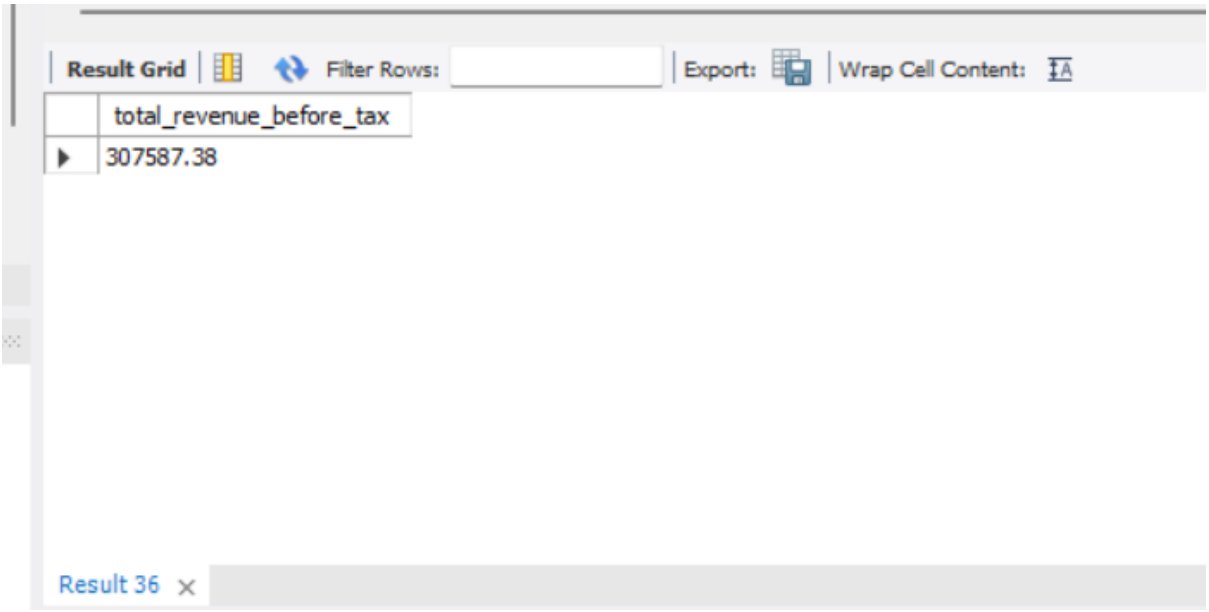
# WALMART SALES ANALYSIS

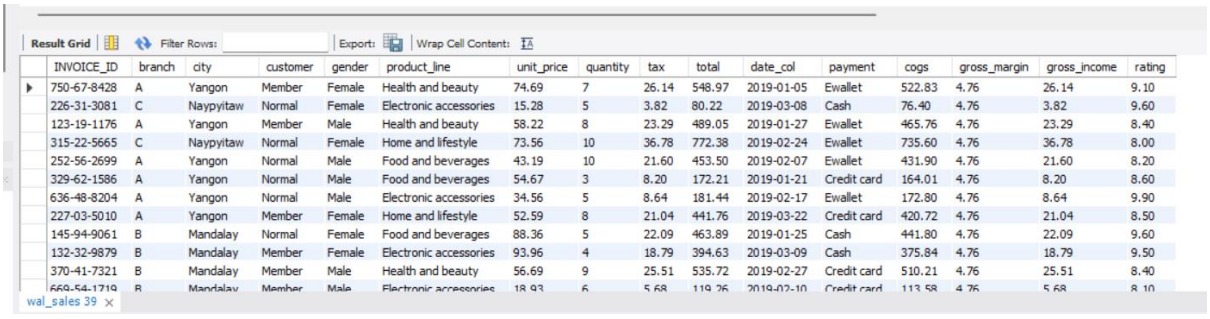
**# REVENUE BEFORE TAX**

select sum(unit_price*quantity) as total_revenue_before_tax from wal_sales;




**# NO. OF ORDERS IN WHICH PEOPLE ARE SATISFIED**

select * from wal_sales where rating >= 8.0;



