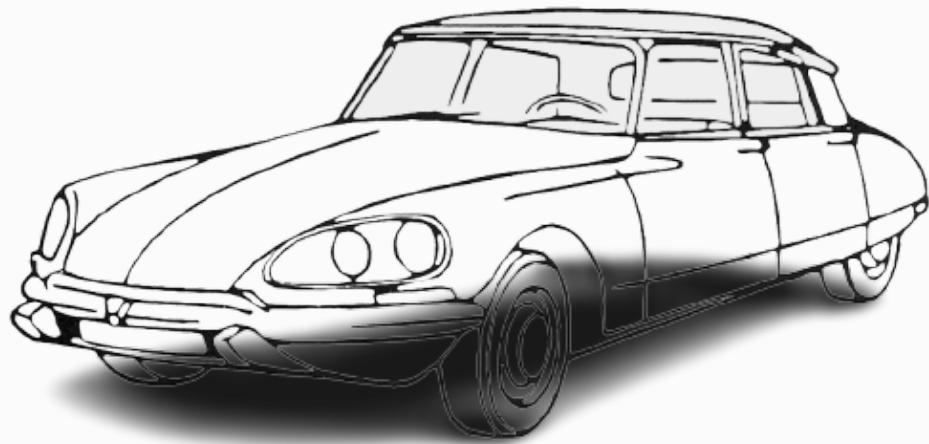


Toys and models



Business analysis report

Context of the project

Create a dashboard with KPIs about four topics:

