



Analytical Insights in Sales and Financial Performance: A Case Study on AtliQ Hardware

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INTRODUCTION :

In this project, we comprehensively explore Sales and Finance analytics, dissecting customer net sales and navigating the financial landscape through profit and loss reports.

The major objectives of this project are:

- 1. Data-Driven Decision-Making:** We took a hands-on approach, leveraging advanced Excel, Power Query, and Power Pivot to ensure our decisions were rooted in solid data.
- 2. Integrated Insights:** In our analysis, we integrated insights from both sales and finance. We've calculated and cross-referenced the numbers, ensuring a comprehensive understanding.
- 3. Key Findings Unveiled:** We delved into the world of data-driven decision-making, unearthing key findings that have been carefully calculated. These findings illuminate our path to global recognition, operational efficiency, and surpassing market targets.
- 4. Strategic Blueprint Developed:** This isn't just an analysis; it's a strategic blueprint we've developed using a combination of analytical tools and problem-solving skills. We've calculated our steps for sustained excellence across every facet of our business operations.

METHODOLOGY :

Tools Utilized

- **Power Pivot:** Leveraged for enhanced data modeling and analysis capabilities.
- **Power Query:** Applied for efficient data extraction, transformation, and loading (ETL) processes.
- **Data Modeling:** Utilized for structuring and organizing data to derive meaningful insights.
- **Conditional Formatting:** Employed to enhance visual representation and highlight key metrics.
- **Pivot Table:** Utilized for dynamic and interactive data summarization.



SALES ANALYTICS REPORT



Filters

region	All
market	All
division	All

Customer
Net Sales Performance

Customers	2019	2020	2021	21 vs 20
Acclaimed Stores	1.4M	2.9M	10.9M	378.1%
All-Out		0.2M	0.8M	495.7%
Amazon	12.2M	37.5M	82.1M	218.9%
Argos (Sainsbury's)	0.4M	0.7M	2.3M	306.0%
Atlas Stores	0.2M	0.7M	3.2M	470.3%
AtliQ e Store	7.2M	23.7M	53.0M	223.8%
AtliQ Exclusive	9.6M	17.7M	61.1M	345.8%
BestBuy	0.9M	1.8M	6.3M	356.1%
Boulanger	0.2M	0.8M	4.1M	492.9%
Chip 7	0.6M	1.3M	5.5M	416.1%
Chiptec		0.4M	3.0M	722.0%
Control	0.9M	2.2M	7.7M	349.2%
Coolblue	0.5M	1.2M	4.2M	360.0%
Costco	1.1M	2.8M	9.3M	337.4%
Croma	1.7M	2.5M	7.5M	305.1%
Currys (Dixons Carphone)	0.3M	0.8M	1.9M	246.9%
Digimarket	0.8M	1.7M	4.1M	241.1%
Ebay	2.6M	6.3M	15.2M	242.2%
Electricalsara Stores	0.1M	0.6M	1.9M	286.0%
Electricalsbea Stores		0.1M	0.7M	504.6%
Electricalslance Stores	0.1M	0.7M	2.3M	313.3%
Electricalslytical	1.8M	2.6M	11.9M	457.5%
Electricalsocity	2.3M	3.5M	12.4M	358.8%
Electricalsquipo Stores	0.2M	0.7M	3.6M	535.3%
Elite	0.4M	0.8M	4.1M	495.5%
Elkjøp	0.5M	1.3M	5.2M	391.9%
Epic Stores	0.4M	0.9M	4.2M	446.1%
Euronics	0.4M	0.9M	3.9M	444.7%
Expert	0.8M	1.8M	6.4M	364.0%
Expression	1.7M	3.0M	9.8M	328.2%
Ezone	1.5M	2.0M	7.9M	391.6%
Flawless Stores	0.1M	0.5M	1.8M	396.3%
Flipkart	2.9M	8.3M	19.3M	231.0%
Fnac-Darty	0.5M	0.8M	2.9M	349.8%
Forward Stores	0.6M	1.5M	4.1M	272.0%
Girias	1.5M	2.1M	8.7M	419.3%
Info Stores	0.1M	0.5M	1.8M	384.1%
Insight	0.4M	1.0M	2.8M	271.8%
Integration Stores		0.2M	1.4M	887.2%
Leader	4.7M	6.0M	18.8M	314.8%