Result Grid | Filter Rows: | Export: | Wrap Cell Content:

| INVOICE_ID | branch | city | customer | gender | product_line | unit_price | quantity | tax | total | date_col | payment | cogs | gross_margin | gross_income | rating |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 750-67-8428 | A | Yangon | Member | Female | Health and beauty | 74.69 | 7 | 26.14 | 548.97 | 2019-01-05 | Ewallet | 522.83 | 4.76 | 26.14 | 9.10 |
| 226-31-3081 | C | Naypyitaw | Normal | Female | Electronic accessories | 15.28 | 5 | 3.82 | 80.22 | 2019-03-08 | Cash | 76.40 | 4.76 | 3.82 | 9.60 |
| 123-19-1176 | A | Yangon | Member | Male | Health and beauty | 58.22 | 8 | 23.29 | 489.05 | 2019-01-27 | Ewallet | 465.76 | 4.76 | 23.29 | 8.40 |
| 315-22-5665 | C | Naypyitaw | Normal | Female | Home and lifestyle | 73.56 | 10 | 36.78 | 772.38 | 2019-02-24 | Ewallet | 735.60 | 4.76 | 36.78 | 8.00 |
| 252-56-2699 | A | Yangon | Normal | Male | Food and beverages | 43.19 | 10 | 21.60 | 453.50 | 2019-02-07 | Ewallet | 431.90 | 4.76 | 21.60 | 8.20 |
| 329-62-1586 | A | Yangon | Normal | Male | Food and beverages | 54.67 | 3 | 8.20 | 172.21 | 2019-01-21 | Credit card | 164.01 | 4.76 | 8.20 | 8.60 |
| 636-48-8204 | A | Yangon | Normal | Male | Electronic accessories | 34.56 | 5 | 8.64 | 181.44 | 2019-02-17 | Ewallet | 172.80 | 4.76 | 8.64 | 9.90 |
| 227-03-5010 | A | Yangon | Member | Female | Home and lifestyle | 52.59 | 8 | 21.04 | 441.76 | 2019-03-22 | Credit card | 420.72 | 4.76 | 21.04 | 8.50 |
| 145-94-9061 | B | Mandalay | Normal | Female | Food and beverages | 88.36 | 5 | 22.09 | 463.89 | 2019-01-25 | Cash | 441.80 | 4.76 | 22.09 | 9.60 |
| 132-32-9879 | B | Mandalay | Member | Female | Electronic accessories | 93.96 | 4 | 18.79 | 394.63 | 2019-03-09 | Cash | 375.84 | 4.76 | 18.79 | 9.50 |
| 370-41-7321 | B | Mandalay | Member | Male | Health and beauty | 56.69 | 9 | 25.51 | 535.72 | 2019-02-27 | Credit card | 510.21 | 4.76 | 25.51 | 8.40 |
| 669-54-1719 | B | Mandalay | Member | Male | Electronic accessories | 18.93 | 6 | 5.68 | 119.26 | 2019-02-10 | Credit card | 113.58 | 4.76 | 5.68 | 8.10 |

wal_sales 39

**# POPULAR PAYMENT METHODS USED BY PEOPLE**

select payment , count(payment) as methods from wal_sales group by payment;

```
18 •  select payment , count(payment) as methods from wa
19
```

Result Grid | Filter Rows: | Export: | Wrap Cell

| payment | methods |
|---|---|
| Cash | 344 |
| Credit card | 311 |
| Ewallet | 345 |

**# CUSTOMER SEGMENTATION ON THE BASIS OF GENDER**

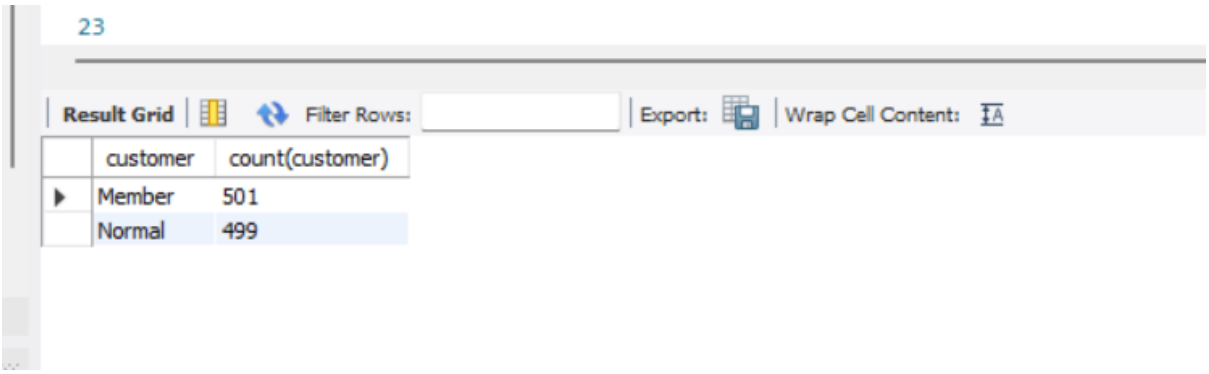
select gender, count(gender) from wal_sales group by gender;