- Sales
- Finances
- Logistics
- Human Resources

Data analysis team

- Mathieu Beauvois
- Stéphanie Bourganel
- Marie Levebvre
- Cyrille Gbale

Used tools



Language used

Database management

Datavizualisation

 Dashboard

 Sales

 Finances

 Finance/country

 Finance/office

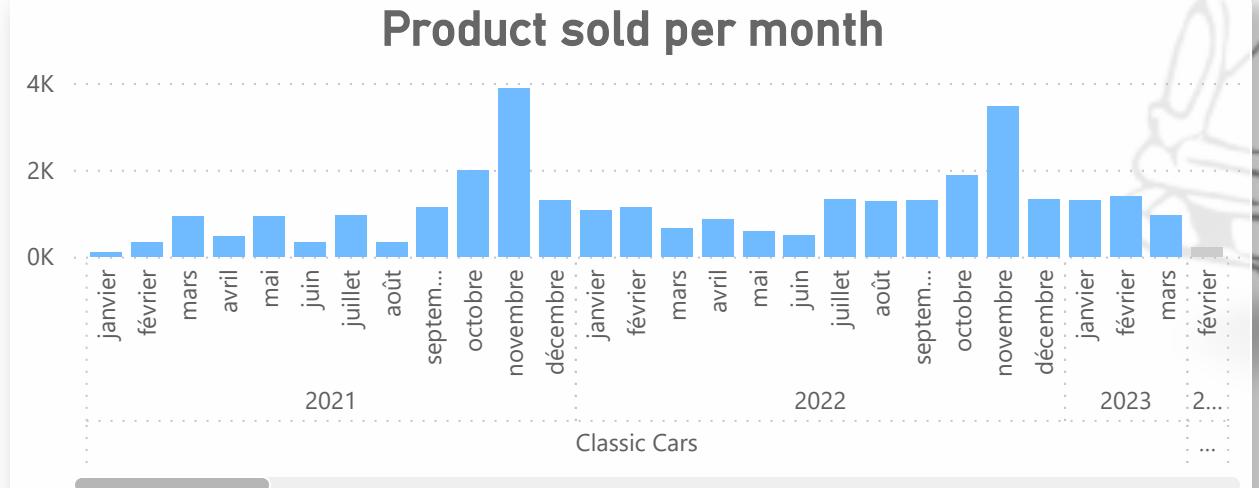
 Logistics

 Margin

 HR/Orders

 Forecast

Key values



2786

Total orders

\$8,56M

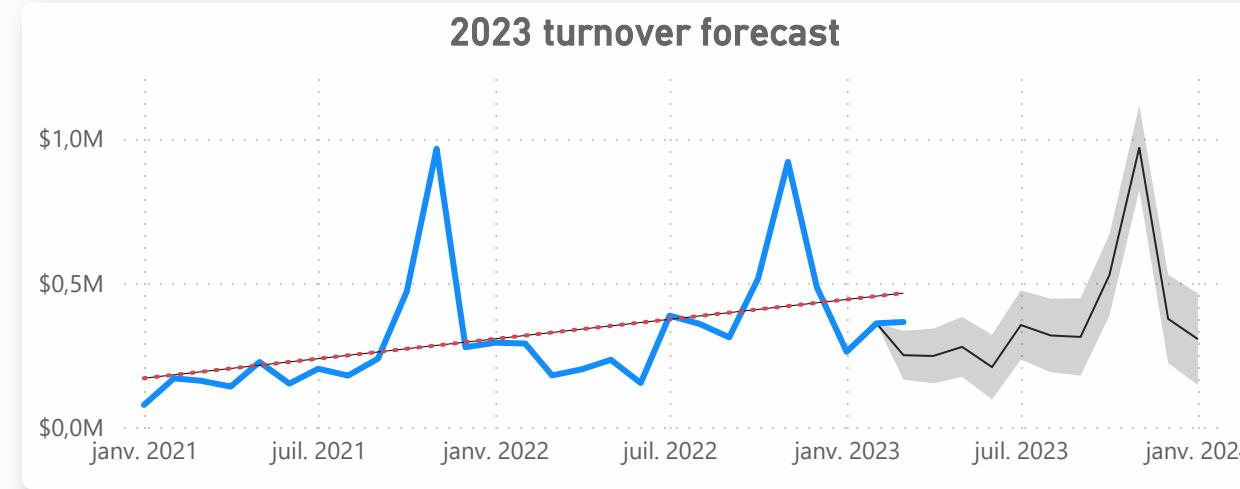
Total orders value

\$8,34M

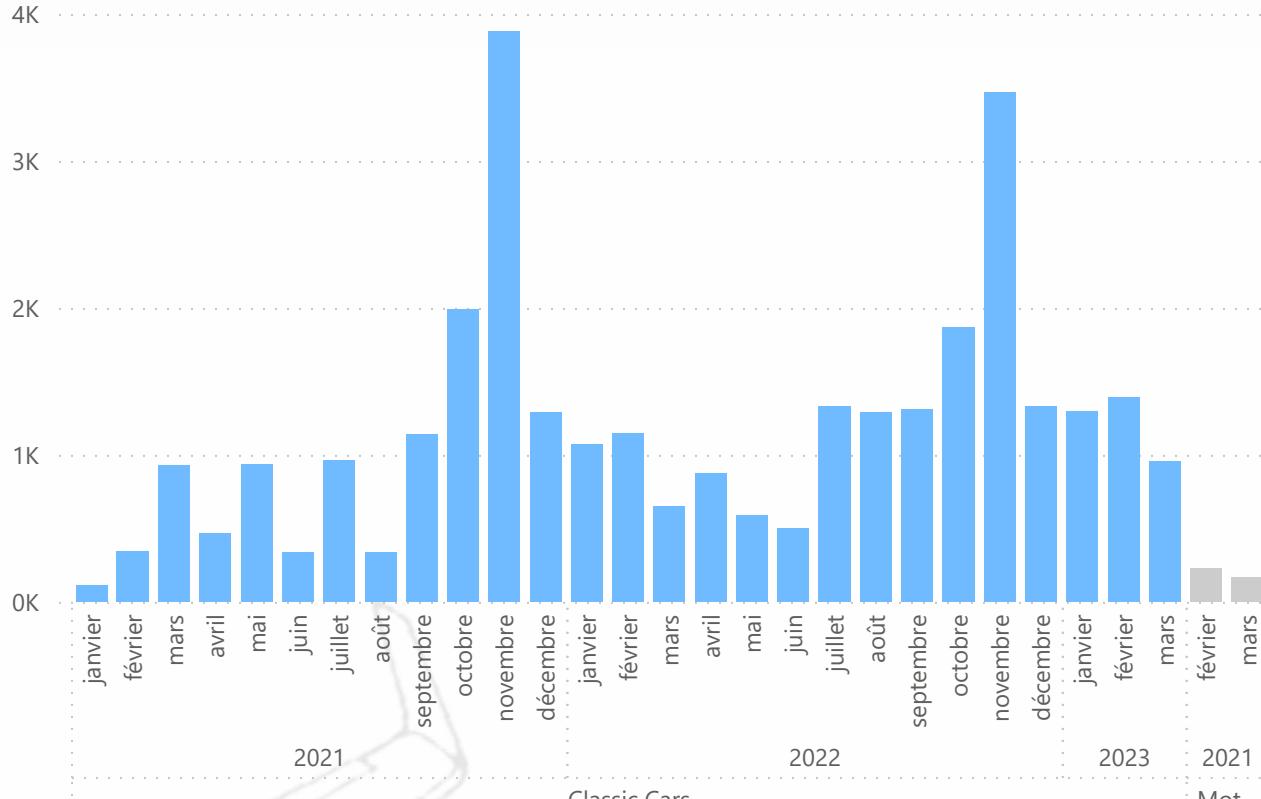
Total orders cashed-in

\$3,42M

Total margin



Product sold per month



Product Line

Tout

Time period

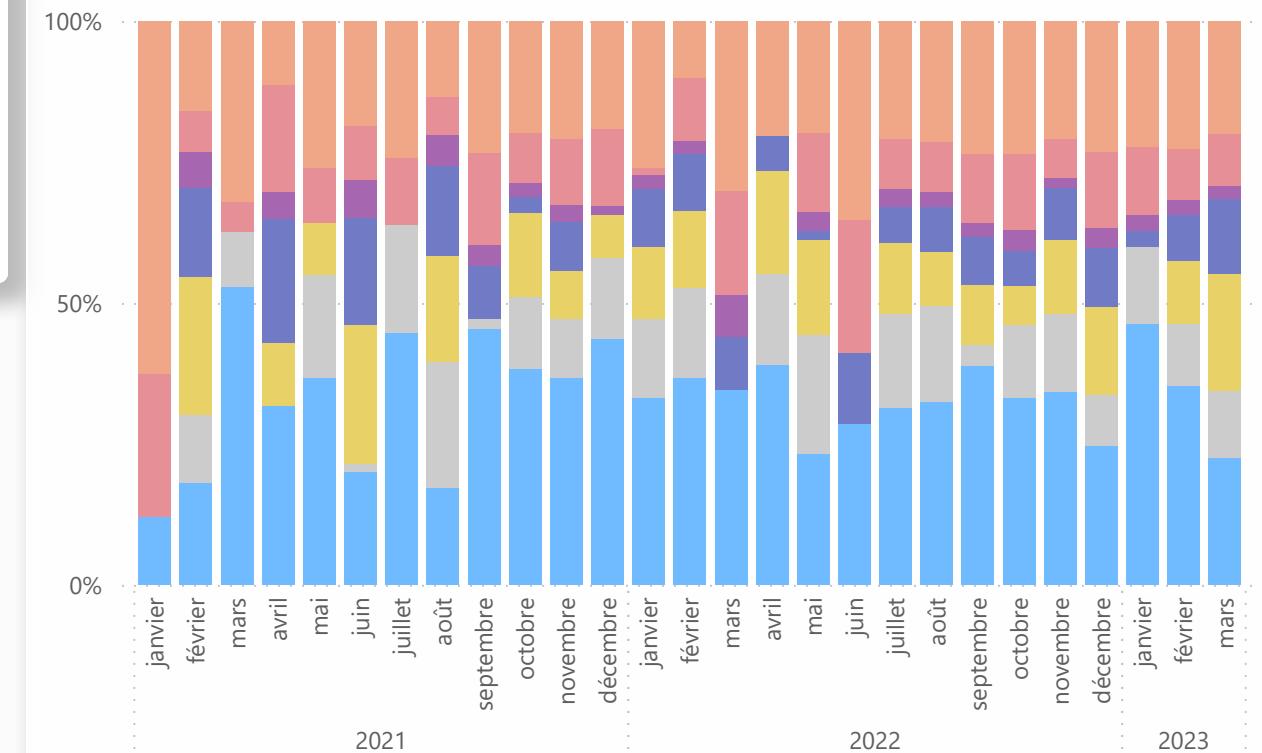
- < 2021
- < 2022
- < 2023

94,07K

Total product sold

Share per product line

Product Line ● Classic Cars ● Motorcycles ● Planes ● Ships ● Trains ● Trucks and B... ● Vintage Cars



Year	Month	Category	Variation volume M-1	Evolution rate M-1
2021	1	Classic Cars		
2021	1	Trucks and Buses		
2021	1	Vintage Cars		
2021	2	Classic Cars	-950,00	-73,42 %
2021	2	Motorcycles	-148,00	-39,26 %
2021	2	Planes	47,00	11,38 %
2021	2	Ships	220,00	271,60 %
2021	2	Trains	40,00	50,63 %
2021	2	Trucks and Buses	-199,00	-59,05 %
2021	2	Vintage Cars	-321,00	-51,61 %

outstanding balance

Mini Gifts Distributors L...

\$83 598,04

Not paid yet

Reims Collectables

\$46 656,94

Not paid yet

Down Under Souvenir...

\$33 593,32

Not paid yet

FunGiftIdeas.com

\$30 293,77

Not paid yet

Anna's Decorations, Ltd

\$29 848,52

Not paid yet

Scandinavian Gift Ideas

\$27 966,54

Not paid yet

outstanding balance per customer per country

USA

Mini Gifts Distributors Ltd. \$83,6K

France

Reims Collectables \$46,66K

New Zealand

Sweden

Scandinavian Gift Ideas...

