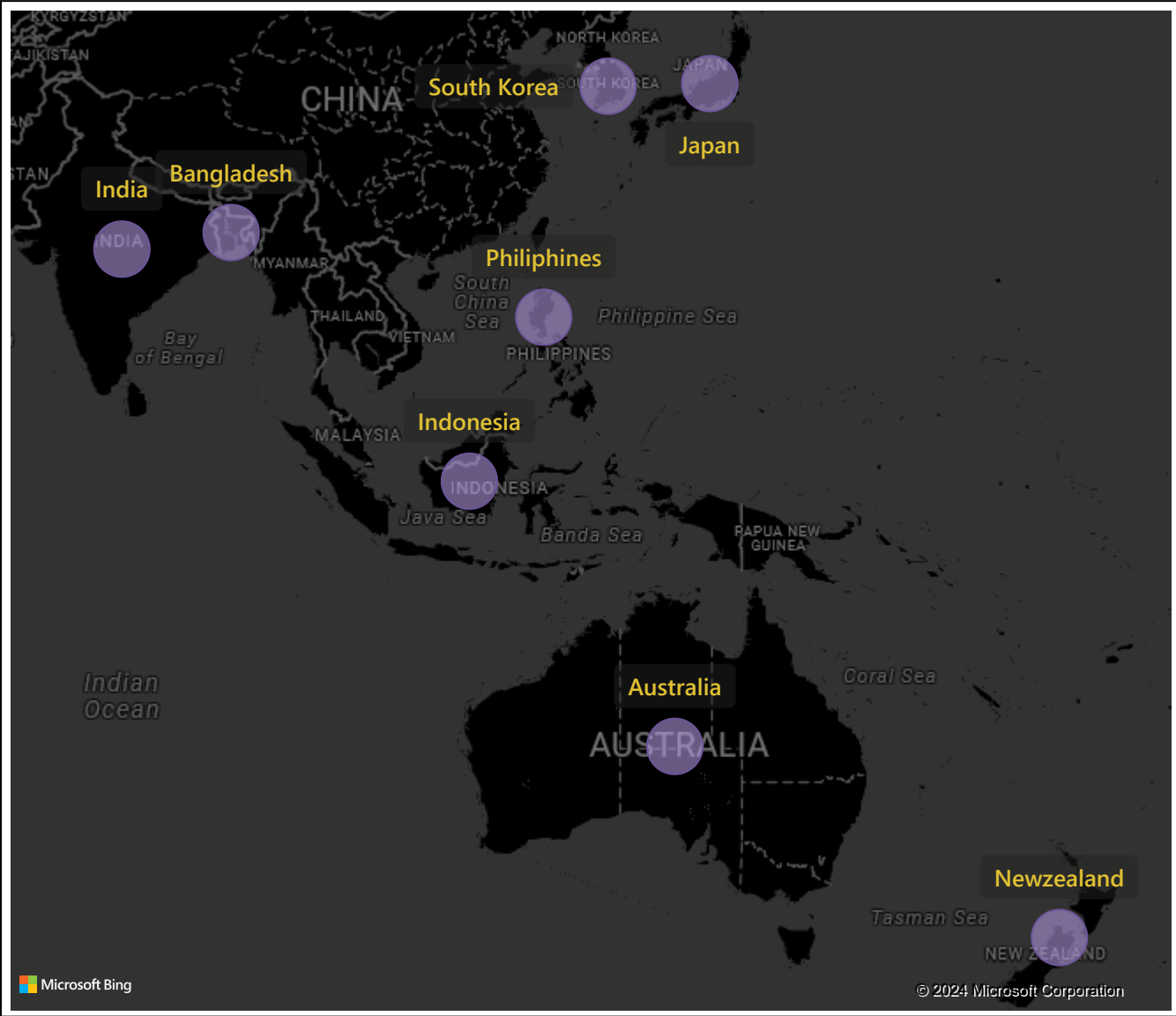


Request No. 1 : Provide the list of markets in which customer "AtliQ Exclusive" operates its business in the APAC region.

