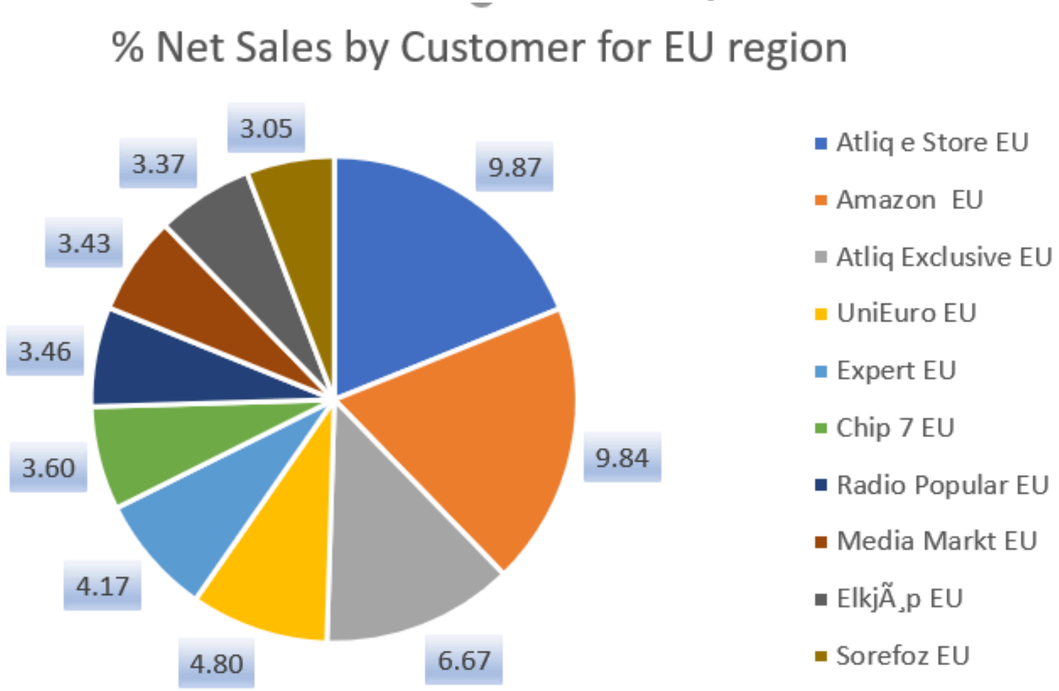
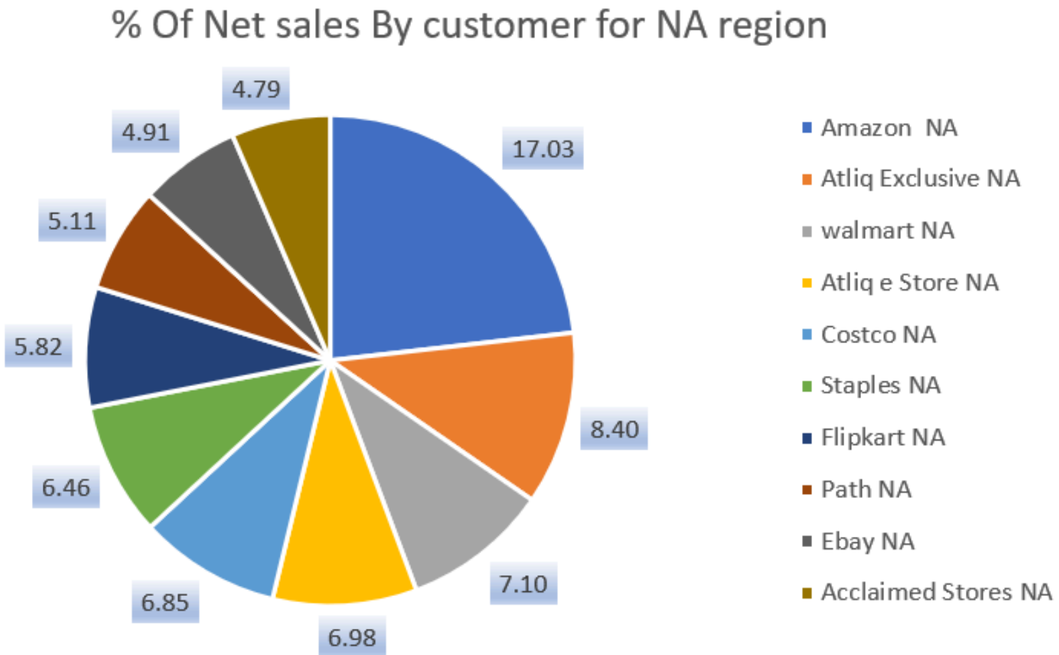
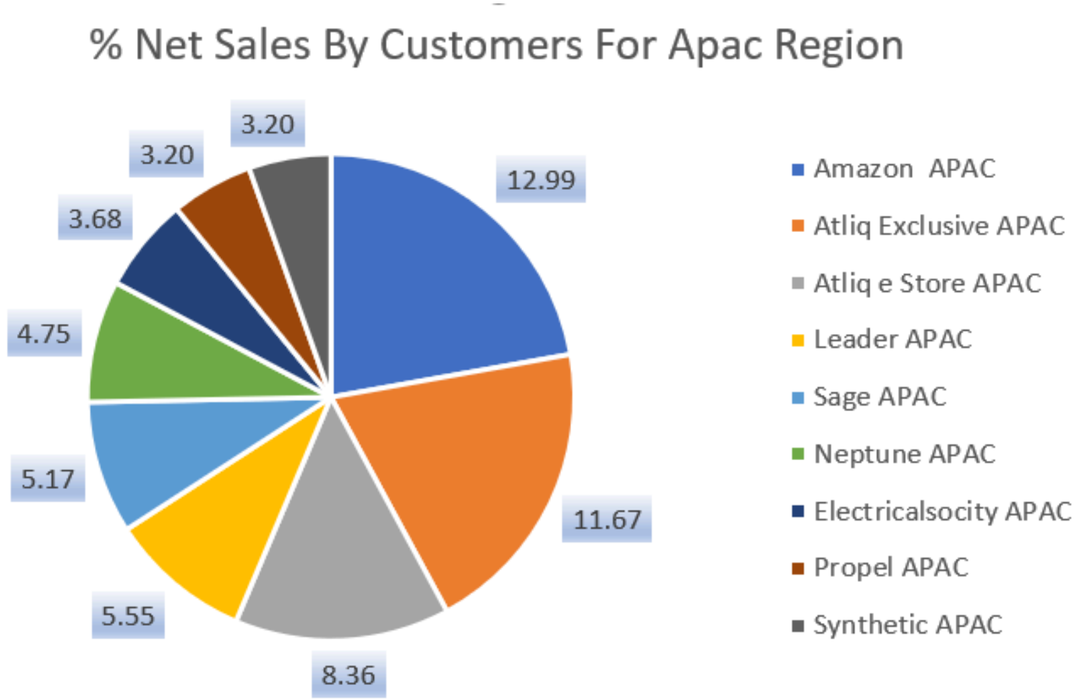
Financial Analysis AtliQ Hardware