Australia

Austr...

Mini ...

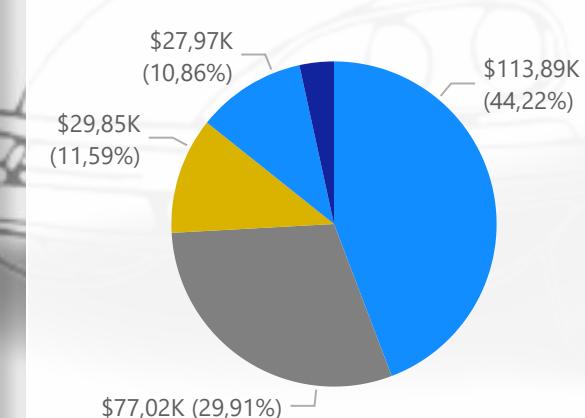
FunGiftIdeas.c...

Lyon Souve...

Alpha ...

Anna's Decor...

Mini ...

Share per country**Overpayments**

GiftsForHim.com

(\$36 442,34)

Overpaid

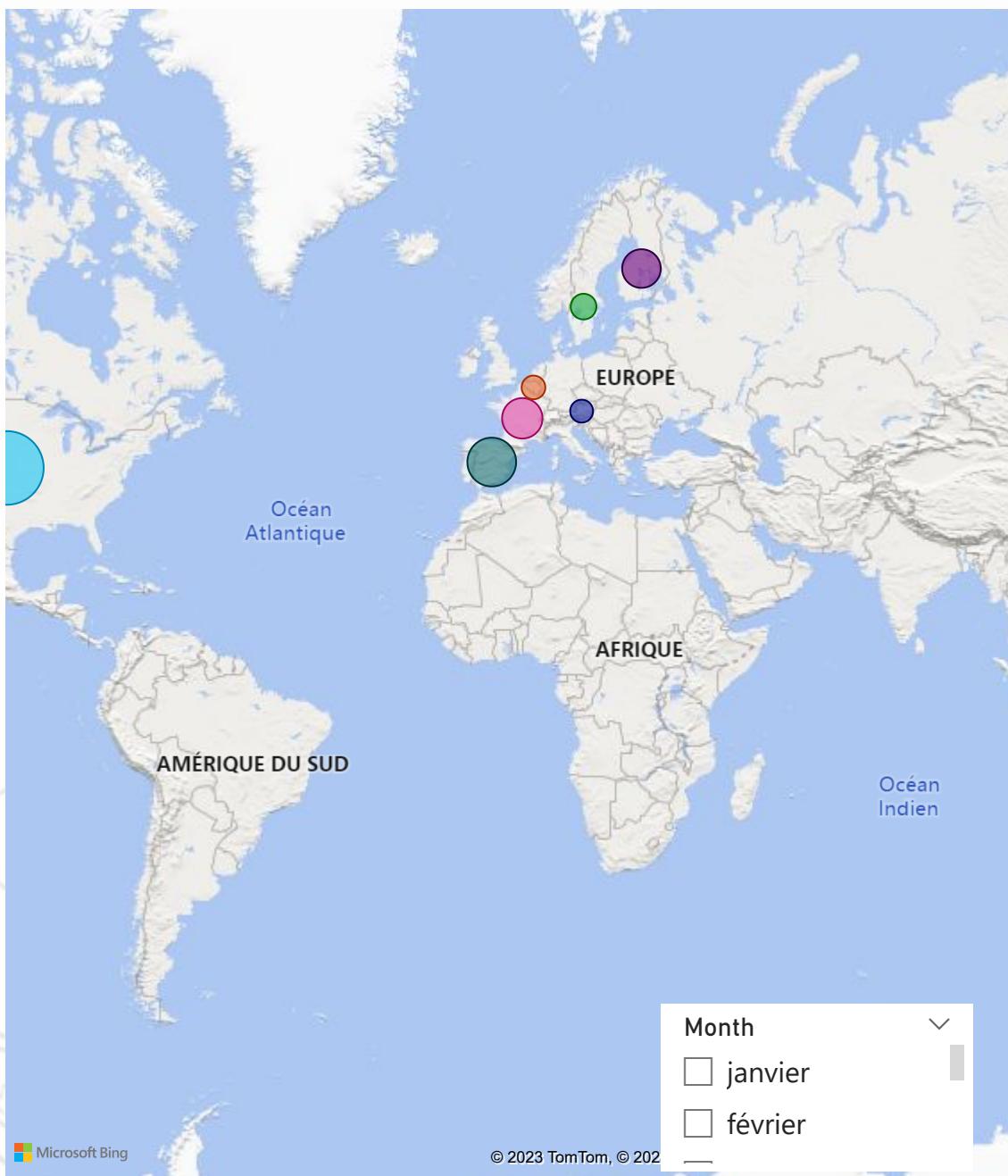
UK Collectables, Ltd.

(\$37 258,94)

Overpaid

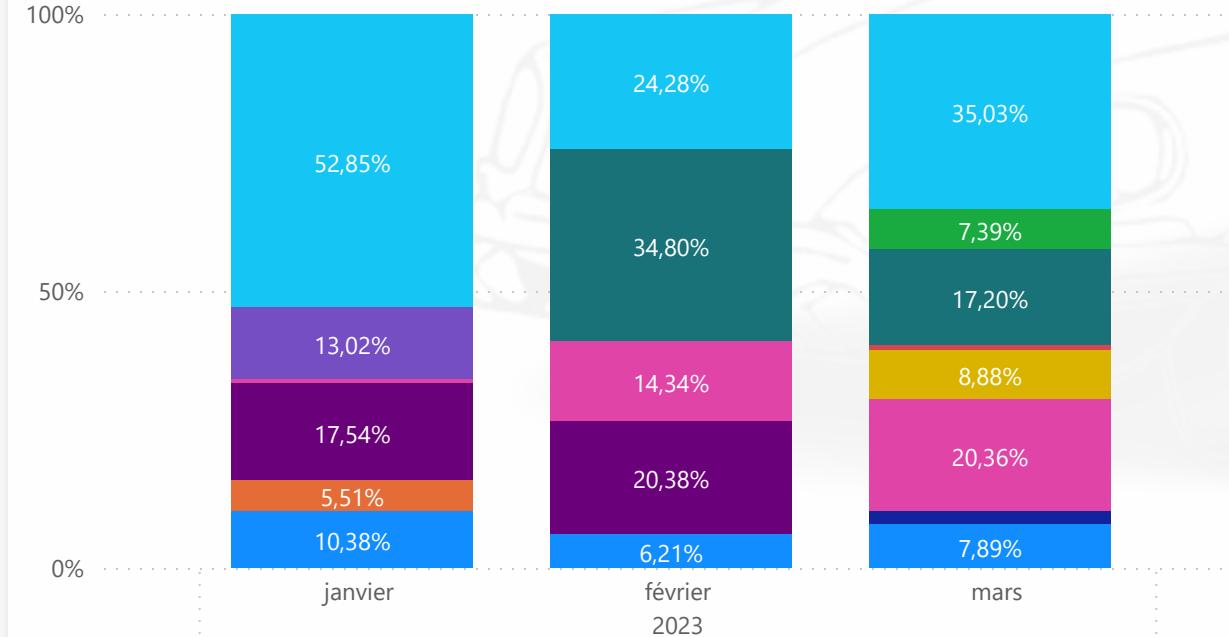
Breakdown turnover 2023 per country

Country ● USA ● Spain ● France ● Finland ● Australia ● Japan ● New Zealand ● Sweden

