Oxane Partners SIP Interview Preparation Question Bank

Company Background: Oxane Partners

About Oxane Partners

Oxane Partners is a **specialized financial services and consulting firm** that works closely with **Private Equity (PE) firms, Investment Banks, Credit Funds, and Asset Managers** across the globe.

Unlike typical consulting companies, Oxane focuses on **deep financial analytics, valuation support, portfolio monitoring, and investment decision support**.

Oxane helps investment firms understand companies better before investing and manage them better after investing.

Global Presence

- Headquartered in **India**

- Strong presence across:

  o North America

  o Europe

  o Asia-Pacific

- Clients include **leading global PE funds and investment institutions**

Oxane works as a **long-term analytical partner** rather than a short-term consultant.

What Does Oxane Actually Do? (Student View)

Oxane's work can be divided into **three major areas**:

Investment & Valuation Support

(Pre-Investment Phase)

Before a PE firm invests in a company, Oxane helps by:

- Analyzing **financial statements**

- Building **valuation models**

- Performing **cash flow analysis**

- Evaluating **business performance and risks**

Finance concepts used here:

- DCF

- EBITDA multiples

- Financial ratios

- Cash flow forecasting

Portfolio Monitoring & Analytics

(Post-Investment Phase)

After investment, Oxane supports clients by:

- Tracking portfolio company performance

- Monitoring KPIs

- Comparing actual vs projected results

- Identifying early warning signs

Skills required:

- Excel analysis

- Dashboarding

- Trend analysis

- Logical interpretation

Data, Technology & Automation

Oxane also develops:

- Analytical platforms

- Dashboards

- Automated financial reporting tools

This is why **Excel + analytics thinking** is extremely important for Oxane roles.

Why Oxane Is Very Relevant for Finance Students

Oxane sits at the **intersection of**:

- Finance

- Data analytics

- Business decision-making

For students, this means:

- You don't need CFA-level expertise

- You DO need **clear fundamentals**

- You must be **comfortable with numbers and logic**

What Oxane Looks for in SIP Students

Oxane **does not expect experts**. They look for:

Strong Basics

- Accounting fundamentals

- Corporate finance concepts

- Cash flow understanding

Analytical Thinking

- Ability to interpret numbers

- Ask "why" behind trends

- Logical explanations

Excel Comfort

- Pivot tables

- Lookups

- Charts

- Data cleaning

Attitude

- Willingness to learn

- Calm communication

- Structured thinking

Typical Work an SIP Intern May Do

During SIP, students may work on:

- Financial data cleaning

- Excel-based analysis

- Ratio calculations

- Trend analysis

- Assisting valuation or monitoring teams

- Preparing summaries for senior analysts

SIP is more about learning mindset than perfection.

How Oxane Is Different from Other Companies

Aspect	Oxane	Typical Consulting
Focus	Deep finance & analytics	Broad consulting
Clients	PE, Credit, Asset Managers	Corporates
Work	Numbers-driven	Presentation-driven
Skills	Finance + Excel + Logic	Communication-heavy

How Students Should Answer

"What do you know about Oxane?"

Ideal Answer

Oxane Partners is a financial services firm that supports private equity and investment firms across the investment lifecycle. It focuses on valuation, portfolio monitoring, and financial analytics. I see Oxane as a place where finance concepts are applied practically using data and Excel, which aligns well with my learning goals as a finance student.

Why the Name Oxane Partners?

Is "Oxane" a dictionary word?

No. **Oxane is not a standard dictionary word** and the company has **not officially published a literal definition** of the term.

This is common in professional services firms, where **brand names are symbolic rather than literal**.

What Does the Name "Oxane" Signify? (INTERPRETATIVE & SAFE)

While Oxane has not issued a formal definition, the name is **widely interpreted** to reflect the firm's role and philosophy.

Key Symbolic Meanings Students Can Safely Say:

- **Strength & reliability** (association with "ox" → strength, endurance)

- **Stability in financial decision-making**

- **A strong analytical backbone** for investment firms

- **Support across the investment lifecycle**

Interview-Safe Line:

The name Oxane symbolically represents strength, stability, and reliability, which aligns with the firm's role as a strong analytical and financial support partner for investment firms.

