





## PART:2 OF

# FINANCIAL ANALYTICS for AtliQ Hardwares using MySQL

## TASK 1

Get top 5 market by net sales in fiscal year 2021

```
1 • SELECT
2     market,
3     round(sum(net_sales)/1000000,2) as net_sales_mln
4 FROM gdb0041.net_sales
5 where fiscal_year=2021
6 group by market
7 order by net_sales_mln desc
8 limit 5
9
```

result Grid		 Filter Rows: <input type="text"/>	Export: 	Wrap Cell Content: 	Fetch rows: <input type="text"/>
market	net_sales_mln				
India	210.67				
South Korea	64.01				
Philippines	41.88				
China	29.87				
Australia	27.60				

## TASK:2

Stored proc to get top n markets by net sales for a given year

```

1 • CREATE DEFINER=`root`@`localhost` PROCEDURE `get_top_n_markets_by_net_sales`(
2     in_fiscal_year INT,
3     in_top_n INT
4 )
5 BEGIN
6     SELECT
7         market,
8         round(sum(net_sales)/1000000,2) as net_sales_mln
9     FROM net_sales
10    where fiscal_year=in_fiscal_year
11    group by market
12    order by net_sales_mln desc
13    limit in_top_n;
14 END

```

Call stored procedure gdb0041.get\_top\_n\_markets\_by\_ne...

Enter values for parameters of your procedure and click <Execute> to create an SQL editor and run the call:

in\_fiscal\_year  [IN] INT

in\_top\_n  [IN] INT

## RESULT

```

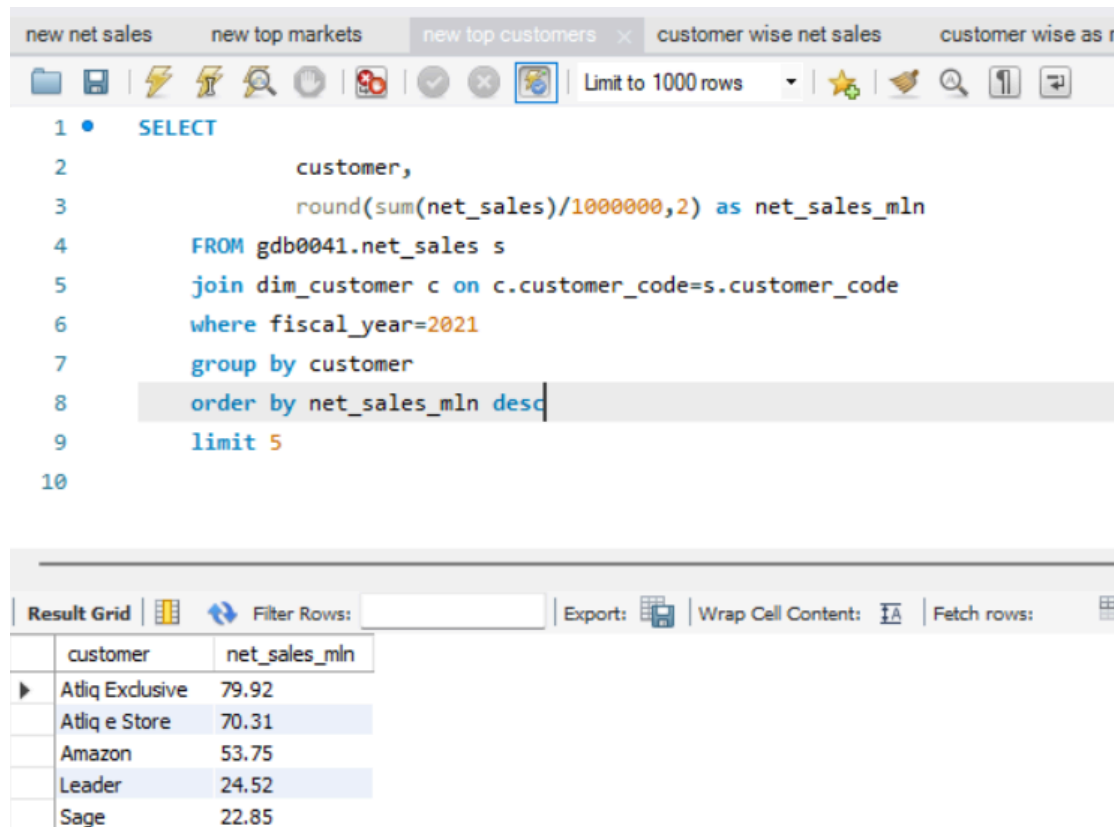
1 • call gdb0041.get_top_n_markets_by_net_sales(2019, 5);
2

```

Result Grid		
Filter Rows: <input type="text"/>		
Export: <input type="button" value=""/>		
Wrap Cell Content: <input type="button" value=""/>		
market	net_sales_mln	
India	37.77	
South Korea	15.69	
Philippines	6.95	
Australia	4.74	
Indonesia	3.09	