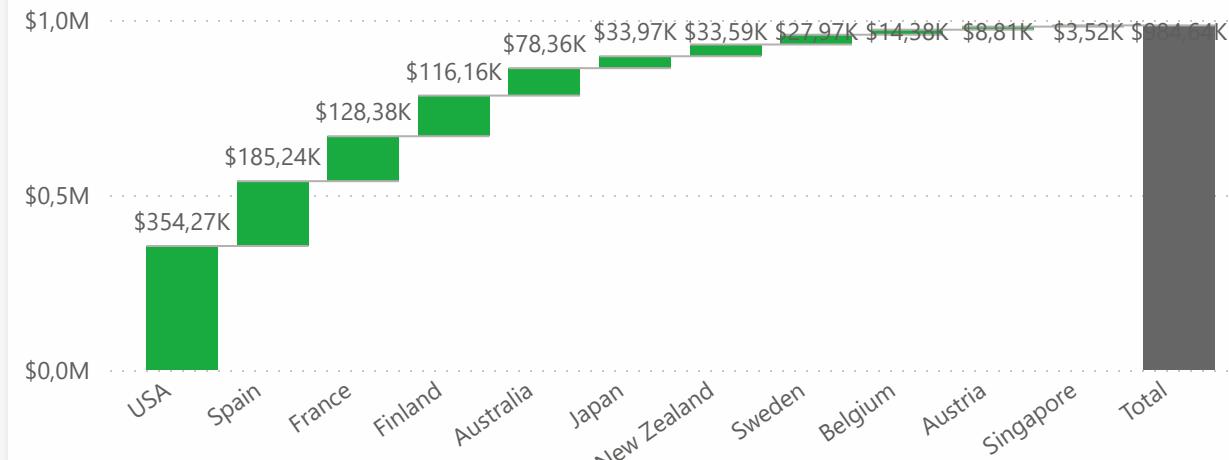


Share per country per month

country ● Australia ● Austria ● Belgium ● Finland ● France ● Japan ● New Zealand ● Singapore