Why "Partners" in Oxane Partners?

The word **"Partners"** is very important and intentional.

It signifies:

- Long-term collaboration with clients

- Not just service delivery, but **shared ownership of outcomes**

- Working **alongside** Private Equity and Credit firms, not just for them

Safe Explanation:

The term "Partners" reflects Oxane's philosophy of working as a long-term analytical partner rather than a transactional consultant.

Does Oxane Have a Punchline / Tagline?

Officially:
Oxane does **not market itself with a single public punchline** like FMCG or IT brands.

Instead, Oxane is positioned as:

- A **specialized financial services firm**

- Focused on **investment lifecycle support**

- Known for **valuation, portfolio monitoring, and analytics**

Important for Students:

Do **NOT invent a tagline** in interviews.

Use Positioning Language Instead:

Oxane is positioned as a firm that supports investment institutions across the entire investment lifecycle through deep financial analytics and decision support.

What Does the Oxane Logo Signify?

While the company has not officially published logo symbolism, its **visual identity clearly reflects professionalism and trust**.

Logo Design Interpretation (Interview-Safe):

- **Clean and minimal design** → precision & clarity

- **Professional color palette** → trust, seriousness, financial discipline

- **No flashy elements** → focus on substance, not show

Safe Line for Interviews:

Oxane's logo reflects professionalism, clarity, and trust, which aligns with its role in handling critical financial and investment decisions.

Why This Branding Fits Oxane's Work

Oxane deals with:

- Investment decisions

- Portfolio risk

- Valuation accuracy

- Financial performance tracking

So the branding communicates:

- **Dependability**

- **Analytical strength**

- **Decision confidence**

Exactly what investment firms look for in a partner.

Model Interview Q&A (VERY IMPORTANT)

Why is the company named Oxane Partners?

Answer:

Oxane Partners is a symbolic name that represents strength, reliability, and analytical support. The word "Partners" reflects the firm's approach of working closely with investment firms as a long-term partner rather than a transactional consultant.

Does Oxane have a tagline?

Answer:

Oxane does not focus on a marketing tagline. Instead, it positions itself as a specialized financial services firm supporting private equity and credit investors across the investment lifecycle.

What does the logo signify?

Answer:

The logo represents professionalism, trust, and clarity, which are critical qualities in financial analytics and investment decision support.

When Was Oxane Established?

- **Founded: 2013**

- Oxane was established to address a **specific gap in the investment ecosystem**—the need for **deep financial analytics and decision support** for Private Equity and Credit investors.

This makes Oxane a **modern finance & analytics firm**, not a legacy consulting company.

Offices / Branches (Global Presence)

Oxane operates with a **global delivery and client model**.

Major Locations:

- **India** – Primary delivery and leadership base

- **United States** – Client-facing presence

- **Europe (UK region)** – Investment client coverage

Students should remember:

Oxane works globally, even if teams are based in India.

Leadership & Key Designations

(Only the most relevant details students should know)

CEO & Co-Founder

- **CEO: Sumit Khanna**

- Role: Strategic leadership, vision, and client relationships

Senior Leadership (General Understanding)

- Managing Directors

- Partners

- Directors

- Senior Analysts / Associates

Interview Tip for Students:
You are **not expected to memorize all leaders' names**.
Knowing **CEO + Co-founder role** is sufficient.

Why the Name "Oxane"?

Important for students:
There is **no officially published definition** of the word "Oxane" by the company.

However, the name is widely interpreted (and safely explained in interviews) as representing:

Conceptual Meaning (Interview-Safe)

- **Strength & stability** (like an "ox" – symbol of strength)

- **Analytical backbone** for investment firms

- **Support system** across the investment lifecycle

Safe Interview Line:

The name Oxane symbolically represents strength, reliability, and analytical support—reflecting the firm's role as a strong financial and decision-support partner to investment firms.

Company Tagline / Positioning

Oxane does not aggressively market a single public tagline like FMCG brands. Instead, it is positioned as:

A specialized financial services firm supporting the entire investment lifecycle

Common phrases associated with Oxane's work:

- Investment lifecycle support

- Portfolio monitoring & analytics

- Valuation and financial decision support

- Data-driven insights for PE & Credit firms

Students **should not invent a tagline** in interviews.
Use **positioning statements**, not slogans.