Result Grid | Filter Rows: | Export: | Wrap Cell Content:

| gender | count(gender) |
|---|---|
| Female | 501 |
| Male | 499 |

**# DIFFERENCE BETWEEN MEMBER AND NORMAL CUSTOMERS**

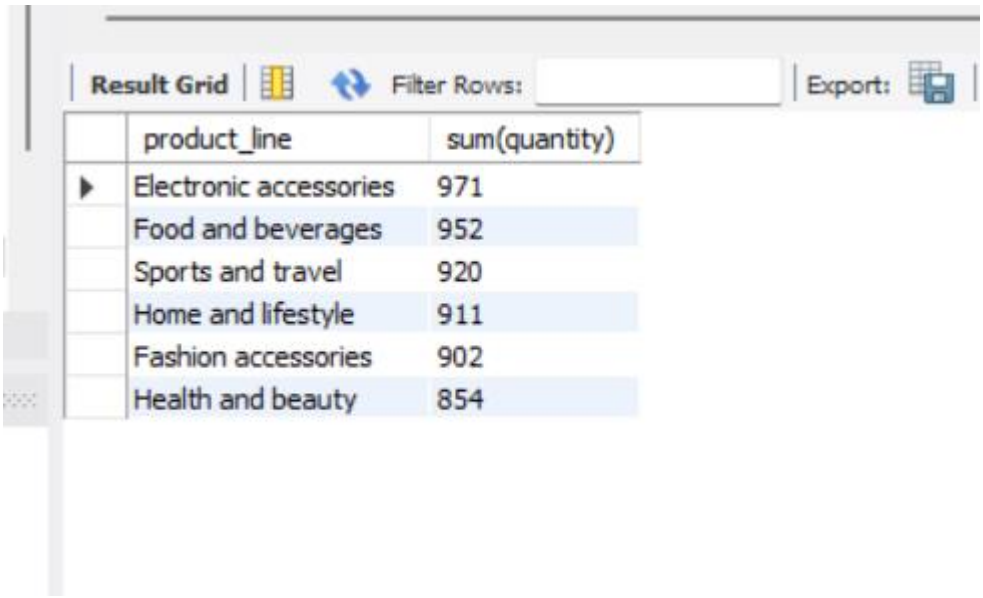
select customer , count(customer) from wal_sales group by customer;




| customer | count(customer) |
|---|---|
| Member | 501 |
| Normal | 499 |

**# MOST TYPE OF PRODUCTS SOLD**

select product_line , sum(quantity) from wal_sales group by product_line order  by sum(quantity) desc;




| product_line | sum(quantity) |
|---|---|
| Electronic accessories | 971 |
| Food and beverages | 952 |
| Sports and travel | 920 |
| Home and lifestyle | 911 |
| Fashion accessories | 902 |
| Health and beauty | 854 |

**# PERCENTAGE OF TYPE OF PRODUCTS SOLD**

```
SELECT
   product_line,
   ROUND(SUM(quantity) * 100 / (SELECT
               SUM(quantity)
            FROM
               wal_sales),
         2) AS percentage_share
FROM
   wal_sales
GROUP BY product_line
ORDER BY percentage_share DESC;
```