AtliQ Hardwares



Logic Stores	0.2M	0.9M	4.8M	515.2%
Lotus	1.5M	2.1M	8.1M	382.6%
Neptune	1.0M	3.4M	16.1M	471.5%
Nomad Stores	0.5M	1.6M	4.0M	246.9%
Notebillig	0.2M	0.4M	1.1M	287.4%
Nova		0.0M	0.4M	2664.9%
Novus	1.9M	3.7M	9.9M	264.2%
Otto	0.3M	0.4M	1.2M	298.6%
Premium Stores	0.5M	1.1M	3.9M	353.1%
Propel	1.6M	2.5M	10.8M	440.6%
Radio Popular	0.5M	1.5M	5.3M	362.6%
Radio Shack	0.8M	1.7M	5.4M	311.5%
Reliance Digital	1.6M	2.6M	9.7M	377.9%
Relief	0.4M	1.0M	4.1M	403.6%
Sage	4.8M	6.4M	20.7M	321.5%
Saturn	0.2M	0.4M	1.2M	310.5%
Sorefoz	0.6M	1.1M	4.7M	433.6%
Sound	0.6M	1.7M	4.4M	260.3%
Staples	1.2M	2.9M	8.8M	307.0%
Surface Stores	0.1M	0.5M	2.1M	398.8%
Synthetic	1.9M	4.4M	12.2M	276.0%
Taobao	0.2M	1.3M	3.3M	248.7%
UniEuro	0.6M	1.6M	7.3M	457.0%
Vijay Sales	1.7M	2.1M	8.5M	397.8%
Viveks	1.6M	2.2M	7.8M	348.1%
walmart	1.3M	2.6M	9.7M	370.4%
Zone	0.3M	1.6M	5.3M	336.2%
Grand Total	87.5M	196.7M	598.9M	304.5%



AtliQ Hardwares

Filters

region All
market India
division All

Customer Net Sales Performance

Customers	2019	2020	2021	21 vs 20
Amazon	4.6M	9.8M	23.0M	234.9%
Atliq e Store	1.6M	3.5M	8.7M	249.1%
AtliQ Exclusive	3.4M	4.7M	18.4M	392.6%
Croma	1.7M	2.5M	7.5M	305.1%
Ebay	1.7M	3.6M	8.5M	235.9%
Electricalslytical	1.6M	2.0M	8.4M	431.1%
Electricalsocity	1.8M	2.3M	9.4M	415.1%
Expression	1.5M	2.2M	8.8M	391.2%
Ezone	1.5M	2.0M	7.9M	391.6%
Flipkart	1.9M	4.3M	9.9M	231.8%
Girias	1.5M	2.1M	8.7M	419.3%
Lotus	1.5M	2.1M	8.1M	382.6%
Propel	1.6M	2.2M	9.1M	413.7%
Reliance Digital	1.6M	2.2M	8.5M	387.2%
Vijay Sales	1.7M	2.1M	8.5M	397.8%
Viveks	1.6M	2.2M	7.8M	348.1%
Grand Total	30.8M	49.8M	161.3M	324.0%



AtliQ Hardwares

FILTERS

region	All
division	All
customer	All

Top 10 Products

All values are in USD

Products	2020	2021	21 vs 20
AQ Electron 4 3600 Desktop Processor	3.0M	19.4M	541.3%
AQ GT 21	0.8M	4.4M	461.1%
AQ Home Allin1	0.7M	5.2M	669.0%
AQ LION x1	0.0M	0.8M	1619.5%
AQ LION x2	0.1M	0.9M	1668.9%
AQ LION x3	0.1M	1.2M	1692.3%
AQ Mx NB	0.0M	1.4M	5623.5%
AQ Pen Drive DRC	0.6M	3.8M	487.7%
AQ Smash 2	0.4M	11.2M	2489.5%
AQ Zion Saga	0.7M	3.6M	428.5%
Grand Total	6.4M	52.0M	708.0%

AtliQ Hardwares



FILTERS

region All
division All

Market Performance vs Target

All values are in USD

Country	2019	2020	2021	2021 - Target	%
Australia	3.9M	10.7M	21.0M	-2.2M	-10.5%
Austria		0.1M	2.8M	-0.3M	-11.7%
Bangladesh	0.5M	2.3M	7.0M	-0.7M	-10.3%
Canada	4.8M	12.2M	35.1M	-5.1M	-14.5%
China	1.4M	5.4M	22.9M	-2.1M	-9.0%
France	4.0M	7.5M	25.9M	-2.2M	-8.4%
Germany	2.6M	4.7M	12.0M	-1.5M	-12.7%
India	30.8M	49.8M	161.3M	-9.6M	-5.9%
Indonesia	2.5M	6.2M	18.4M	-2.4M	-12.9%
Italy	2.9M	4.5M	11.7M	-1.0M	-9.0%
Japan		1.9M	7.9M	-0.3M	-4.1%
Netherlands	0.2M	3.4M	8.0M	-0.7M	-8.2%
Newzealand		2.0M	11.4M	-1.4M	-12.3%
Norway		2.5M	13.7M	-1.4M	-10.5%
Pakistan	0.6M	4.7M	5.7M	-0.5M	-9.3%
Philippines	5.7M	13.4M	31.9M	-2.5M	-7.8%
Poland	0.4M	2.8M	5.2M	-0.9M	-18.1%
Portugal	0.7M	3.6M	11.8M	-0.5M	-4.3%
South Korea	12.8M	17.3M	49.0M	-4.4M	-8.9%
Spain		1.8M	12.6M	-1.8M	-14.1%
Sweden	0.1M	0.2M	1.8M	-0.2M	-11.1%
United Kingdom	2.0M	8.1M	34.2M	-3.0M	-8.7%
USA	11.5M	31.9M	87.8M	-10.2M	-11.7%
Grand Total	87.5M	196.7M	598.9M	-54.9M	-9.2%

