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
```

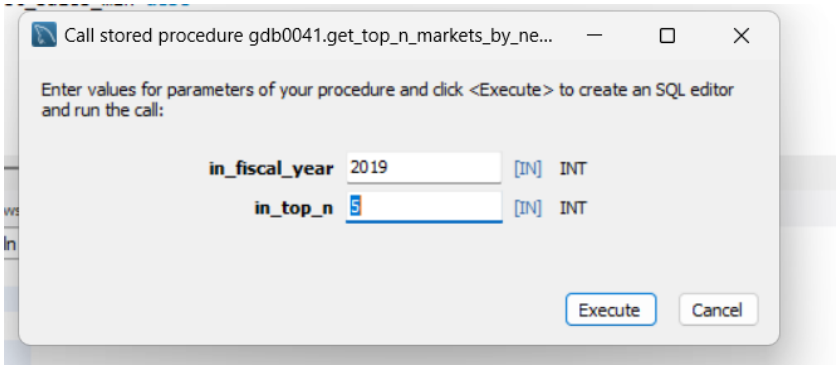
esult Grid | Filter Rows: | Export: | Wrap Cell Content: | Fetch rows:

market	net_sales_mln
India	210.67
South Korea	64.01
Philiphines	41.88
China	29.87
Australia	27.60

TASK:2

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

```sql
CREATE DEFINER=`root`@`localhost` PROCEDURE `get_top_n_markets_by_net_sales`(
		in_fiscal_year INT,
		in_top_n INT
    )
BEGIN
		SELECT
			market,
			round(sum(net_sales)/1000000,2) as net_sales_mln
		FROM net_sales
		where fiscal_year=in_fiscal_year
		group by market
		order by net_sales_mln desc
		limit in_top_n;
	END
```



RESULT

```sql
call gdb0041.get_top_n_markets_by_net_sales(2019, 5);
```

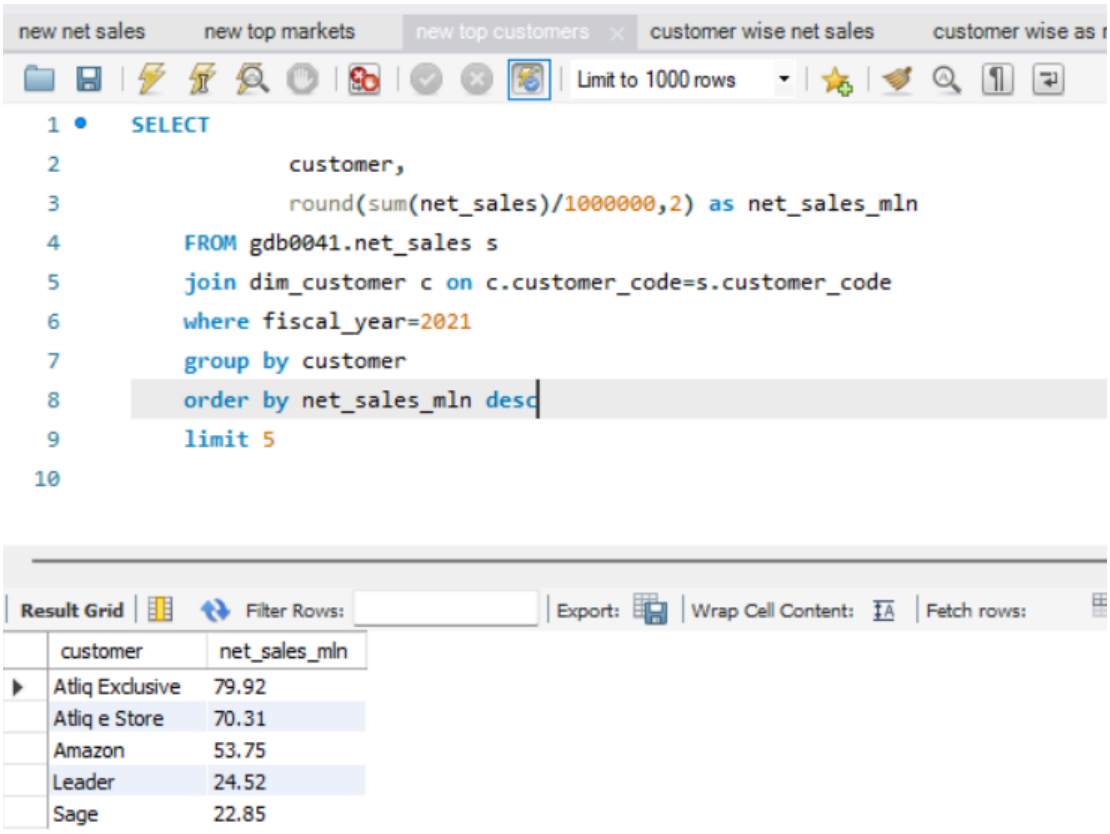
Result Grid | Filter Rows: | Export: | Wrap Cell Content:

market	net_sales_mln
India	37.77
South Korea	15.69
Philiphines	6.95
Australia	4.74
Indonesia	3.09

Result 1

TASK:3

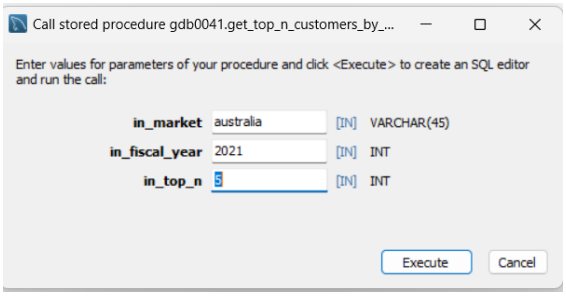
TOP 5 Customers by Net Sales



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

