que Delhi NCR Mumbai 383.644 Nagpur 262.09K Kochi 255.48K Ahmedabad 206.93K Bhopal 112.74K Hyderabad 77.89K Chennai 50.49K Lucknow 37.09K OK	988.29K	1000K	Custmer Name Acclaimed Stores All-Out Atlas Stores Control Electricalsara Stores Electricalsbea Stores Electricalslance Stor Electricalslytical Electricalsocity Electricalsopedia St Electricalsquipo Stor Elite	\$\text{Sales Price}\$ 21,196,727 6,068,432 16,666,713 31,771,997 413,333,588 336,367 1,868,461 49,644,189 17,489,935 10,281,203 1,330,361 4.837,239	Profit g
Revenue By Year			Profit Trend			Top 5 P	roducts	
20 2018 2013 40M 31.8 34.74M 31.53M 26.0 27.71M 28.04M	11M 32.20M 26.38M ද	115.92M 100M 2.70% 2.31	4.23% 92.18N 3.18% 2.63%		0.04 % 0.03 % Drolit Wardin % 0.00 0.01	Prod040 Prod159 17.6 Prod065 16.20 Prod018 15.60 Prod053 15.14	5M	

May Aug Nov Feb

May Aug Nov Feb May

OM

0M 5M

0.00

10M 15M 20M

Sales Price

REGIONAL SALES AND PROFIT ANALYSIS

FINANCIAL YEAR: 2017-2020