AtliQ Hardwares



FILTERS

region All
customer All

Division Level Report

All values are in USD

Division	2020	2021	21 vs 20
N & S	51.4M	94.7M	<div></div> 84.4%
P & A	105.2M	338.4M	<div></div> 221.5%
PC	40.1M	165.8M	<div></div> 313.7%
Grand Total	196.7M	598.9M	204.5%

AtliQ Hardwares



FILTERS

region	All
division	All
customer	All

Products	Qty
AQ Gamers	3.4M
AQ Gamers Ms	4.0M
AQ Master wired x1 Ms	4.2M
AQ Master wireless x1	3.4M
AQ Master wireless x1 Ms	4.1M
Grand Total	19000112

Top 5 Products

region	All
division	All
customer	All

Products	Qty
AQ Gamer 1	51.7K
AQ GEN Z	63.1K
AQ Home Allin1	15.2K
AQ HOME Allin1 Gen 2	8.9K
AQ Smash 2	36.0K
Grand Total	174887

Bottom 5 Products



FINANCE ANALYTICS REPORT



AtliQ Hardwares

FILTERS

region All
sub_zone All
FY 2021

P & L

For Markets

All values are in USD

Market	Net Sales	GR	Gross Margin	GM%
Australia	21.0M	14.1m	6.9M	32.9%
Austria	2.8M	2.0m	0.9M	30.1%
Bangladesh	7.0M	4.5m	2.4M	34.5%
Canada	35.1M	21.7m	13.4M	38.2%
China	22.9M	13.5m	9.4M	41.1%
France	25.9M	14.7m	11.2M	43.2%
Germany	12.0M	8.9m	3.1M	26.2%
India	161.3M	109.7m	51.6M	32.0%
Indonesia	18.4M	11.3m	7.1M	38.4%
Italy	11.7M	8.2m	3.5M	30.1%
Japan	7.9M	4.2m	3.7M	46.5%
Netherlands	8.0M	4.6m	3.4M	42.0%
Newzealand	11.4M	5.9m	5.5M	48.2%
Norway	13.7M	9.6m	4.0M	29.5%
Pakistan	5.7M	3.6m	2.0M	36.2%
Philippines	31.9M	19.4m	12.5M	39.1%
Poland	5.2M	3.0m	2.2M	42.6%
Portugal	11.8M	6.8m	5.0M	42.1%
South Korea	49.0M	31.4m	17.6M	35.9%
Spain	12.6M	8.4m	4.2M	33.1%
Sweden	1.8M	1.1m	0.7M	40.2%
United Kingdom	34.2M	18.7m	15.4M	45.1%
USA	87.8M	55.3m	32.5M	37.0%



AtliQ Hardwares



FILTERS

region All
market All
customer All
division All

P & L

By Fiscal Years

All values in USD

Note: 21 vs 20 is not part of pivot table

Metrics	Fiscal Years			21 vs 20
	2019	2020	2021	
Net Sales	87.5M	196.7M	598.9M	204%
COGS	51.2M	123.4M	380.7M	209%
Gross Margin	36.2M	73.3M	218.2M	198%
GM%	41.4%	37.3%	36.4%	-2.3%

region All
division All
market All
customer All
FY 2019

P & L
By Fiscal Month

All values in USD

Note : Do not modify the pivot table

Metrics	Quarters												Grand Total
	Q1			Q2		Q3			Q4				
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	6.5M	8.0M	10.7M	11.4M	6.5M	6.1M	6.4M	6.3M	6.5M	6.2M	6.5M	6.3M	87.5M
COGS	3.8M	4.7M	6.3M	6.7M	3.9M	3.5M	3.8M	3.7M	3.8M	3.6M	3.8M	3.7M	51.2M
Gross Margin	2.6M	3.4M	4.5M	4.7M	2.7M	2.6M	2.7M	2.6M	2.6M	2.6M	2.7M	2.6M	36.2M
GM%	40.9%	42.0%	41.5%	41.4%	40.9%	41.9%	41.5%	41.4%	40.8%	42.0%	41.5%	41.4%	41.4%