% Of Sales By Customers in Different Regions







Gross Sales Report of Croma For 2021

```sql
SELECT
        s.date,
          s.product_code,
          p.product,
          p.variant,
          s.sold_quantity,
          g.gross_price,
          ROUND(s.sold_quantity*g.gross_price,2) as gross_price_total
FROM fact_sales_monthly s
JOIN dim_product p
          ON s.product_code=p.product_code
JOIN fact_gross_price g
          ON g.fiscal_year=get_fiscal_year(s.date)
    AND g.product_code=s.product_code
WHERE
        customer_code=90002002 AND
          get_fiscal_year(s.date)=2021
LIMIT 1000000;
```

date	product_code	product	variant	sold_quantity	gross_price	gross_price_total
2020-09-01	A0118150101	AQ Dracula HDD – 3.5 Inch SATA 6 Gb/s 5400 R...	Standard	202	19.0573	3849.57
2020-10-01	A0118150101	AQ Dracula HDD – 3.5 Inch SATA 6 Gb/s 5400 R...	Standard	95	19.0573	1810.44
2020-12-01	A0118150101	AQ Dracula HDD – 3.5 Inch SATA 6 Gb/s 5400 R...	Standard	113	19.0573	2153.47
2021-01-01	A0118150101	AQ Dracula HDD – 3.5 Inch SATA 6 Gb/s 5400 R...	Standard	182	19.0573	3468.43
2021-02-01	A0118150101	AQ Dracula HDD – 3.5 Inch SATA 6 Gb/s 5400 R...	Standard	208	19.0573	3963.92

Monthly Sales Report Croma

```sql
SELECT
        s.date,
        SUM(ROUND(s.sold_quantity*g.gross_price,2)) as monthly_sales
FROM fact_sales_monthly s
JOIN fact_gross_price g
      ON g.fiscal_year=get_fiscal_year(s.date) AND g.product_code=s.product_code
WHERE
           customer_code=90002002
GROUP BY date;
```

date	monthly_sales
2017-09-01	122407.57
2017-10-01	162687.56
2017-12-01	245673.84
2018-01-01	127574.73
2018-02-01	144799.54
2018-04-01	130643.92
2018-05-01	139165.06
2018-06-01	125735.36