# TASK:3

## TOP 5 Customers by Net Sales



The screenshot shows a SQL IDE interface with a query editor and a result grid. The query editor contains the following SQL code:

```
1 • SELECT
2     customer,
3     round(sum(net_sales)/1000000,2) as net_sales_mln
4 FROM gdb0041.net_sales s
5 join dim_customer c on c.customer_code=s.customer_code
6 where fiscal_year=2021
7 group by customer
8 order by net_sales_mln desc
9 limit 5
10
```

The result grid displays the following data:

customer	net_sales_mln
Atliq Exclusive	79.92
Atliq e Store	70.31
Amazon	53.75
Leader	24.52
Sage	22.85

# TASK:4

Stored procedure that takes market, fiscal\_year and top n as an input and returns top n customers by net sales in that given fiscal year and market

```

1 • CREATE DEFINER=`root`@`localhost` PROCEDURE `get_top_n_customers_by_net_sales`(
2     in_market VARCHAR(45),
3     in_fiscal_year INT,
4     in_top_n INT
5 )
6 BEGIN
7     select
8         customer,
9         round(sum(net_sales)/1000000,2) as net_sales_mln
10    from net_sales s
11   join dim_customer c
12     on s.customer_code=c.customer_code
13  where
14     s.fiscal_year=in_fiscal_year
15    and s.market=in_market
16  group by customer
17  order by net_sales_mln desc
18  limit in_top_n;
19 END

```

Call stored procedure gdb0041.get\_top\_n\_customers\_by\_...

Enter values for parameters of your procedure and click <Execute> to create an SQL editor and run the call:

in\_market  [IN] VARCHAR(45)

in\_fiscal\_year  [IN] INT

in\_top\_n  [IN] INT

## RESULT

```

1 • . gdb0041.get_top_n_customers_by_net_sales('australia', 2021, 5);
2

```

customer	net_sales_mln
Atliq Exclusive	4.48
Atliq e Store	3.98
Digimarket	3.97
Amazon	3.95
Electricalsociety	3.94

## TASK:5

find out customer wise net sales percentage contribution

new net invoice sales   new net sales   new top markets   new top customers   **customer wise net sales** x

Limit to 1000 rows

```

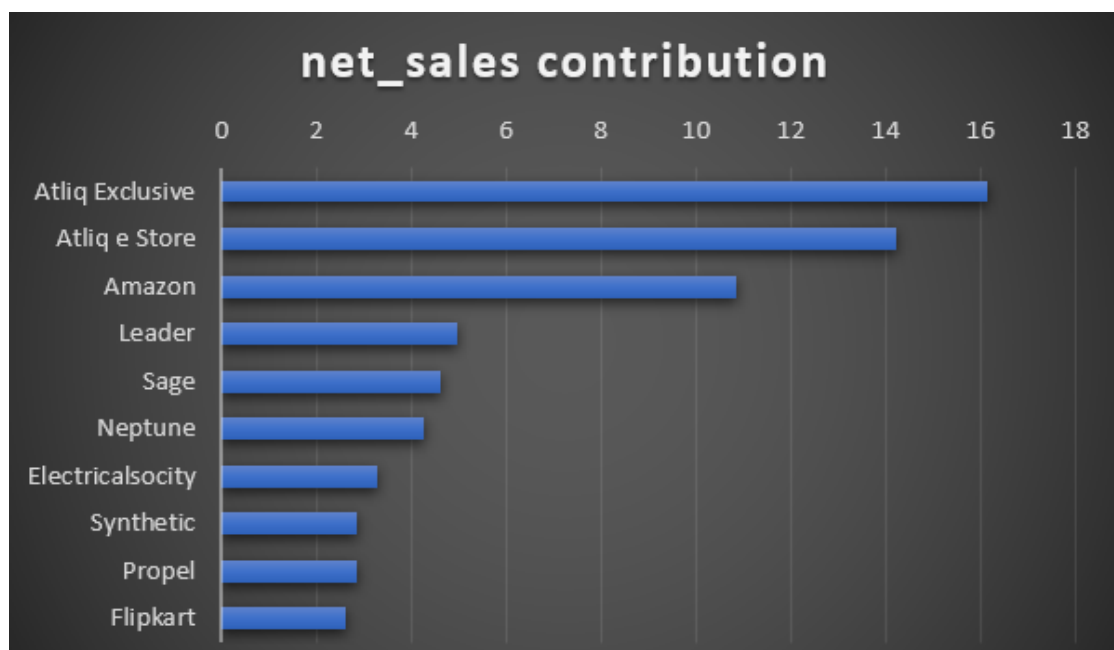
1 with cte1 as (
2     select
3         customer,
4         round(sum(net_sales)/1000000,2) as net_sales_mln
5     from net_sales s
6     join dim_customer c
7     on s.customer_code=c.customer_code
8     where s.fiscal_year=2021
9     group by customer)
10 select
11     *,
12     net_sales_mln*100/sum(net_sales_mln) over() as pct_net_sales
13 from cte1
14 order by net_sales_mln desc
15