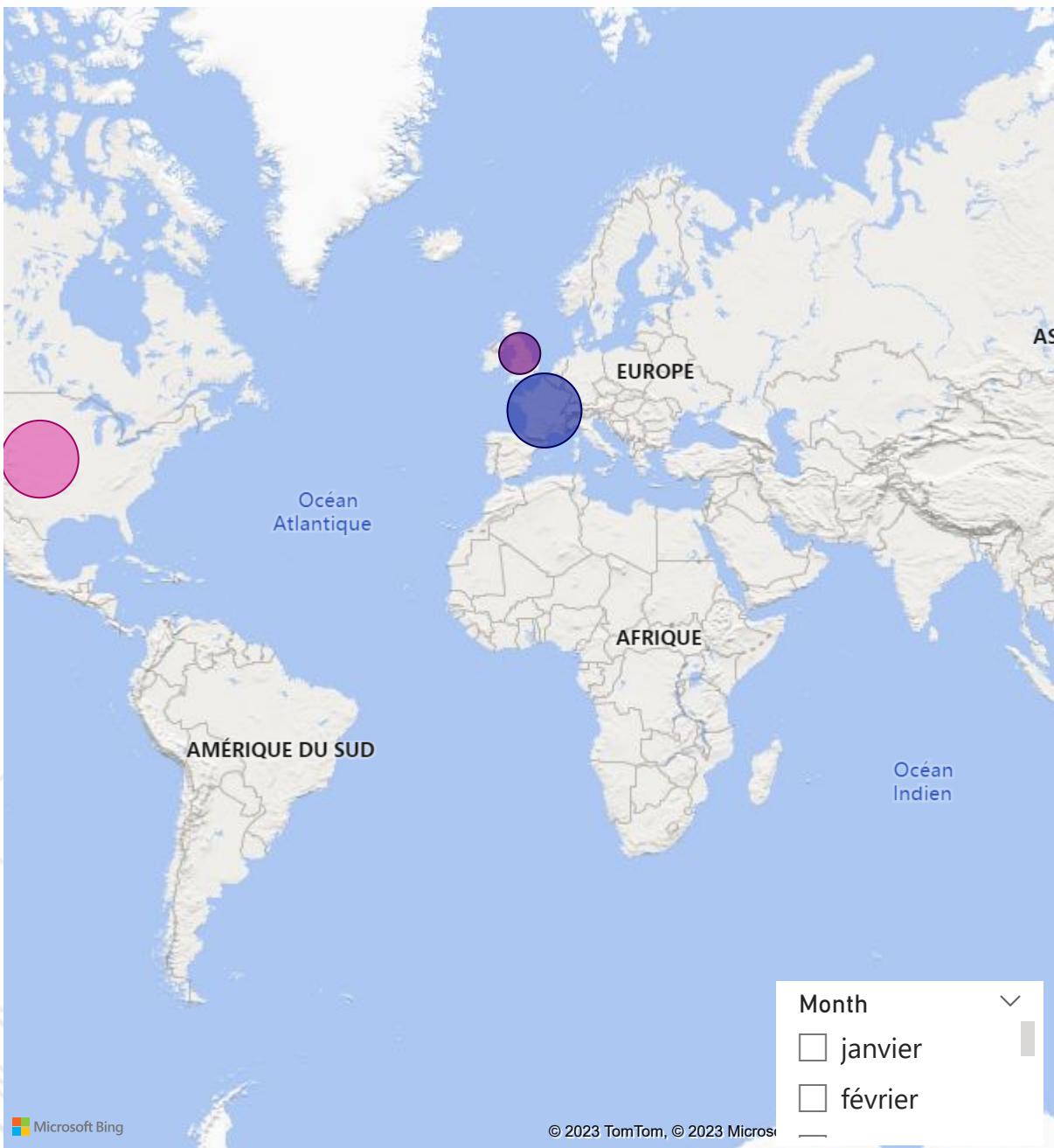


Total share per country



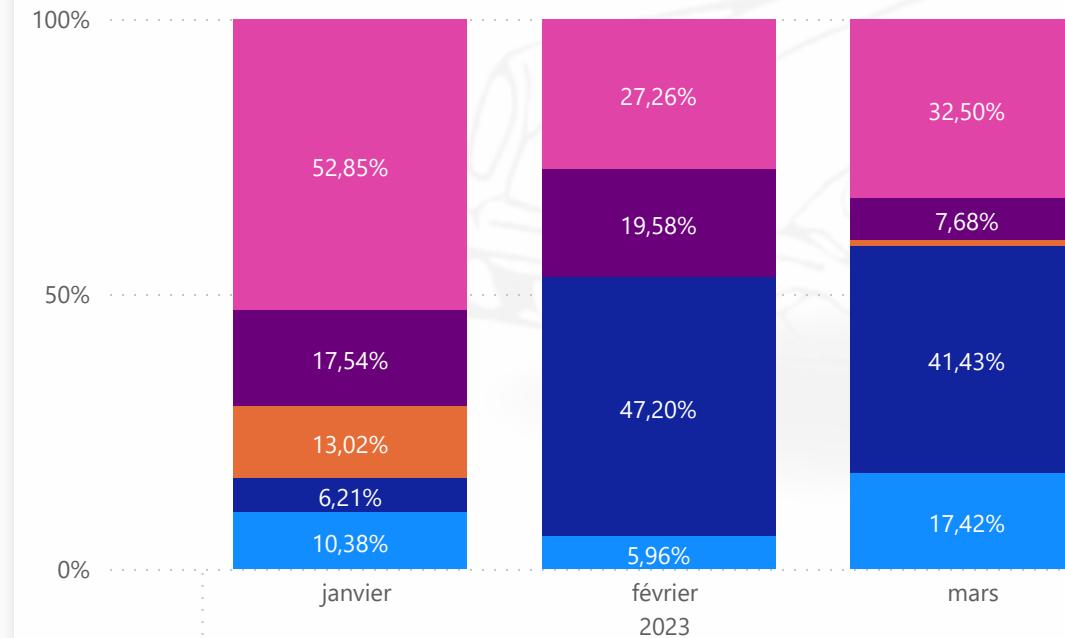
Breakdown turnover 2023 per office

Office ● USA ● France ● UK ● Australia ● Japan



Share per office per month

Office ● Australia ● France ● Japan ● UK ● USA

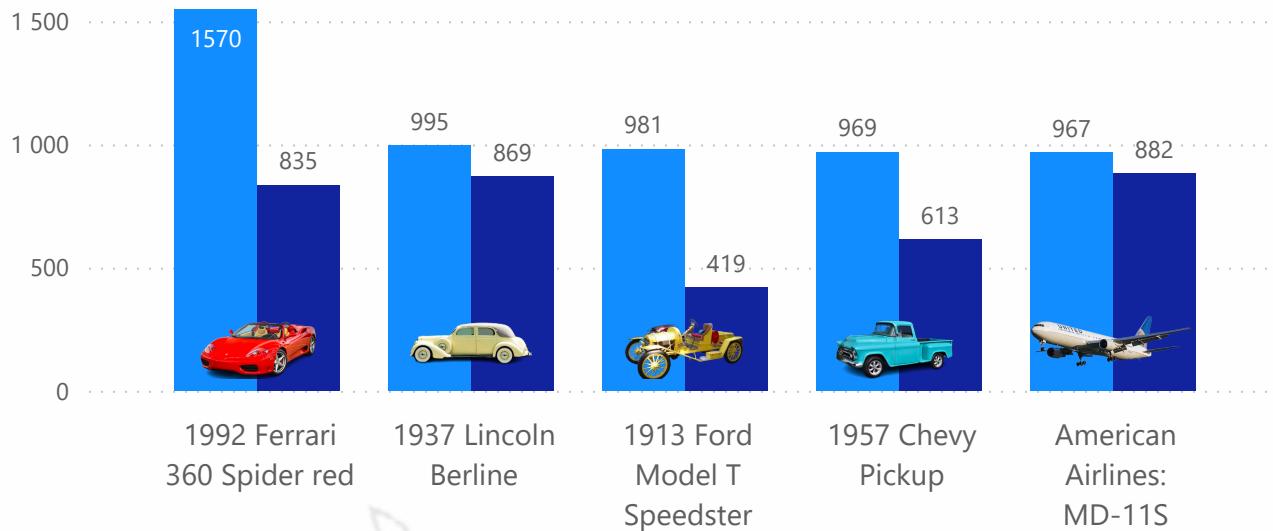