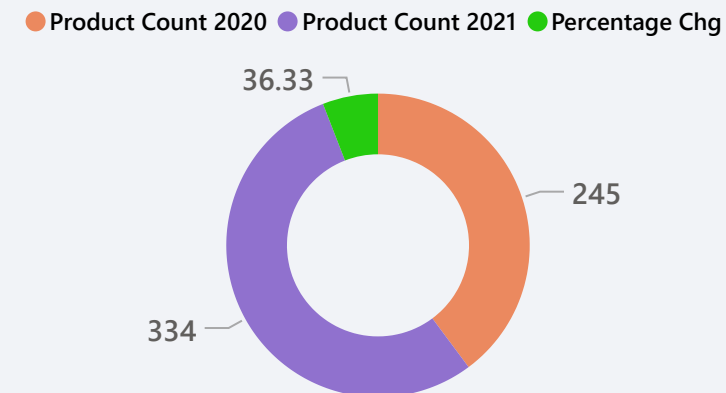
List of Markets in which "AtliQ Exclusive" operates its business in the APAC region

Market
Australia
Bangladesh
India
Indonesia
Japan
Newzealand
Philiphines
South Korea



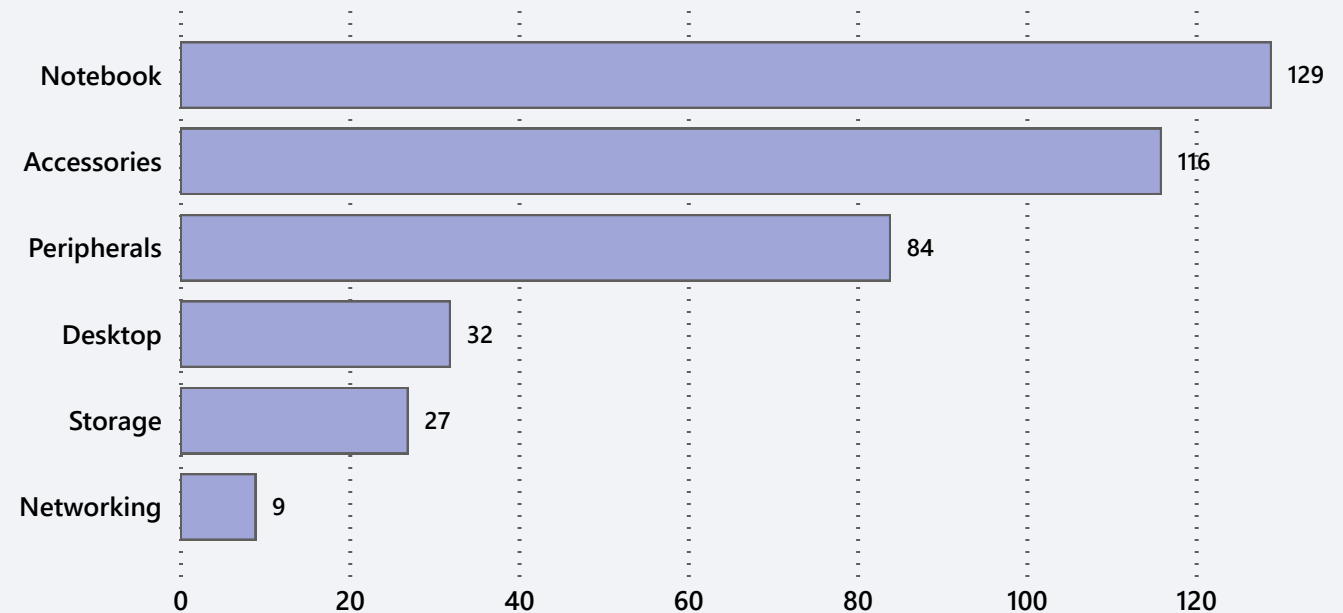
Request No. 2 : What is the percentage of unique product increase in 2021 vs. 2020?