Why Oxane Was Founded (Very Important for Interviews)

Oxane was founded because:

- PE & Credit firms had **data**, but lacked **structured analytics**

- Analysts spent too much time on **manual Excel work**

- Decision-makers needed **clear insights, not raw numbers**

Oxane's solution:

- Combine **finance knowledge + analytics + technology**

- Act as a **long-term analytical partner**, not a one-time consultant

What This Means for SIP Students

Oxane interns are expected to:

- Understand **numbers, not memorise theory**

- Work with **Excel, models, and financial data**

- Think like **investment analysts**, not students

Answer:

"What do you know about Oxane Partners?"

Oxane Partners is a financial services firm founded in 2013 that supports private equity, credit, and asset management firms across the investment lifecycle. It focuses on valuation support, portfolio monitoring, and financial analytics. Oxane combines finance expertise with data-driven analysis, and that is why it is a strong learning platform for finance students like me.

One-Line Memory Sheet for Students

- **Founded:** 2013

- **Industry:** Financial Services & Investment Analytics

- **Clients:** PE, Credit Funds, Asset Managers

- **Oxane** → Symbolic name (strength, stability, analytics)

- **Partners** → Long-term collaboration, not just service

- **CEO:** Sumit Khanna

- **Core Work:** Valuation, portfolio analytics, decision support

- **What Oxane Values:** Finance + Excel + logic + learning attitude

- **Brand Message** → Serious finance, serious responsibility

- **Punchline** → No fixed slogan (use positioning language)

- **Logo** → Trust, precision, professionalism

Oxane works in **Investment Banking, Private Equity, Valuation, Risk, and Portfolio Analytics**, so they test:

- **Finance fundamentals**

- **Analytical thinking**

- **Excel & data sense**

- **Basic accounting clarity**

- **Communication & attitude**

1. Aptitude & Logical Reasoning Questions

(Usually Online Test / First Round)

Quantitative Aptitude

Typical Questions

- Percentages, ratios, averages

- Time value of money (simple)

- Profit & loss

- Data interpretation (tables, charts)

Examples

- If revenue increases by 20% and cost by 10%, what happens to profit?

- CAGR calculation for investment growth

Preparation:

- Practice CAT-level basic quant

- Focus on **speed + accuracy**

Logical Reasoning

Types

- Series

- Puzzles

- Cause–effect logic

- Statement–assumption

Example

A company's EBITDA improves but cash flow declines. What could be the reason?

2. Core Finance Questions (VERY IMPORTANT)

(Interview Round)

Accounting Basics

Expected Questions

- What are the **three financial statements**?

- Difference between **Profit & Cash Flow**

- What is **Depreciation**? Why is it added back in cash flow?

- How does an increase in **inventory** affect cash flow?

Best Answer

Depreciation is a non-cash expense. It reduces profit but does not involve actual cash outflow, so it is added back in operating cash flow.

Corporate Finance

Common Questions

- What is **Working Capital**?

- Difference between **Equity and Debt**

- What is **Cost of Capital**?

- What is **NPV and IRR**?

- Why NPV is preferred over IRR?

Oxane-Type Concept Question

If interest rates increase, what happens to bond prices and why?

Valuation (Basic Level)

They don't expect mastery, only clarity

Questions

- What is **valuation**?

- Name valuation methods

- What is **DCF** in simple words?

- What is **EBITDA multiple**?

Answer

Valuation is the process of estimating the economic value of a business. Common methods include DCF, comparable company multiples, and precedent transactions.

3. Excel & Analytical Thinking

(Very Important for Oxane)

Excel Questions

- Difference between **VLOOKUP & XLOOKUP**

- When to use **Pivot Tables**

- How do you clean data in Excel?

- What is conditional formatting?

Practical Question

If you have 5 years of revenue data, how will you analyze growth?

Expected Answer

- Calculate YoY growth

- Use CAGR

- Create trend chart

- Compare with industry benchmark

Data Interpretation

They may show:

- Revenue chart

- Cost structure table

- Portfolio summary

Ask Questions Like

- What insight do you see?