Total share per office



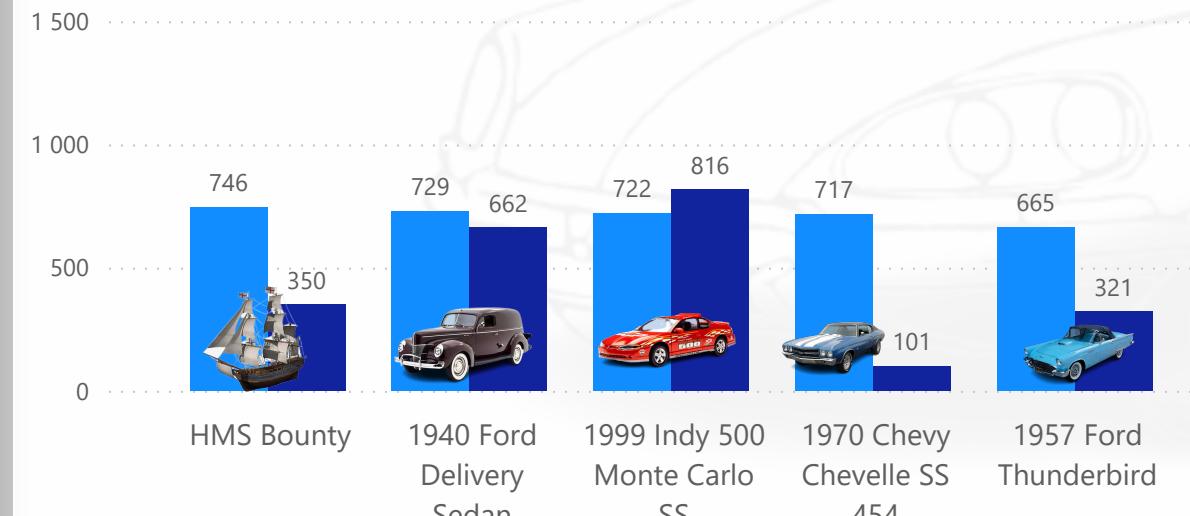
Stock 5 best sellers

● Product sold ● Stock

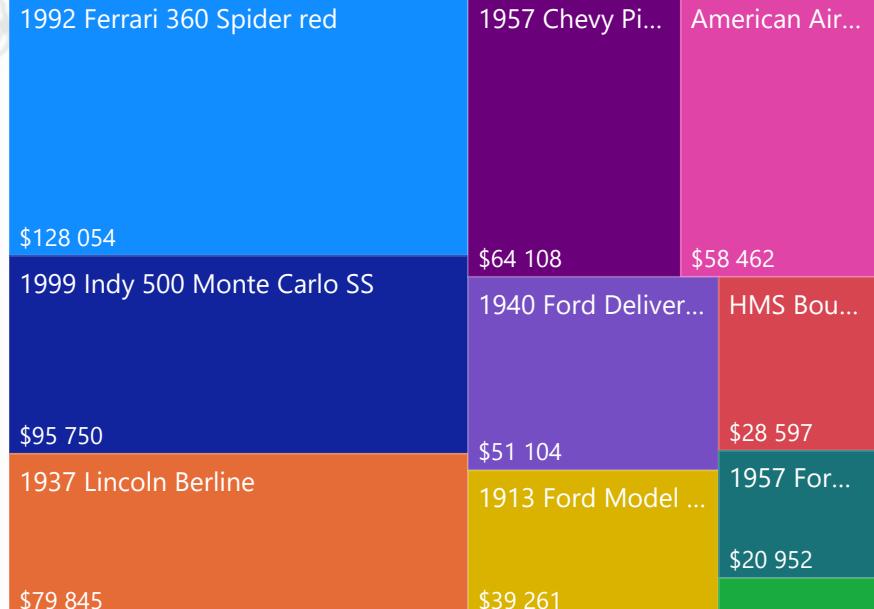


Stock 5 least sold products

● Product sold ● Stock

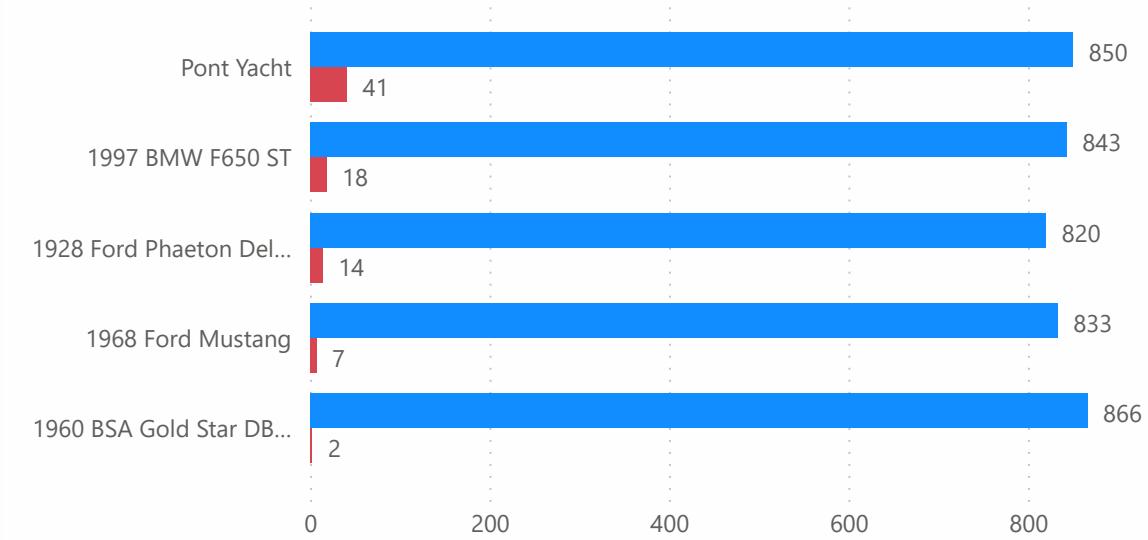


Stock value per product

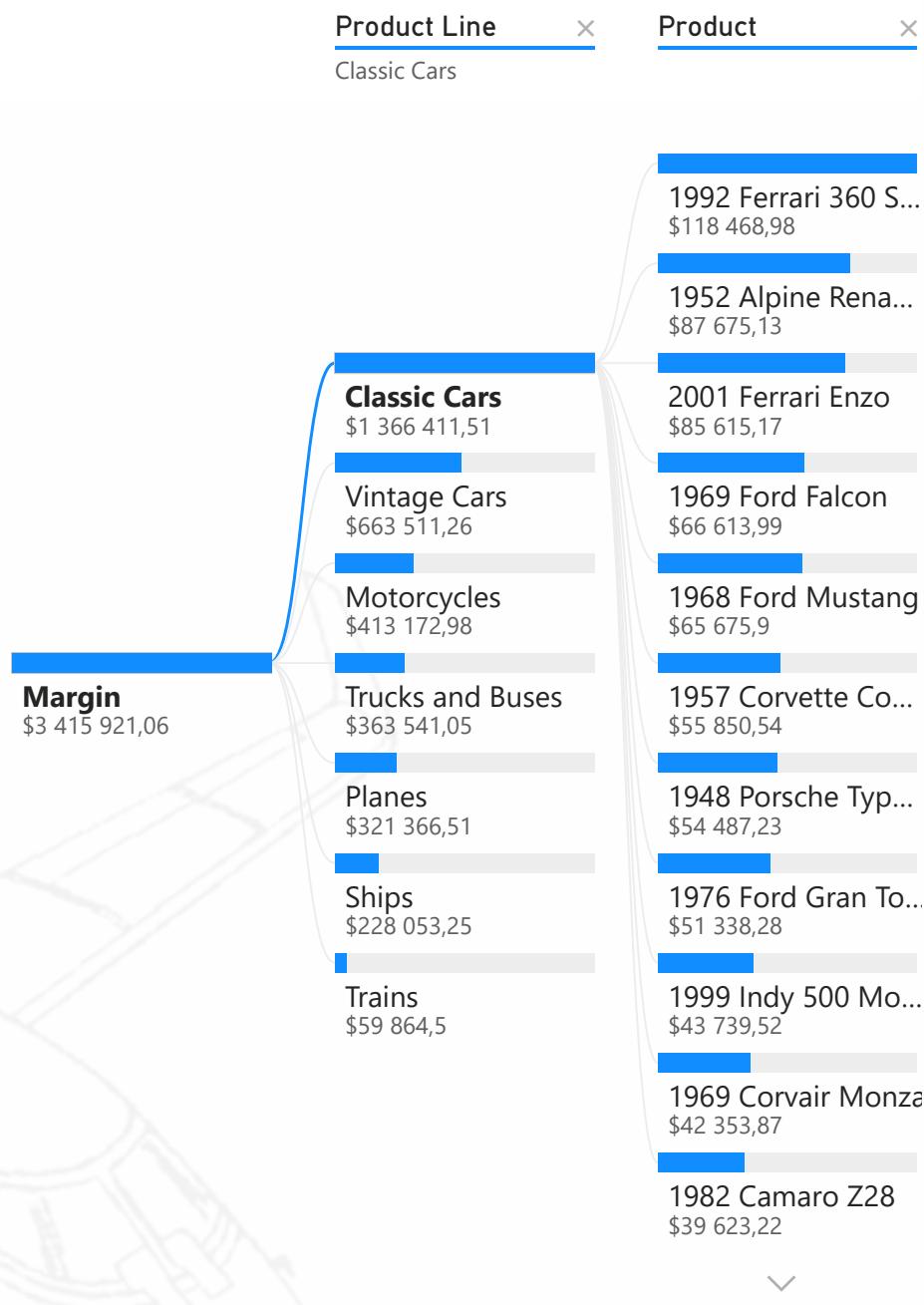