```sql
CREATE DEFINER=`root`@`localhost` PROCEDURE `get_top_n_customers_by_net_sales`(
            in_market VARCHAR(45),
            in_fiscal_year INT,
            in_top_n INT
    )
BEGIN
            select
                    customer,
                    round(sum(net_sales)/1000000,2) as net_sales_mln
            from net_sales s
            join dim_customer c
                on s.customer_code=c.customer_code
            where
            s.fiscal_year=in_fiscal_year
            and s.market=in_market
            group by customer
            order by net_sales_mln desc
            limit in_top_n;
    END
```



RESULT

```sql
. gdb0041.get_top_n_customers_by_net_sales('australia', 2021, 5);
```

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

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

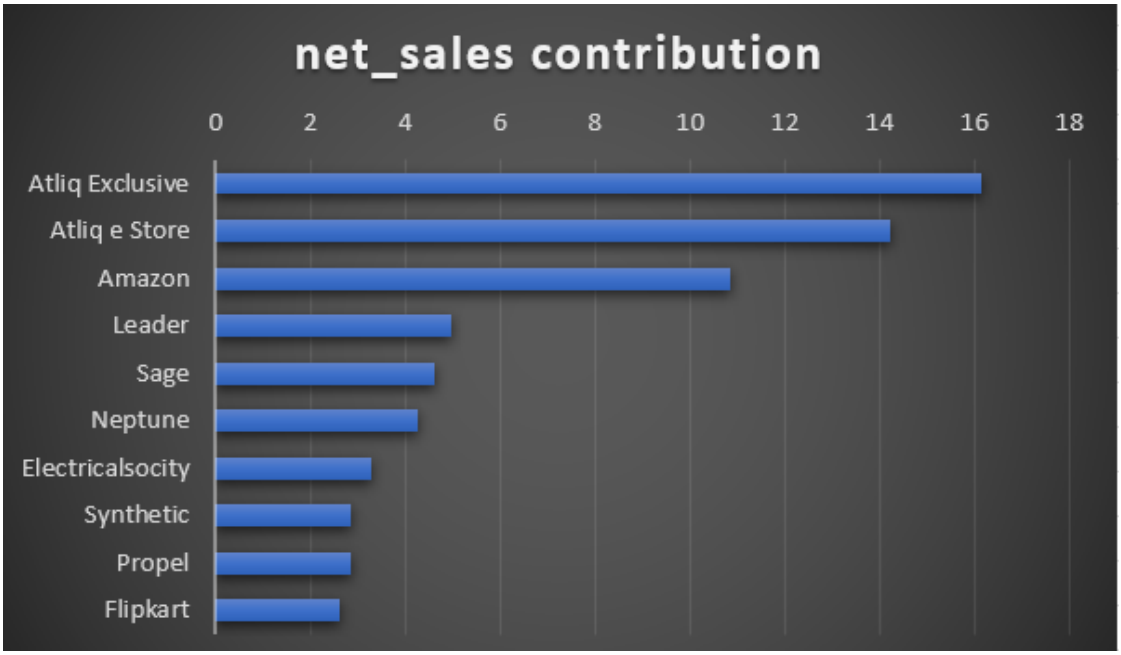
Limit to 1000 rows