- What concern does this data raise?

- What would you recommend?

4. Business & Case-Based Questions

(Very common at Oxane)

Case Example

A PE fund invested in a company. Revenue is growing but profit is declining. Why?

Expected Thinking

- Rising costs

- High leverage

- Poor working capital management

- One-time expenses

Scenario Questions

- How would you analyze a company before investing?

- What metrics would you track in a portfolio company?

5. HR & Behavioral Questions

(Very important – Oxane values attitude)

Common HR Questions

- Tell me about yourself

- Why Finance?

- Why Oxane?

- Where do you see yourself in 5 years?

- What are your strengths & weaknesses?

Situational

- How do you handle pressure?

- Have you worked on data or Excel projects?

- How do you deal with learning something new quickly?

6. Resume-Based Questions

They ask **only from what is written**.

If student has:

- Excel certification → expect Excel questions

- Finance project → explain analysis

- Internship → role clarity

Never write anything you cannot explain.

7. Questions Students Should Ask Oxane (Impresses Interviewer)

- What does success look like for an ESIP intern at Oxane?

- What skills should I focus on during this internship?

- How does Oxane support learning for freshers?

SAMPLE MOCK INTERVIEW – OXANE SIP BASED QUESTIONS (FINANCE STUDENT)

(Interview Panel = Finance + Analytics + HR blend, as seen at Oxane Partners)

SECTION 1: INTRODUCTION & MOTIVATION

Q1. Tell me about yourself.

Ideal Answer:

I am a first-year PGDM student specializing in Finance. I have a strong interest in corporate finance, valuation, and data-based decision making. During my coursework, I have worked on Excel-based financial analysis and case discussions,

which helped me understand how numbers translate into business insights. I am keen to learn practical finance and apply my academic concepts in a professional environment like Oxane.

Q2. Why did you choose Finance?

Ideal Answer:

I chose Finance because it connects numbers with real business decisions. I enjoy analyzing financial statements, understanding how companies grow, and how investment decisions are made. Finance also allows me to work with data logically, which matches my analytical thinking.

Q3. Why do you want to join Oxane SIP?

Ideal Answer:

Oxane works closely with investment firms and focuses on valuation, portfolio analytics, and decision support. As a finance student, this exposure will help me understand how financial concepts are applied in real investment scenarios. ESIP will allow me to learn industry-level finance beyond textbooks.

SECTION 2: ACCOUNTING & FINANCIAL STATEMENTS

Q4. What are the three financial statements?

Answer:

The three financial statements are the Income Statement, Balance Sheet, and Cash Flow Statement.
They show profitability, financial position, and cash movement of a company.

Q5. What is the difference between profit and cash flow?

Answer:

Profit shows accounting income after expenses, while cash flow shows actual cash movement. A company can be profitable but still face cash problems due to high receivables or inventory.

Q6. Why is depreciation added back in cash flow?

Answer:

Depreciation is a non-cash expense. It reduces profit but does not involve cash outflow, so it is added back while calculating operating cash flow.

Q7. How does an increase in inventory affect cash flow?

Answer:

An increase in inventory blocks cash, so operating cash flow decreases.

SECTION 3: CORPORATE FINANCE FUNDAMENTALS

Q8. What is working capital?

Answer:

Working capital is the difference between current assets and current liabilities. It shows the short-term liquidity position of a company.

Q9. What happens if working capital is negative?

Answer:

Negative working capital means current liabilities are higher than current assets. It may indicate liquidity risk, though in some industries like retail it can be normal.

Q10. What is cost of capital?

Answer:

Cost of capital is the minimum return a company must earn to satisfy investors and lenders. It represents the cost of using funds.

SECTION 4: VALUATION (BASIC EXPECTATION)

Q11. What do you understand by valuation?

Answer:

Valuation is the process of estimating the economic value of a company or asset using financial and market-based methods.

Q12. Name some valuation methods.

Answer:

Discounted Cash Flow (DCF), Comparable Company Analysis, and Precedent Transactions.

Q13. What is DCF in simple terms?

Answer:

DCF estimates the value of a company based on the present value of its future cash flows.