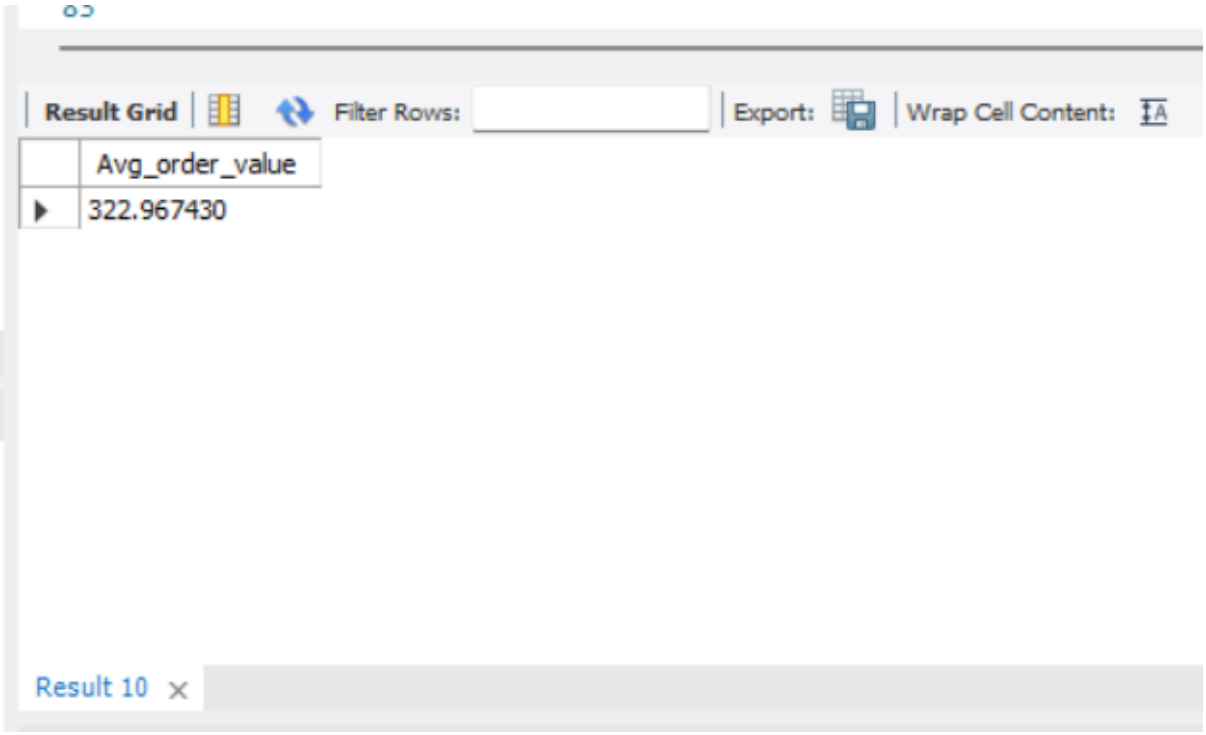
```
28      ROUND(SUM(quantity) * 100 / (SELECT
29                  SUM(quantity)
```

Result Grid | Filter Rows: | Export: | Wrap Cell Content:

| product_line | percentage_share |
|---|---|
| Electronic accessories | 17.62 |
| Food and beverages | 17.28 |
| Sports and travel | 16.70 |
| Home and lifestyle | 16.53 |
| Fashion accessories | 16.37 |
| Health and beauty | 15.50 |