Product Count 2020	Product Count 2021	Percentage Change
245	334	36.33



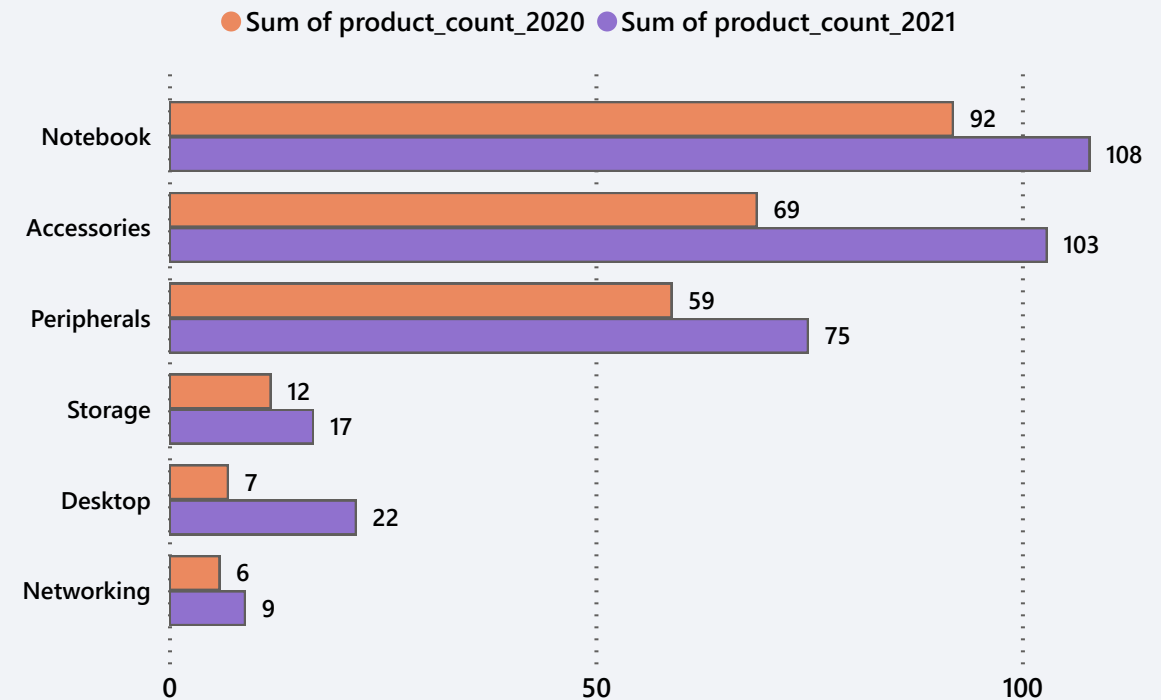
Request No. 3 : Provide a report with all the unique product counts for each segment and sort them in descending order of product counts.

Segment	Product Count ▼
Notebook	129
Accessories	116
Peripherals	84
Desktop	32
Storage	27
Networking	9



Request No. 4 : Which segment had the most increase in unique products in 2021 vs 2020?

Segment	Product Count 2020	Product Count 2021	Difference
Accessories	69	103	34
Notebook	92	108	16
Peripherals	59	75	16
Desktop	7	22	15
Storage	12	17	5
Networking	6	9	3
Total	245	334	89



Request No. 5 : Get the products that have the highest and lowest manufacturing costs.

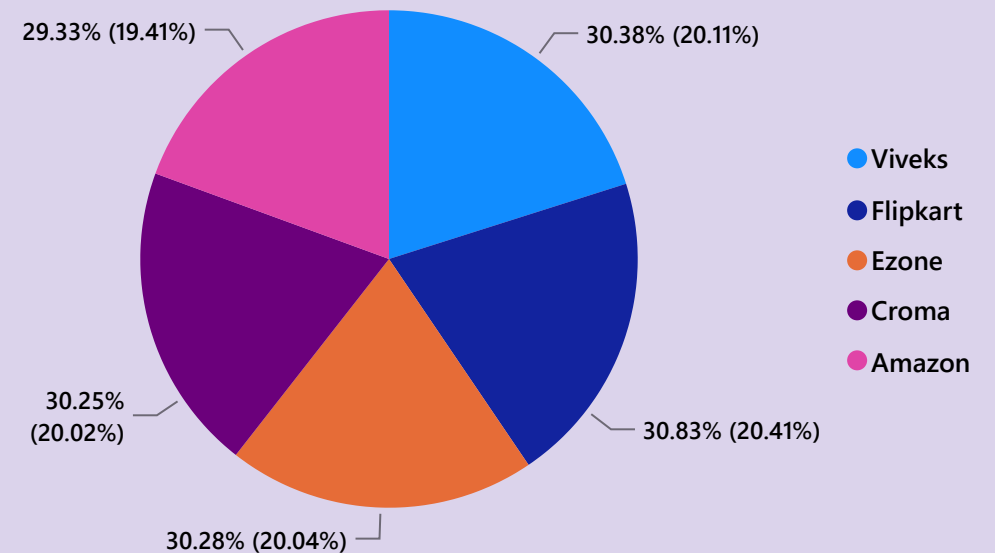
Product Code	Product	Manufacturing Cost ▼
A6120110206	AQ HOME Allin1 Gen 2	\$240.54
A2118150101	AQ Master wired x1 Ms	\$0.89