Q14. What is EBITDA and why is it used?

Answer:

EBITDA stands for Earnings Before Interest, Tax, Depreciation, and Amortization. It is used to compare operating performance by removing financing and accounting effects.

SECTION 5: EXCEL & ANALYTICAL THINKING

Q15. How comfortable are you with Excel?

Answer:

I am comfortable with Excel basics such as formulas, pivot tables, charts, and basic data analysis. I use Excel mainly for financial calculations and trend analysis.

Q16. What is a Pivot Table and why is it useful?

Answer:

A Pivot Table summarizes large datasets quickly. It helps analyze trends, totals, and comparisons efficiently.

Q17. Difference between VLOOKUP and XLOOKUP?

Answer:

VLOOKUP searches only left to right, whereas XLOOKUP is more flexible and can search in any direction with better error handling.

Q18. If revenue is increasing but profit is decreasing, what could be the reason?

Answer:

Rising costs, higher discounts, increase in operating expenses, or poor cost control could cause this situation.

SECTION 6: BUSINESS CASE THINKING

Q19. A company has strong profits but weak cash flow. What does this indicate?

Answer:

It may indicate high receivables, excess inventory, or aggressive revenue recognition. The company might face liquidity issues.

Q20. If interest rates increase, what happens to bond prices?

Answer:

Bond prices fall when interest rates rise because newer bonds offer higher returns.

SECTION 7: HR & BEHAVIORAL QUESTIONS

Q21. What are your strengths?

Answer:

My strengths are analytical thinking, willingness to learn, and consistency. I am comfortable working with numbers and improving my skills continuously.

Q22. What is your weakness?

Answer:

I sometimes spend extra time perfecting my work. I am learning to balance accuracy with efficiency.

Q23. How do you handle pressure?

Answer:

I handle pressure by prioritizing tasks, breaking work into steps, and focusing on solutions rather than stress.

Q24. Where do you see yourself in 5 years?

Answer:

I see myself as a finance professional with strong analytical skills, working in investment analysis or financial consulting.

OXANE SIP – FINANCE MCQs

SECTION A: ACCOUNTING & FINANCIAL STATEMENTS

Q1. Which financial statement shows the financial position of a company on a specific date?

A. Income Statement
B. Cash Flow Statement

C. Balance Sheet

D. Profit & Loss Account

Correct Answer: C

Explanation: Balance Sheet shows assets, liabilities, and equity at a point in time.

Q2. Which of the following is a non-cash expense?

A. Interest

B. Depreciation

C. Rent

D. Salary

Correct Answer: B

Explanation: Depreciation reduces profit but does not involve cash outflow.

Q3. Increase in accounts receivable will:

A. Increase cash flow

B. Decrease cash flow

C. Not affect cash flow

D. Increase profit only

Correct Answer: B

Explanation: More receivables mean cash is not yet collected.

Q4. Which item is added back while calculating Operating Cash Flow?

A. Revenue

B. Tax Paid

C. Depreciation

D. Dividend Paid

Correct Answer: C

SECTION B: CORPORATE FINANCE FUNDAMENTALS

Q5. Working capital is calculated as:

A. Total Assets – Total Liabilities

B. Fixed Assets – Current Liabilities

C. Current Assets – Current Liabilities

D. Cash – Inventory

Correct Answer: C

Q6. Which of the following indicates better liquidity?

A. Low current ratio
B. High current ratio
C. High debt ratio
D. High depreciation

Correct Answer: B

Q7. What happens to bond prices when interest rates rise?

A. Bond prices increase
B. Bond prices decrease
C. No impact
D. Depends on maturity

Correct Answer: B
Explanation: New bonds offer higher returns, reducing demand for old bonds.

Q8. Cost of capital represents:

A. Profit earned by company
B. Tax paid by company
C. Minimum required return
D. Market value of shares

Correct Answer: C

SECTION C: VALUATION & INVESTMENT CONCEPTS

Q9. DCF valuation is based on:

A. Past profits
B. Market price
C. Future cash flows
D. Book value

Correct Answer: C

Q10. EBITDA is used because it:

A. Includes tax impact
B. Shows net profit
C. Removes financing & accounting effects
D. Is same as cash flow

Correct Answer: C

Q11. Which multiple is commonly used in valuation?