```

Result Grid   Filter Rows:   Export:   Wrap Cell Content: [TA](#)

	customer	net_sales_mln	pct_net_sales
▶	Atliq Exclusive	79.92	16.159165
	Atliq e Store	70.31	14.216103
	Amazon	53.75	10.867807
	Leader	24.52	4.957742
	Sage	22.85	4.620082
	Neptune	21.01	4.248049

after exporting the result to excel file and creating visual



## TASK:6

find out top customers net sales percentage contribution region wise

new net invoice sales

new net sales

new top markets

new top customers

customer wise net sales

customer wise as region

Limit to 1000 rows

```

1 with cte1 as (
2     select
3         c.customer,
4         c.region,
5         round(sum(net_sales)/1000000,2) as net_sales_mln
6     from gdb0041.net_sales n
7     join dim_customer c
8     on n.customer_code=c.customer_code
9     where fiscal_year=2021
10    group by c.customer, c.region)
11    select
12        *,
13        net_sales_mln*100/sum(net_sales_mln) over (partition by region) as pct_share_region
14    from cte1
15    order by region, pct_share_region desc
16

```

Result Grid

Filter Rows:

Export:

Wrap Cell Contents:

	customer	region	net_sales_mln	pct_share_region
▶	Amazon	APAC	53.75	12.416262
	Atliq Exclusive	APAC	51.58	11.914992
	Atliq e Store	APAC	36.97	8.540079
	Leader	APAC	24.52	5.664126
	Sage	APAC	22.85	5.278355
	Neptune	APAC	21.01	4.853315

Result 1

after exporting the result to excel file and creating visual( visual is for APAC region)



TASK:7

Find out top 3 products from each division by total quantity sold in a given year

```

1 • with cte1 as /*top 3 products by division as per quantity sold*/
2   (select
3       p.division,
4       p.product,
5       sum(sold_quantity) as total_qty
6   from fact_sales_monthly s
7   join dim_product p
8       on p.product_code=s.product_code
9   where fiscal_year=2021
10  group by p.product,division
11  ),
12  cte2 as
13  (
14      select *,
15          dense_rank() over (partition by division order by total_qty
16                          from cte1
17                      )
18      select * from cte2 where drnk<=3
19

```

division	product	total_qty	drnk
N & S	AQ Pen Drive DRC	2034569	1
N & S	AQ Digit SSD	1240149	2
N & S	AQ Clx1	1238683	3
P & A	AQ Gamers Ms	2477098	1
P & A	AQ Maxima Ms	2461991	2
P & A	AO Master wireless x1 Ms	2448784	3

## TASK:9

Creating stored procedure for the above query

```

1 • CREATE DEFINER=`root`@`localhost` PROCEDURE `get_top_n_products_per_division_by_qty_sold`(
2     in_fiscal_year INT,
3     in_top_n INT
4 )
5 BEGIN
6     with cte1 as (
7         select
8             p.division,
9             p.product,
10            sum(sold_quantity) as total_qty
11        from fact_sales_monthly s
12        join dim_product p
13            on p.product_code=s.product_code
14        where fiscal_year=in_fiscal_year
15        group by p.product,p.division),
16        cte2 as (
17            select
18                *,
19                dense_rank() over (partition by division order by total_qty desc) as drnk
20            from cte1)
21        select * from cte2 where drnk <= in_top_n;
22 END

```

Call stored procedure gdb0041.get\_top\_n\_products\_per...

Enter values for parameters of your procedure and click <Execute> to create an SQL editor and run the call:

in\_fiscal\_year

2021

[IN] INT

in\_top\_n

5

[IN] INT

Execute

Cancel

RESULT

```
1 • call gdb0041.get_top_n_products_per_division_by_qty_sold(2021, 5);
2
```

Result Grid				
Filter Rows:		Export:	Wrap Cell Content:	
division	product	total_qty	drnk	
N & S	AQ Pen Drive DRC	2034569	1	
N & S	AQ Digit SSD	1240149	2	
N & S	AQ Clx1	1238683	3	
N & S	AQ Neuer SSD	1225985	4	
N & S	AQ Clx2	1201025	5	
P & A	AQ Gamers Ms	2477098	1	
P & A	AQ Maxima Ms	2461991	2	
P & A	AQ Master wireless x1 Ms	2448784	3	
P & A	AQ Master wired x1 Ms	2447468	4	
P & A	AQ Lite Ms	2443425	5	
PC	AQ Digit	135092	1	