Product Code	Product	Manufacturing Cost ▼
A6120110206	AQ HOME Allin1 Gen 2	\$240.54
A6120110205	AQ HOME Allin1 Gen 2	\$240.31
A6119110204	AQ HOME Allin1 Gen 2	\$238.77
A6119110203	AQ HOME Allin1 Gen 2	\$238.62
A6119110202	AQ HOME Allin1 Gen 2	\$238.24
A2118150103	AQ Master wired x1 Ms	\$1.05
A2118150102	AQ Master wired x1 Ms	\$0.92
A6818160202	AQ Pen Drive DRC	\$0.92
A6818160201	AQ Pen Drive DRC	\$0.90
A2118150101	AQ Master wired x1 Ms	\$0.89

Request No. 6 : Generate a report which contains the top 5 customers who received an average high pre invoice discount percent for the fiscal year 2021 and in the Indian market.

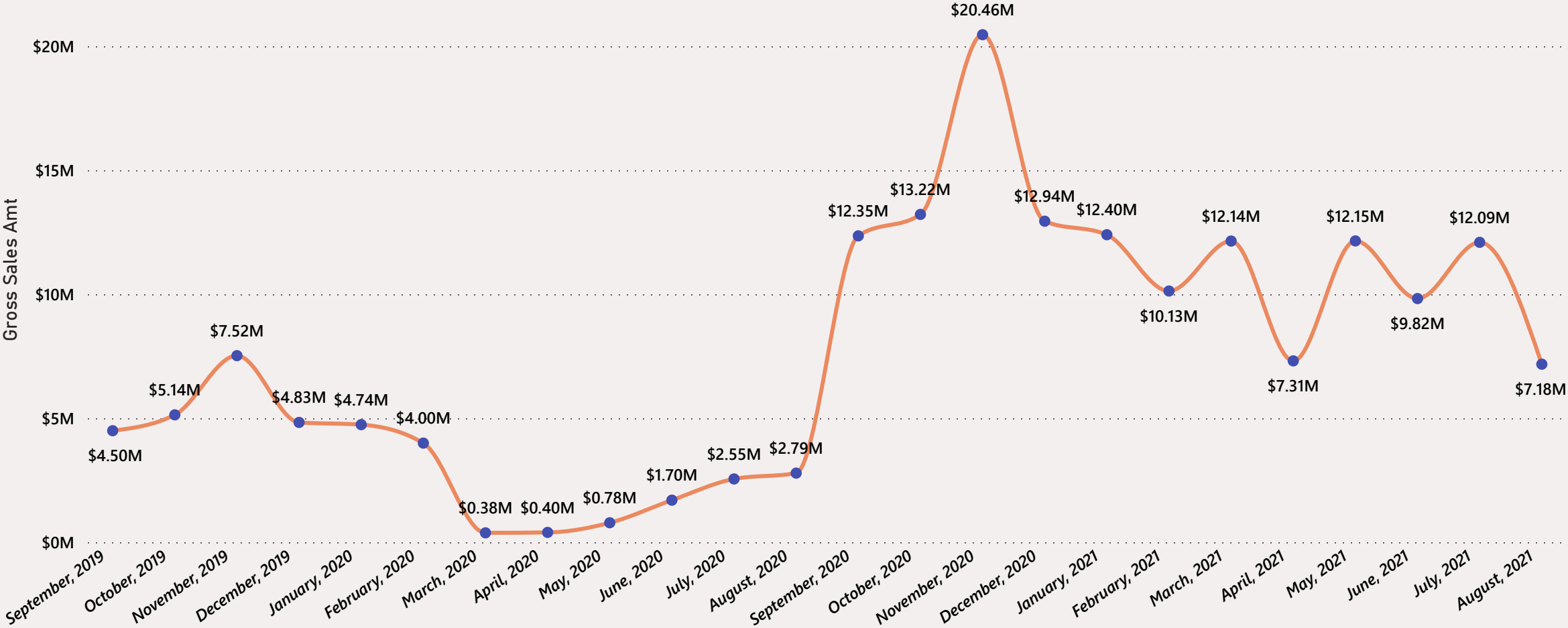
Customer Code	Customer	Avg. Pre Invoice Disc Pct ▼
90002009	Flipkart	30.83%
90002006	Viveks	30.38%
90002003	Ezone	30.28%
90002002	Croma	30.25%
90002016	Amazon	29.33%