A. Sales / Assets
B. EBITDA / Revenue
C. Enterprise Value / EBITDA
D. Profit / Inventory

Correct Answer: C

Q12. Higher discount rate in DCF will:

A. Increase valuation
B. Decrease valuation
C. No impact
D. Increase cash flow

Correct Answer: B

SECTION D: BUSINESS ANALYTICS & INTERPRETATION

Q13. A company shows rising revenue but declining profit. What is the most likely reason?

A. Better cost control
B. Higher operating expenses
C. Improved margins
D. Lower sales volume

Correct Answer: B

Q14. Which metric best measures operational efficiency?

A. Net Profit Margin
B. Gross Margin
C. EBITDA Margin
D. Return on Equity

Correct Answer: C

Q15. Negative operating cash flow with positive profit indicates:

A. Strong liquidity
B. Accounting manipulation always

C. Working capital issues

D. High depreciation only

Correct Answer: C

SECTION E: EXCEL & DATA ANALYSIS (OXANE FOCUS)

Q16. Which Excel feature is best to summarize large datasets?

A. Charts

B. Pivot Tables

C. Conditional Formatting

D. Filters

Correct Answer: B

Q17. Which function is more flexible than VLOOKUP?

A. HLOOKUP

B. MATCH

C. XLOOKUP

D. INDEX only

Correct Answer: C

Q18. CAGR is used to:

A. Calculate yearly profit

B. Measure average annual growth

C. Find net income

D. Compare costs

Correct Answer: B

Q19. If sales data is available for 5 years, which analysis is most useful?

A. Single year comparison

B. Trend analysis

C. Random sampling

D. Data deletion

Correct Answer: B

SECTION F: INVESTMENT & PORTFOLIO THINKING

Q20. Diversification in a portfolio helps to:

A. Increase risk

B. Reduce risk

C. Eliminate returns

D. Eliminate losses

Correct Answer: B

Q21. Which risk cannot be eliminated through diversification?

A. Company risk

B. Industry risk

C. Market risk

D. Operational risk

Correct Answer: C

Q22. Higher risk generally leads to:

A. Lower return

B. Same return

C. Higher expected return

D. Guaranteed return

Correct Answer: C

MORE MCQS

SECTION A: Finance & Accounting

Q1. Which statement best explains why cash flow is more important than profit?
A. Cash flow ignores expenses
B. Cash flow shows liquidity position
C. Profit includes only cash items
D. Profit never changes

Ans: B

Q2. Which transaction decreases operating cash flow?
A. Increase in depreciation
B. Increase in inventory
C. Increase in payable
D. Increase in revenue

Ans: B

Q3. EBITDA is preferred in valuation because it:

A. Includes tax impact

B. Shows financing structure

C. Excludes non-operating effects

D. Shows net income

Ans: C

Q4. A rise in interest rates will most directly affect which financial instrument?

A. Equity shares

B. Bonds

C. Inventory

D. Goodwill

Ans: B

Q5. Negative working capital usually indicates:

A. Strong liquidity

B. Excess cash

C. Potential liquidity risk

D. High profitability

Ans: C

Q6. Which valuation method is forward-looking?

A. Book Value

B. DCF

C. Comparable multiples

D. Historical cost

Ans: B

Q7. An increase in receivables means:

A. Cash inflow

B. Cash blocked

C. Profit increases

D. Liabilities rise

Ans: B

Q8. Which ratio best reflects operational efficiency?

A. Current Ratio

B. Debt-Equity

C. EBITDA Margin

D. EPS

Ans: C

Q9. Which item appears in all three financial statements indirectly?

A. Dividend

B. Revenue

C. Depreciation

D. Interest

Ans: C

Q10. Cost of capital represents:

A. Company profit

B. Risk-free return

C. Minimum required return

D. Tax expense

Ans: C

SECTION B: Excel-Based MCQs (10 MCQs – VERY IMPORTANT)

Q11. Best Excel tool to summarize 50,000 rows of data?