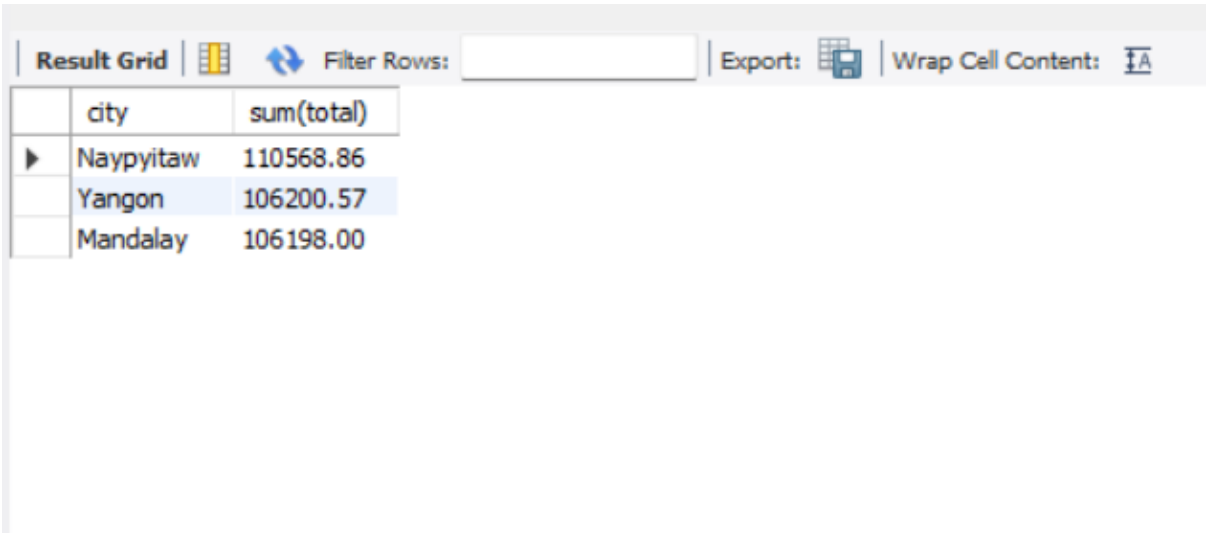
**# AVERAGE ORDER VALUE**

select (sum(total)) / count(distinct invoice_id) as Avg_order_value from wal_sales;




**# REVENUE BY CITY**

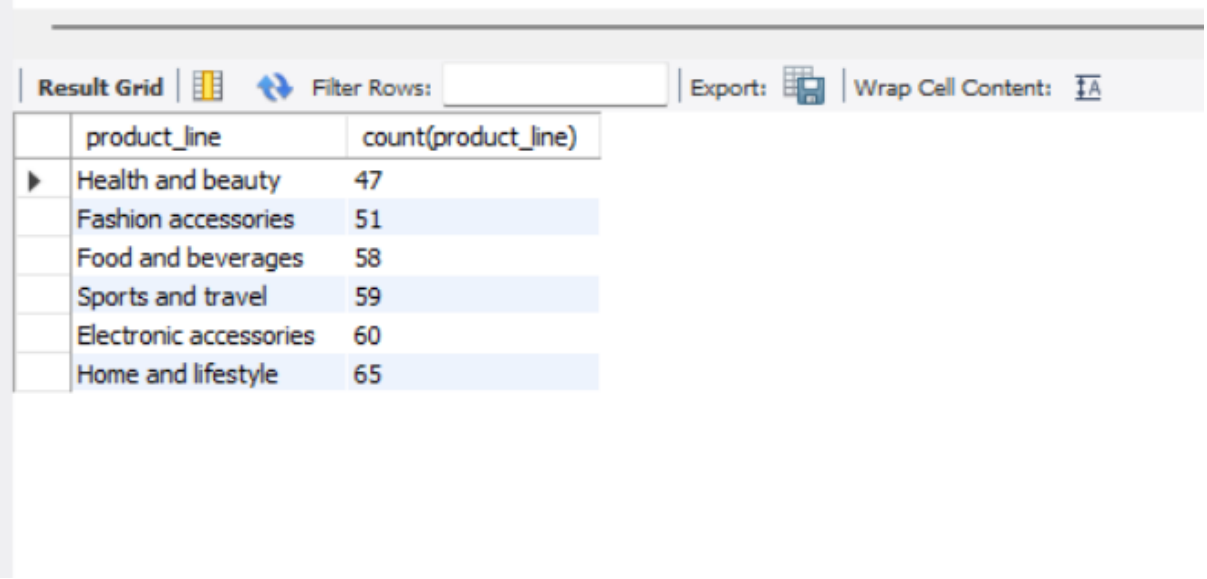
select city , sum(total) from wal_sales group by city order by sum(total) desc;



**# MOSTV POPULAR PRODUCTS AS PER CITY**

**1)YANGON**

select product_line, count(product_line) from wal_sales where city = 'yangon' group by product_line order by count(product_line);