Critical stocks

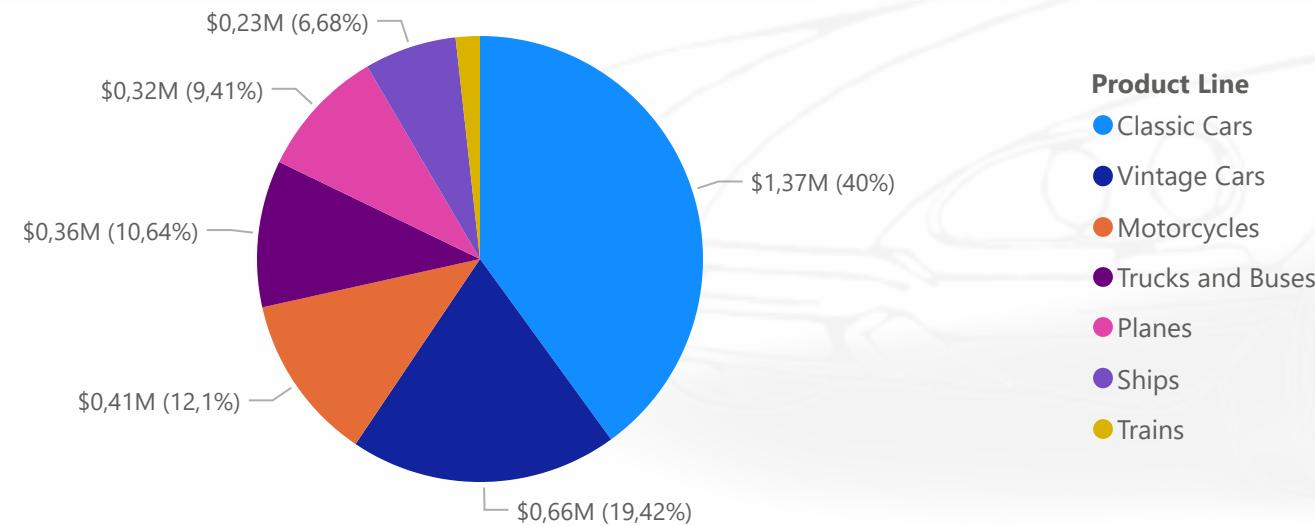
● Product sold ● Stock



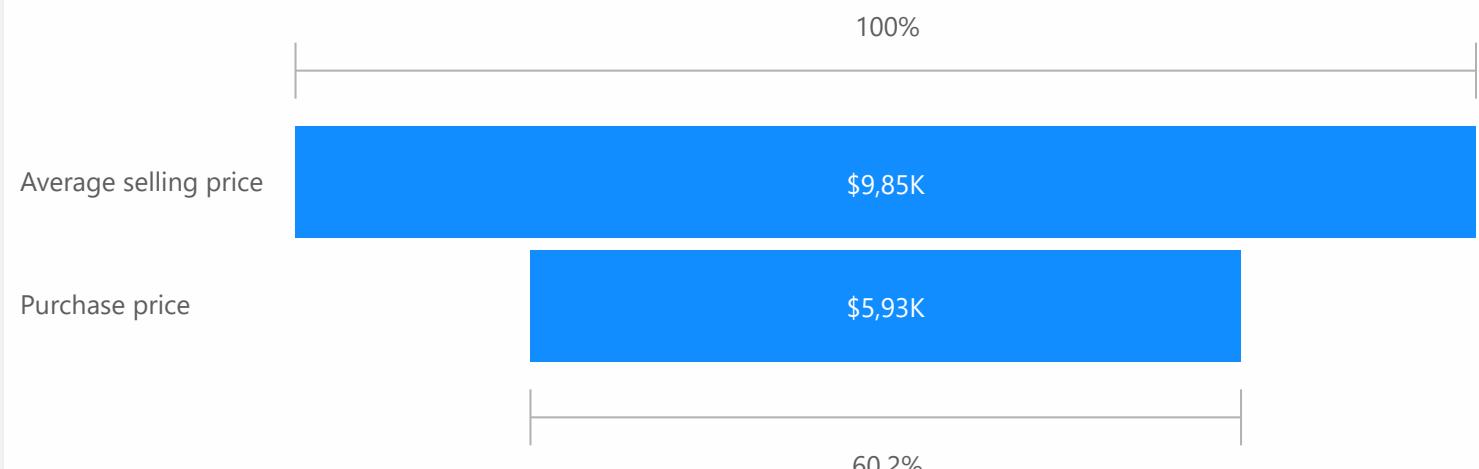
Breakdown margin per product



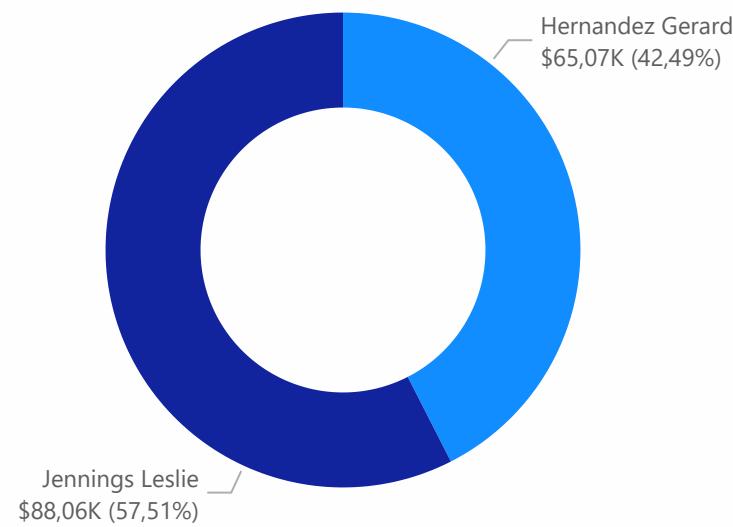
Share of margin per Product Line



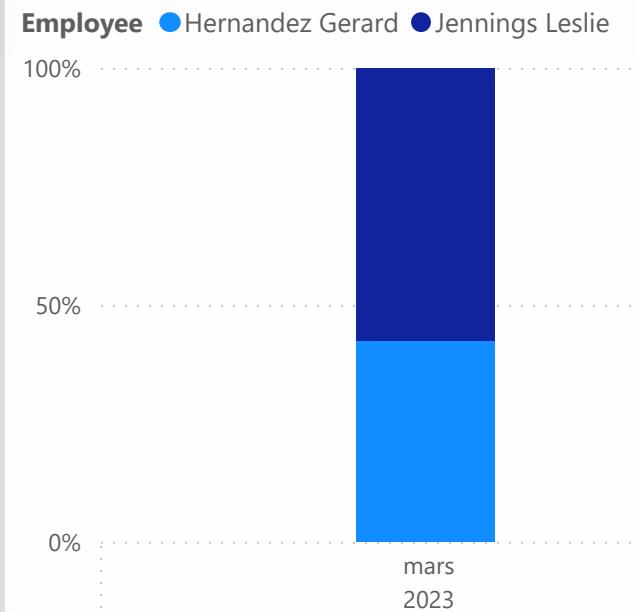
Share of purchasing price in selling price



