



Revenue vs Expenses Analysis – Project Summary

Executive Overview

A comprehensive data analytics project that transformed raw company financial transaction data into actionable business insights. Through detailed revenue and expense analysis, profit/loss computation, and statistical modeling, I identified key profitability trends, calculated financial ratios, and created professional visualizations that demonstrate end-to-end financial analysis capabilities.



Business Problem

Companies often lack clear insight into how discounts, COGS, and operational expenses impact overall profitability. This project addresses that gap by analyzing transactional data to inform pricing strategies, cost management, and revenue optimization decisions.



Key Achievements

Quantitative Results

- Calculated **net sales, profit and loss** for 700+ transactions.
- Identified **majority of profitable segments** and high-loss areas for operational focus.
- Analyzed **discount impact** on net revenue and profit margins.
- Computed **profit margins, COGS ratios and discount rates** for financial health assessment.

Technical Deliverables

- **End-to-End Data Pipeline:** Raw data cleaning → profit/loss calculation → ratio computation → visualization → insights.
- **Profitability Segmentation:** Categorized transactions into Loss, Low, Moderate, High profit segments.
- **Professional Visualizations:** Revenue vs Expenses bar charts, profit distribution histograms, monthly profitability heatmaps.
- **Executive Dashboard:** High-level KPIs for financial monitoring and decision-making.



Technical Approach

Phase 1: Data Engineering

- **Data Cleaning:** Removed currency symbols, commas and handled missing values.
- **Feature Engineering:** Calculated net sales, profit, profit margin, COGS ratio and discount rate.
- **Validation:** Ensured numeric conversion for financial columns and correct handling of negative profit/loss values.

Phase 2: Analytical Modeling

- **Profitability Analysis:** Classified transactions by profit margins and created profit/loss flags.
- **Segment Analysis:** Aggregated revenue, expenses, and profit by segment, month, and product category.
- **Ratio Analysis:** Computed key metrics like profit margin (%) and COGS ratio (%).

Phase 3: Insight Generation

- **Visualization:** Created bar charts, heatmaps, and histograms using Seaborn and Matplotlib.
- **Business Intelligence:** Identified high-profit and loss-generating segments to guide pricing and cost strategies.
- **Stakeholder Reporting:** Generated executive dashboards summarizing financial health.

Business Impact

For Financial Management:

- **Revenue Optimization:** Identified areas where discounts reduce profit disproportionately.
- **Cost Control:** COGS ratio analysis highlights inefficient product lines.
- **Decision Support:** Dashboards provide clear KPIs for pricing, sales, and operations teams.

For Executive Reporting:

- **Profitability Insights:** High-profit and high-loss segments summarized for management review.
- **Trend Monitoring:** Month-over-month revenue vs expense trends clearly visualized.
- **Strategic Planning:** Actionable insights to guide discounting and cost-reduction strategies.

Technologies & Methodologies

Core Technologies

- Python (Pandas, NumPy, Matplotlib, Seaborn)

- Jupyter Notebook for interactive analysis

Analytical Methods

- Financial Analysis: Profit, loss, margin, COGS, discount impact
- Statistical Analysis: Profitability distribution, trend detection
- Data Visualization: Bar charts, histograms, heatmaps for actionable insights



Key Visualizations Created

1. **Revenue vs Expenses Bar Chart** – Compare total revenue and expenses across months and segments.
2. **Profit Distribution Histogram** – Visual representation of profits and losses across transactions.
3. **Monthly Profitability Heatmap** – Monthly trends for different profit segments.
4. **Profitability Segment Analysis** – Distribution of transactions across Loss, Low, Moderate, High profit.



Skills Demonstrated

Technical Excellence

- Data Wrangling: Advanced Pandas operations for financial data cleaning and transformation
- Financial Analysis: Profit/loss calculations, margin analysis, ratio computation
- Visualization: Creation of business-ready charts and dashboards

Business Acumen

- Problem Framing: Translating business questions into financial metrics
- Insight Generation: Actionable recommendations based on profit and expense trends
- Stakeholder Communication: Clear reporting of complex financial performance
- Project Management: End-to-end execution of data analysis workflow



Project Significance

This project demonstrates the ability to:

- Work with real-world financial transaction data
- Apply data analysis methodologies to solve concrete business problems
- Translate technical financial metrics into actionable business insights
- Create reproducible dashboards and visualizations for executive decision-making

Future Enhancements

- Automated dashboards for live financial monitoring
- Predictive modeling for revenue forecasting and discount optimization
- Integration with additional operational data for deeper cost analysis
- Interactive visualization tools for executive decision support

Contact & Links

Abdullahi Mikail Isa

Data Scientist & Financial Modeler

[\[Portfolio Website\]](#) | [\[LinkedIn Profile\]](#) | [\[Email Address\]](#)

Project Repository: [\[GitHub Link\]](#)

Live Demo: [\[Google Colab Notebook\]](#)

"Transforming transactional data into actionable business intelligence through rigorous analysis and clear communication."