```sql
with cte1 as (
        select
                customer,
                round(sum(net_sales)/1000000,2) as net_sales_mln
            from net_sales s
            join dim_customer c
                on s.customer_code=c.customer_code
            where s.fiscal_year=2021
            group by customer)
    select
            *,
            net_sales_mln*100/sum(net_sales_mln) over() as pct_net_sales
    from cte1
    order by net_sales_mln desc
```

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

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

```sql
with cte1 as (
        select
                c.customer,
                    c.region,
                    round(sum(net_sales)/1000000,2) as net_sales_mln
                from gdb0041.net_sales n
                join dim_customer c
                    on n.customer_code=c.customer_code
        where fiscal_year=2021
        group by c.customer, c.region)
    select
            *,
            net_sales_mln*100/sum(net_sales_mln) over (partition by region) as pct_share_region
    from cte1
    order by region, pct_share_region desc
```

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

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

```sql
with cte1 as    /*top 3 products by division as per quantity sold*/
        (select
                    p.division,
                    p.product,
                    sum(sold_quantity) as total_qty
                from fact_sales_monthly s
                join dim_product p
                     on p.product_code=s.product_code
                where fiscal_year=2021
                group by p.product,division
                ),
            cte2 as
             (
             select *,
                    dense_rank() over (partition by division order by total_qt
                from cte1
                )
      select * from cte2 where drnk<=3
```

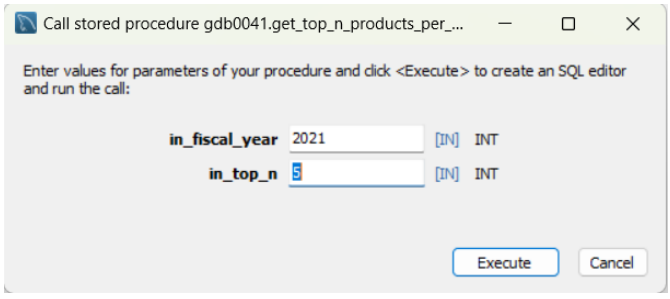
Result Grid | Filter Rows: | Export: | Wrap Cell Content:

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
P & A	AQ Gamers Ms	2477098	1
P & A	AQ Maxima Ms	2461991	2
P & A	AQ Master wireless x1 Ms	2448784	3

TASK:9

Creating stored procedure for the above query

```sql
CREATE DEFINER=`root`@`localhost` PROCEDURE `get_top_n_products_per_division_by_qty_sold`(
            in_fiscal_year INT,
            in_top_n INT
    )
BEGIN
        with cte1 as (
          select
                    p.division,
                    p.product,
                    sum(sold_quantity) as total_qty
                from fact_sales_monthly s
                join dim_product p
                    on p.product_code=s.product_code
                where fiscal_year=in_fiscal_year
                group by p.product,p.division),
            cte2 as (
          select
                     *,
                     dense_rank() over (partition by division order by total_qty desc) as drnk
                from cte1)
        select * from cte2 where drnk <= in_top_n;
    END
```



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