Top two best sellers per month



Employee turnover share



Top sellers

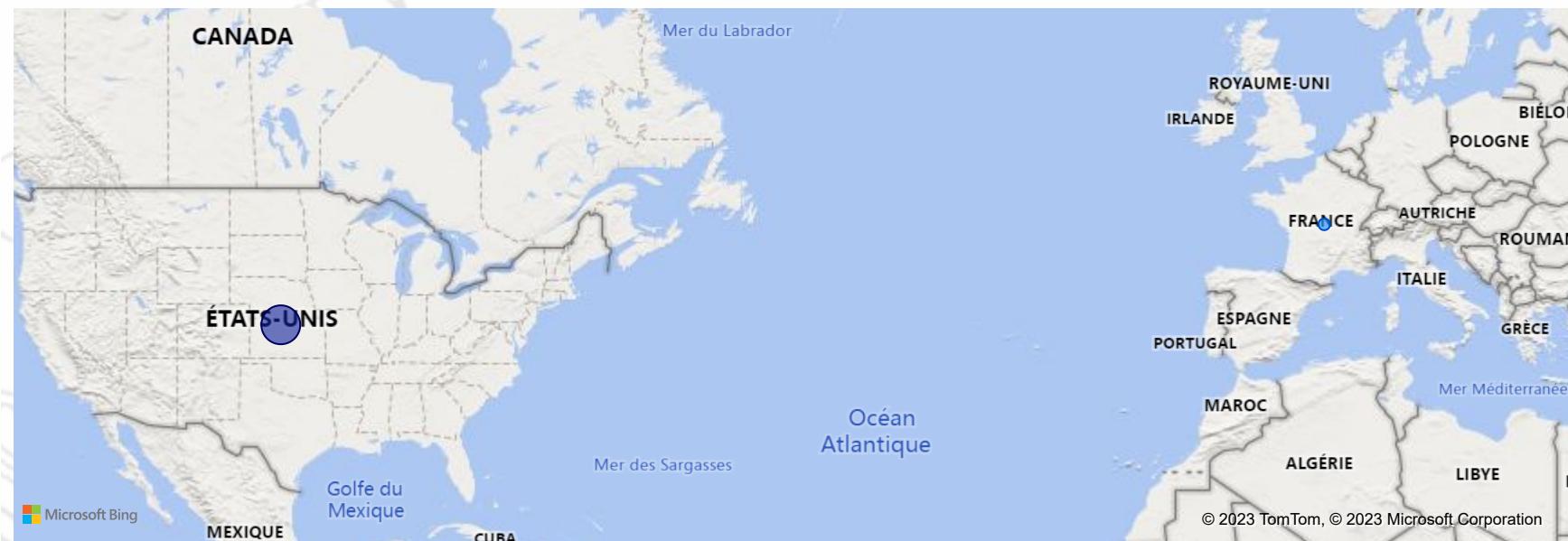
Plusieurs sélections

Choose a time pe...

- Sélectionner t...
- 2021
- 2022
- 2023

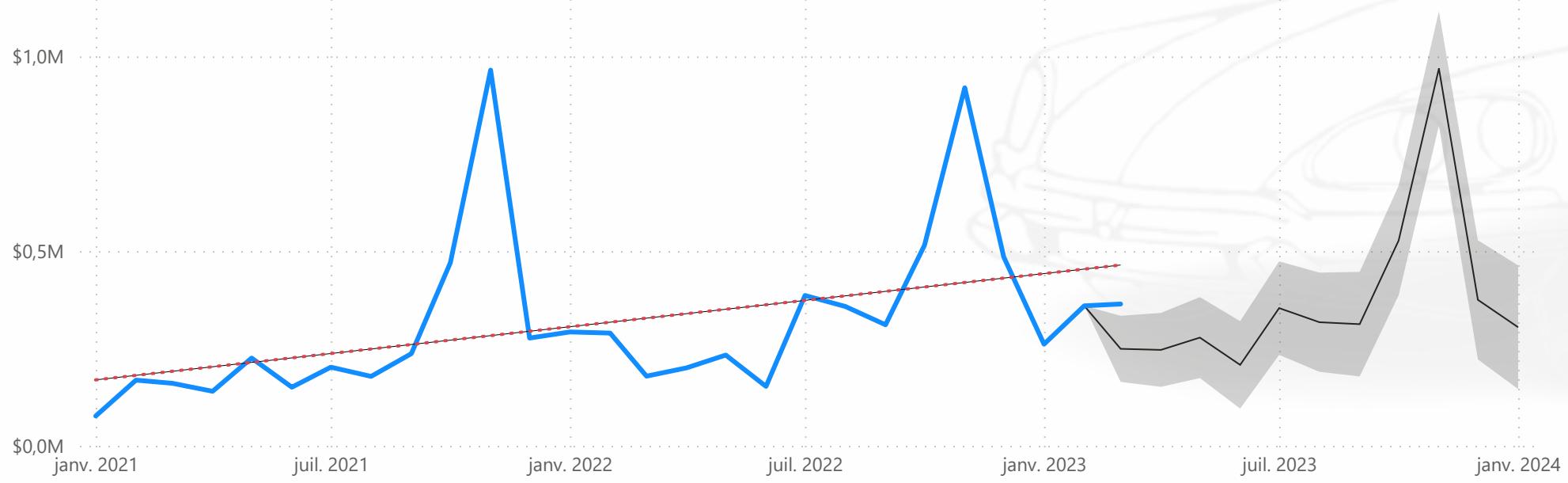
Breakdown per country

Employee ● Hernandez Gerard ● Jennings Leslie



- Product Line and p... ▾
- ✓ Classic Cars
 - ✓ Motorcycles
 - ✓ Planes
 - ✓ Ships
 - ✓ Trains
 - ✓ Trucks and Buses
 - ✓ Vintage Cars

Turnover 2023 forecast



2023 Forecast per Product Line

● Turnover 2022 ● Forecast 2023