region All
division All
market All
customer All
FY 2020

P & L
By Fiscal Month

All values in USD

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	17.1M	20.6M	28.7M	29.9M	17.1M	15.9M	2.1M	7.8M	9.9M	14.9M	16.1M	16.5M	196.7M
COGS	10.6M	12.8M	18.1M	18.9M	10.7M	9.9M	1.3M	4.8M	6.2M	9.3M	10.2M	10.5M	123.4M
Gross Margin	6.5M	7.8M	10.6M	11.0M	6.5M	6.0M	0.8M	2.9M	3.7M	5.5M	5.9M	6.1M	73.3M
GM%	37.8%	37.8%	37.0%	36.8%	37.8%	37.7%	36.7%	37.7%	37.5%	37.3%	36.7%	36.8%	37.3%



region All
division All
market All
customer All
FY 2021

P & L
By Fiscal Month
All values in USD

Metrics	Quarters												Grand Total
	Q1			Q2			Q3			Q4			
	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	
Net Sales	44.8M	54.6M	74.3M	78.1M	44.8M	41.8M	44.0M	43.5M	44.4M	41.5M	44.0M	43.0M	598.9M
COGS	28.4M	34.7M	47.4M	49.8M	28.4M	26.5M	28.0M	27.7M	28.1M	26.4M	28.0M	27.4M	380.7M
Gross Margin	16.4M	19.9M	27.0M	28.3M	16.4M	15.3M	16.0M	15.8M	16.3M	15.1M	16.0M	15.6M	218.2M
GM%	36.7%	36.5%	36.3%	36.3%	36.7%	36.5%	36.4%	36.3%	36.6%	36.4%	36.4%	36.3%	36.4%

AtliQ Hardwares



Net Sales Comparison

	Grand Total												
21 vs 20	162.1%	164.7%	159.1%	161.0%	161.4%	162.5%	1981.6%	461.2%	347.0%	178.6%	173.9%	160.3%	204.5%
20 vs 19	164.6%	156.6%	167.3%	161.5%	162.8%	162.0%	-67.1%	22.7%	53.1%	140.7%	148.0%	162.0%	124.8%



AtliQ Hardwares

FILTERS

region	All
customer	All

Country	2021
Canada	35.1M
India	161.3M
South Korea	49.0M
United Kingdom	34.2M
USA	87.8M
Grand Total	367.2M

Top 5 Country - 2021

All values are in USD





INSIGHTS & KEY FINDINGS :

Sales Analytics Insights:

- **Customer Net Sales Performance:** Revealed a robust overall growth, reflecting the effectiveness of our sales strategies.
- **Market Performance in India:** Highlighted a thriving market presence, indicating opportunities for further expansion.
- **Top 10 Products Report:** Strategic insights into product performance, guiding future development and marketing endeavors.
- **Market Performance vs. Target:** Provided a comprehensive overview, allowing for agile adjustments to meet and exceed market targets.

Finance Analytics Insights:

- **Profit and Loss by Market:** Illuminated financial health across markets, aiding in strategic financial planning.
- **Profit and Loss by Fiscal Year:** Provided a detailed fiscal perspective, contributing to long-term financial stability.
- **Profit and Loss by Fiscal Quarter/Month:** Granular insights into financial performance over time, facilitating agile decision-making.
- **Top 5 Countries in 2021:** Recognized our financial prowess on a global scale, solidifying our position in the market.



ACHIEVEMENTS :

- ❑ **Boosted Accuracy in Analysis:** We used Power Pivot, Power Query, and Pivot Tables to carefully look at sales and financial data, making sure we got things exactly right.
- ❑ **Found Paths for Growth:** By playing with Data Modeling, we figured out where we could grow. This helped us plan for the future and decide how to sell our stuff, especially in India.
- ❑ **Quick Moves with Agile Decisions:** We used Conditional Formatting to get a fast look at how well the market was doing. This made it easy to change things up quickly and beat our goals.
- ❑ **Financial Health in the Spotlight:** We looked at Profit and Loss reports to see how we were doing financially. This helped us plan for the future and stay stable in the long run.
- ❑ **Got Noticed Worldwide:** People around the world recognized us for being really good with money, which helped us stay strong in the market, especially in the top 5 countries in 2021.
- ❑ **Made Things Run Smooth:** We used Data Modeling and Power Query to make everything run better. It gave us detailed looks at how we were doing financially and helped us make smart decisions..



Thank You