Avg. Pre Invoice Disc Pct by Customer



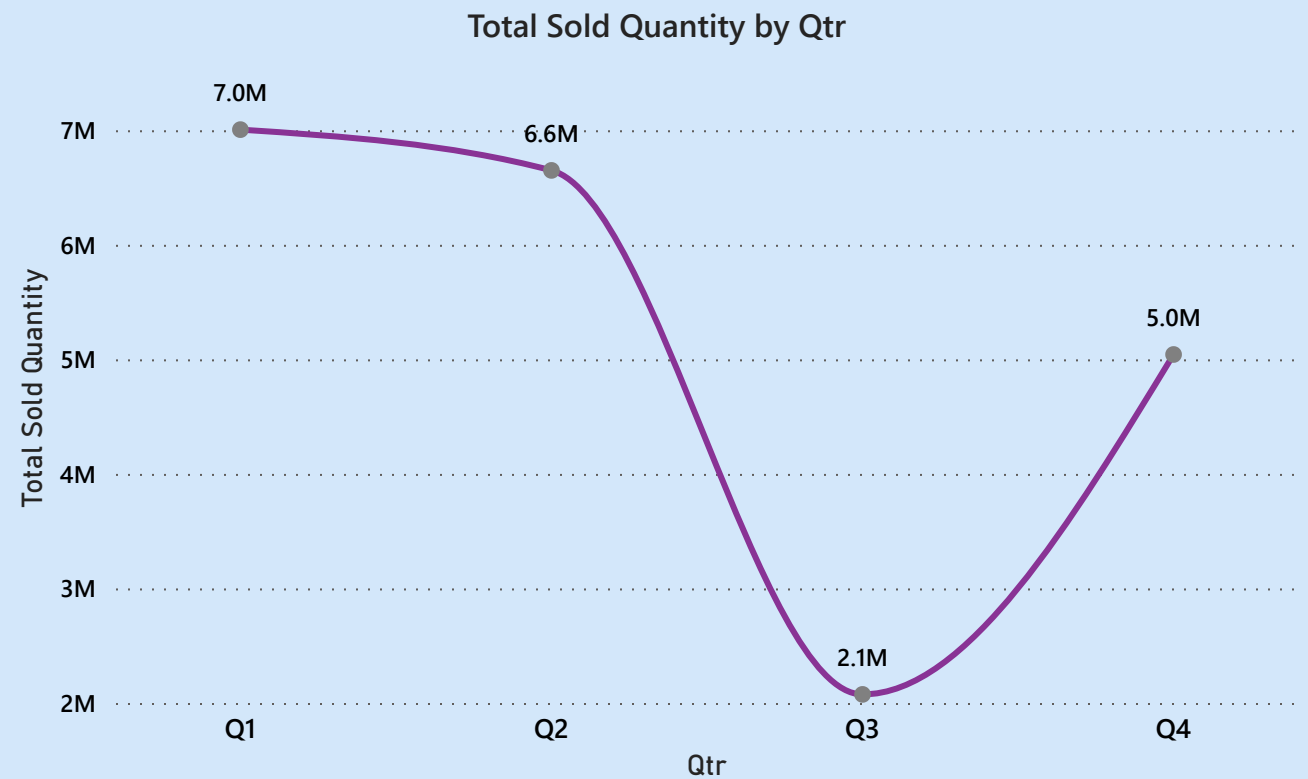
Request No. 7 : Get the complete report of the Gross sales amount for the customer “AtliQ Exclusive” for each month . This analysis helps to get an idea of low and high-performing months and take strategic decisions.