Stored Procedure

```
CREATE DEFINER=`root`@`localhost` PROCEDURE
    `get_monthly_gross_sales_for customer`(
    in_customer_codes TEXT
    )
BEGIN
    SELECT s.date,
    sum(ROUND(s.sold_quantity*g.gross_price,2)) as monthly_sales
FROM fact_sales_monthly s
JOIN fact_gross_price g
ON s.product_code=g.product_code and get_fiscal_year(s.Date)=g.fiscal_year
where FIND_IN_SET(s.customer_code, in_customer_codes) >0
group by date;

END
```

Stored Procedure with Input Output Parameter

```sql
CREATE PROCEDURE `get_market_badge`(
        IN in_market VARCHAR(45),
        IN in_fiscal_year YEAR,
        OUT out_level VARCHAR(45)
)
BEGIN
          DECLARE qty INT DEFAULT 0;

         # Default market is India
         IF in_market = "" THEN
               SET in_market="India";
           END IF;

         # Retrieve total sold quantity for a given market in a given year
           SELECT
                SUM(s.sold_quantity) INTO qty
           FROM fact_sales_monthly s
           JOIN dim_customer c
           ON s.customer_code=c.customer_code
           WHERE
                get_fiscal_year(s.date)=in_fiscal_year AND
                c.market=in_market;

           # Determine Gold vs Silver status
           IF qty > 5000000 THEN
                SET out_level = 'Gold';
           ELSE
                SET out_level = 'Silver';
           END IF;
END
```

Top 2 Markets in Every Region By their Gross Sales Amount

```sql
With CTE as
   (SELECT c.market, c.region,
   ROUND(SUM((s.sold_quantity*g.gross_price)/1000000),2) as gross_sales_mln
FROM dim_customer as c join fact_sales_monthly as S
     ON c.customer_code=s.customer_code
     JOIN fact_gross_price as g
     ON s.product_code=g.product_code and s.fiscal_year=g.fiscal_year
  where s.fiscal_year=2021
group by  c.region,c.market),
 CTE2 as (Select *,
         rank() OVER(partition by region order by gross_sales_mln desc ) as rnk
 from CTE
)
Select * from CTE2 where rnk<3;
```

region	market	gross_sales_mln	rnk
APAC	India	455.05	1
APAC	South Korea	131.86	2
EU	United Kingdom	78.11	1
EU	France	67.62	2
LATAM	Mexico	2.30	1
LATAM	Brazil	2.14	2
NA	USA	264.46	1
NA	Canada	89.78	2

Top 3 Products in Every Region By their Gross Sales Amount

```
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
drank from CTE1)
    select * from cte2 where drank<=in_top_n;
END
```

division	product	total_qty	drank
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
PC	AQ Digit	135092	1
PC	AQ Gen Y	135031	2
PC	AQ Elite	134431	3

Top 5 Customers by Net Sales for 2021

```sql
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 c.customer
          order by net_sales_mln desc
          limit 5;
```

customer	net_sales_mln
Amazon	109.03
Atliq Exclusive	79.92
Atliq e Store	70.31
Sage	27.07
Flipkart	25.25

Top 5 Markets by Net Sales for 2021

```sql
SELECT
          market,
          round(sum(net_sales)/1000000,2) as net_sales_mln
  FROM gdb0041.net_sales
  where fiscal_year=2021
  group by market
  order by net_sales_mln desc
  limit 5
```

market	net_sales_mln
India	210.67
USA	132.05
South Korea	64.01
Canada	45.89
United Kingdom	44.73

Top 5 Products by Net Sales for 2021

```sql
select
        product,
        round(sum(net_sales)/1000000,2) as net_sales_mln
    from net_sales
    where fiscal_year=2021
    group by product
    order by net_sales_mln desc
    limit 5;
```

product	net_sales_mln
AQ BZ Allin1	33.75
AQ Qwerty	27.84
AQ Trigger	26.95
AQ Gen Y	23.58
AQ Maxima	22.32