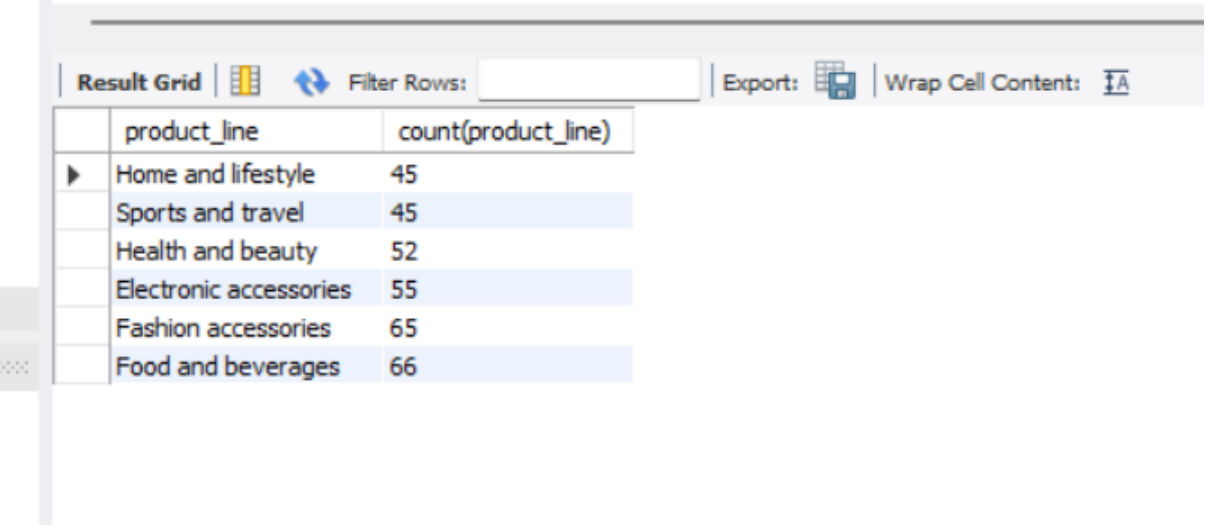


Result Grid | Filter Rows: | Export: | Wrap Cell Content:

| product_line | count(product_line) |
|---|---|
| Health and beauty | 47 |
| Fashion accessories | 51 |
| Food and beverages | 58 |
| Sports and travel | 59 |
| Electronic accessories | 60 |
| Home and lifestyle | 65 |

**2) NAYPYITAW**

select product_line, count(product_line) from wal_sales where city = 'naypyitaw' group by product_line order by count(product_line);

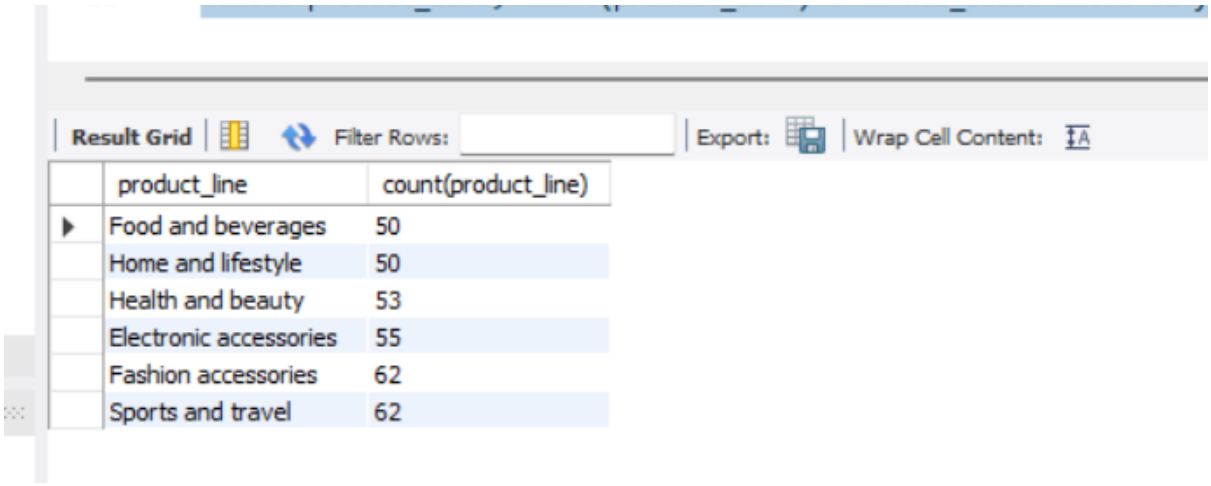


Result Grid | Filter Rows: | Export: | Wrap Cell Content:

| product_line | count(product_line) |
|---|---|
| Home and lifestyle | 45 |
| Sports and travel | 45 |
| Health and beauty | 52 |
| Electronic accessories | 55 |
| Fashion accessories | 65 |
| Food and beverages | 66 |

**3) MANDALAY**

select product_line, count(product_line) from wal_sales where city = 'mandalay' group by product_line order by count(product_line);