Gross Sales Amt by Month



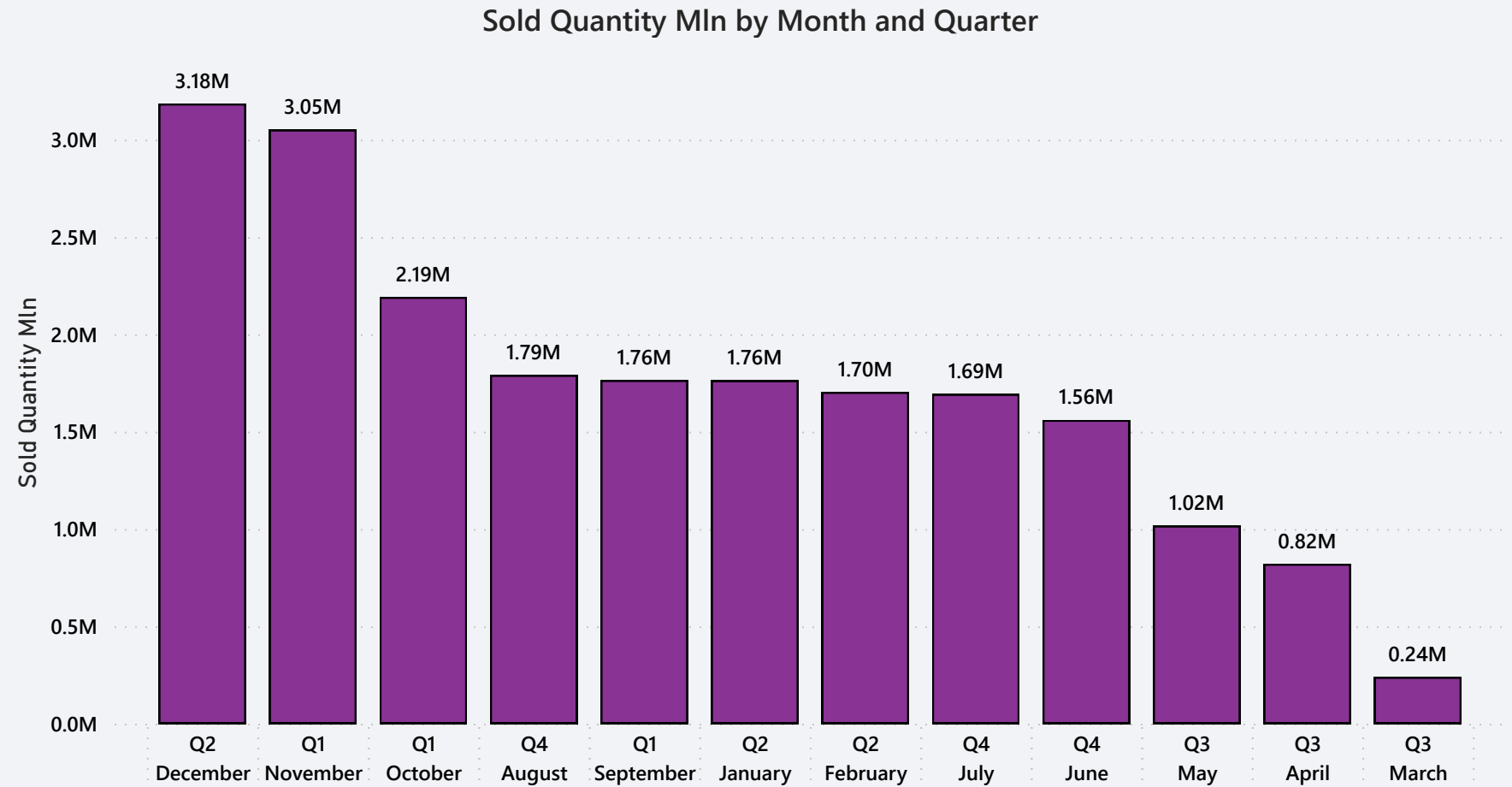
Request No. 8 : In which quarter of Fiscal Year 2020, got the maximum total sold quantity?