Creating User Defined Function 1

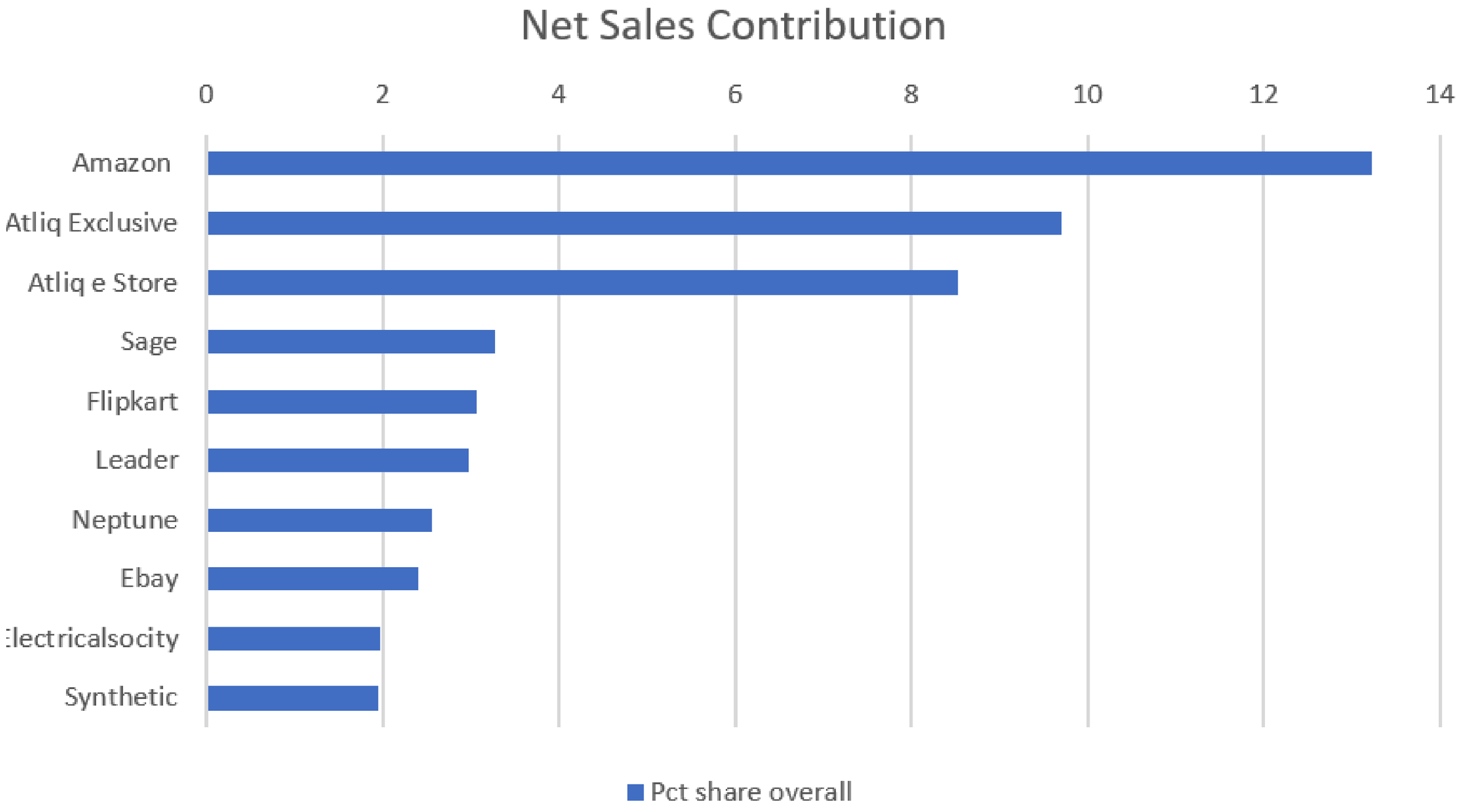
```
CREATE DEFINER=`root`@`localhost` FUNCTION
    `get_fiscal_year`( calendar_date DATE )
  RETURNS int
  DETERMINISTIC
BEGIN
        DECLARE fiscal_year INT;
        SET fiscal_year= Year(DATE_ADD(calendar_date, INTERVAL 4 MONTH));
      Return fiscal_year;
END
```

Creating User Defined Function 2

```
CREATE DEFINER=`root`@`localhost` FUNCTION
        `get_fiscal_quarter`( Calendar_date DATE)
  RETURNS char(2)
    DETERMINISTIC
BEGIN
     Declare m TINYINT;
     Declare qtr CHAR(2);
     SET m=month(Calendar_date);

 CASE
     when m IN (9,10,11) then SET qtr="Q1";
     when m IN (12,1,2) then SET qtr="Q2";
     when m IN (3,4,5) then SET qtr="Q3";
     else SET qtr="Q4";
 END CASE;
RETURN qtr;
END
```

Top 10 Markets By % Net Sales
FY 2021




THANK
YOU