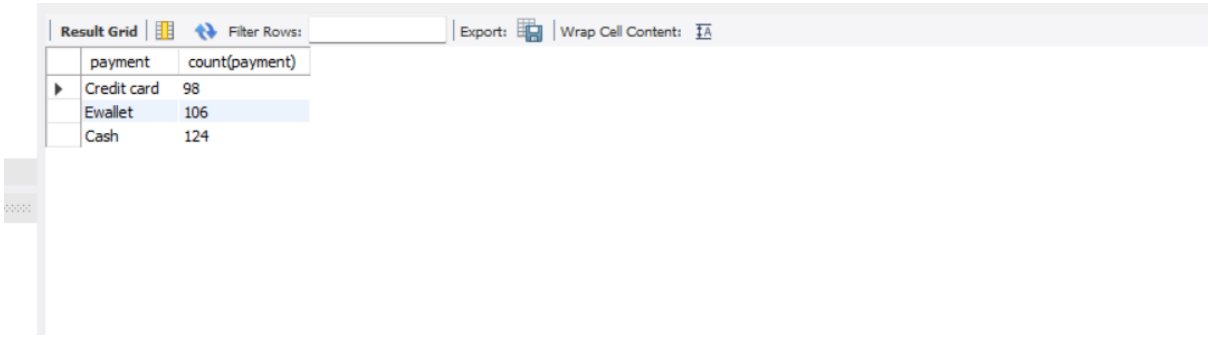
Result Grid | Filter Rows: | Export: | Wrap Cell Content:

| product_line | count(product_line) |
|---|---|
| Food and beverages | 50 |
| Home and lifestyle | 50 |
| Health and beauty | 53 |
| Electronic accessories | 55 |
| Fashion accessories | 62 |
| Sports and travel | 62 |

**# NO.OF CUSTOMERS USING PAYMENT METHODS IN DIFFERENT CITIES**

**1) NAYPYITAW**

select payment, count(payment) from wal_sales where city = 'naypyitaw' group by payment order by count(payment);

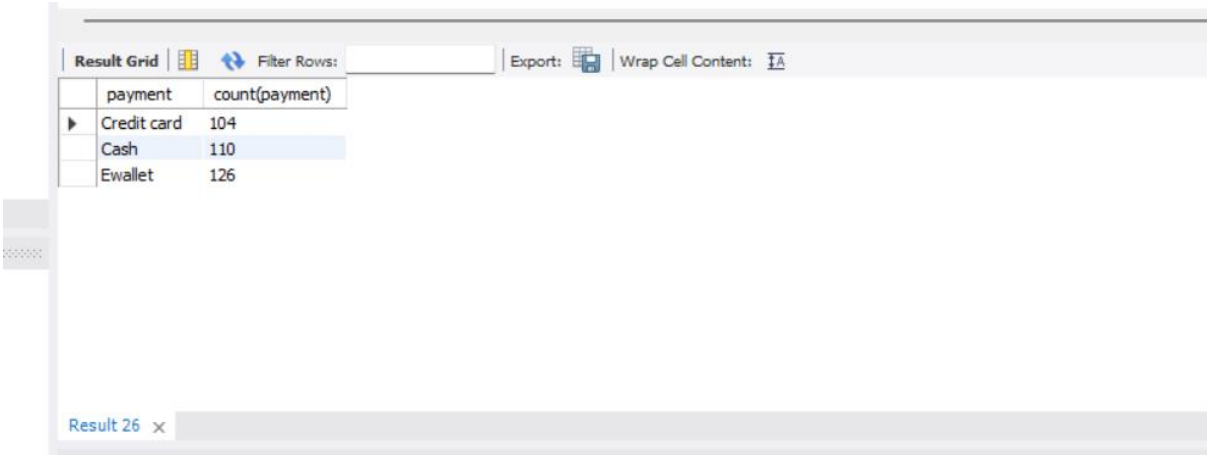


Result Grid | Filter Rows: | Export: | Wrap Cell Content:

| payment | count(payment) |
|---|---|
| Credit card | 98 |
| Ewallet | 106 |
| Cash | 124 |

**2) YANGON**

select payment, count(payment) from wal_sales where city = 'yangon' group by payment order by count(payment);




### 3) MANDALAY

select payment, count(payment) from wal_sales where city = 'mandalay' group by payment order by count(payment);