Quarter	Total Quantity
Q1	7.01M
Q2	6.65M
Q3	2.08M
Q4	5.04M
Total	20.77M



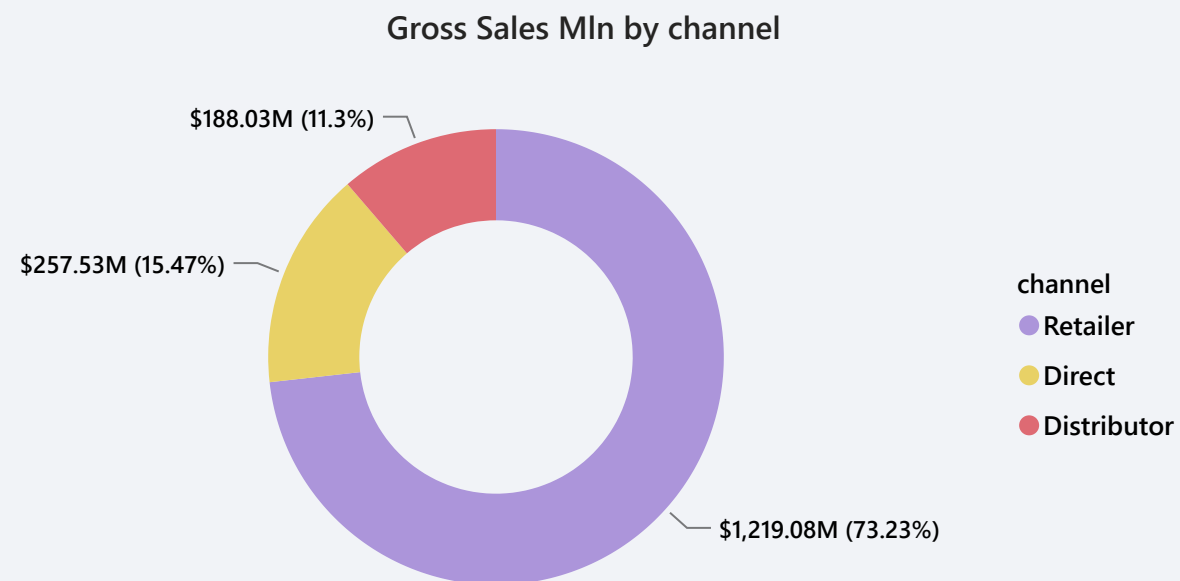
**Request No. 8.1 : In which quarter of Fiscal year 2020, got the maximum total sold quantity?
(Show Month with Quarter)**

Month	Qtr	Sold Quantity Million
December	Q2	3.18M
November	Q1	3.05M
October	Q1	2.19M
August	Q4	1.79M
September	Q1	1.76M
January	Q2	1.76M
February	Q2	1.70M
July	Q4	1.69M
June	Q4	1.56M
May	Q3	1.02M
April	Q3	0.82M
March	Q3	0.24M
Total		20.77M



Request No. 9 : Which channel helped to bring more Gross Sales \$ in the fiscal year 2021 and the percentage of contribution?

Channel	Gross Sales Mln \$	Percent. % Contribution
Retailer	\$1,219.08M	73.23
Direct	\$257.53M	15.47
Distributor	\$188.03M	11.30
Total	\$1,664.64M	100.00



Request No.10 : Get the Top 3 products in each division that have a high Total Sold Qty in the Fiscal Year 2021?

	Division	Product	Product Code	Total Qty Sold	Rank Order
	N & S	AQ Pen Drive 2 IN 1	A6720160103	7,01,373	1
	N & S	AQ Pen Drive DRC	A6818160202	6,88,003	2
	N & S	AQ Pen Drive DRC	A6819160203	6,76,245	3
	P & A	AQ Gamers Ms	A2319150302	4,28,498	1
	P & A	AQ Maxima Ms	A2520150501	4,19,865	2
	P & A	AQ Maxima Ms	A2520150504	4,19,471	3
	PC	AQ Digit	A4218110202	17,434	1
	PC	AQ Digit	A4218110208	17,275	3
	PC	AQ Velocity	A4319110306	17,280	2