A. Chart

B. Filter

C. Pivot Table

D. Conditional Formatting

Ans: C

Q12. Which function replaces VLOOKUP most effectively?

A. HLOOKUP

B. MATCH

C. XLOOKUP

D. IF

Ans: C

Q13. CAGR formula in Excel uses which function?

A. SUM

B. AVERAGE

C. POWER

D. IFERROR

Ans: C

Q14. If lookup value is not found, which function avoids error display?

A. IF

B. ISBLANK

C. IFERROR

D. MATCH

Ans: C

Q15. Which Excel feature highlights loss-making months visually?

A. Pivot Table

B. Conditional Formatting

C. Data Validation

D. Sort

Ans: B

Q16. Best chart to show revenue trend over 5 years?

A. Pie Chart

B. Bar Chart

C. Line Chart

D. Donut Chart

Ans: C

Q17. Which Excel feature groups data by year or quarter?

A. Filters

B. Pivot Table grouping

C. Sorting

D. Freeze Pane

Ans: B

Q18. INDEX-MATCH is preferred because it:

A. Is slower

B. Is flexible & accurate

C. Only works left-to-right

D. Cannot handle errors

Ans: B

Q19. Which Excel tool helps compare budget vs actual?
A. Pivot Table
B. Scatter Chart
C. Conditional Formatting
D. All of the above

Ans: D

Q20. When cleaning data, the first step should be:
A. Create charts
B. Remove duplicates & blanks
C. Apply formulas
D. Create pivot

Ans: B

SECTION C: CASE-BASED MCQs (10 MCQs – OXANE CORE)

Case 1

A PE-backed company shows revenue growth of 18% but EBITDA margin has fallen from 22% to 15%.

Q21. Most likely reason?
A. Revenue decline
B. Cost escalation
C. Tax benefit
D. Lower depreciation

Ans: B

Q22. Which metric should be analysed first?
A. EPS
B. Cost structure
C. Share price
D. Dividend

Ans: B

Case 2

A company shows profit of ₹50 Cr but operating cash flow of –₹20 Cr.

Q23. Primary concern is:

A. Accounting fraud always

B. Working capital stress

C. Excess depreciation

D. High tax

Ans: B

Q24. Which item is most likely high?

A. Payables

B. Receivables

C. Cash

D. Equity

Ans: B

Case 3

Interest rates are expected to rise next year.

Q25. Which investment becomes less attractive?

A. Equity

B. Bonds

C. Cash

D. Fixed deposits

Ans: B

Q26. Why?

A. Bond yields decrease

B. Bond prices fall

C. Equity prices fall

D. Risk disappears

Ans: B

Case 4

An analyst is valuing a company with unstable cash flows.

Q27. Best valuation approach?

A. DCF only

B. EV/EBITDA multiple

C. Book value

D. Dividend yield

Ans: B

Q28. Why?

A. Simpler and market-based

B. Needs fewer assumptions

C. Stable cash not required

D. All of the above

Ans: D

Q29. Portfolio diversification mainly reduces:

A. Market risk

B. Inflation risk

C. Company-specific risk

D. Interest rate risk

Ans: C

Q30. Oxane values which skill combination most?

A. Finance theory only

B. Coding only

C. Finance + Excel + Logic

D. Marketing skills

Ans: C

PART 2: ANSWER JUSTIFICATION PRACTICE (INTERVIEW ROUND)

Oxane often asks **"WHY?" after your MCQ answer**.

Example 1

Q: Why does rising inventory reduce cash flow?
Model Answer:

Because cash is used to purchase inventory, but revenue is not yet realized, leading to cash blockage.

Example 2

Q: Why is EBITDA used instead of net profit in valuation?
Model Answer:

EBITDA removes financing and accounting differences, allowing better comparison of core operations.

Example 3

Q: Why does bond price fall when interest rates rise?
Model Answer:

New bonds offer higher yields, making existing bonds less attractive, so their prices fall.

Example 4

Q: Why is Pivot Table important for analysts?
Model Answer:

It allows quick summarization and insight generation from large datasets, which is essential for analysis.

USE BELOW GIVEN DATASET TO PRACTICE SOME EXCEL QUESTIONS GIVEN BELOW

THE DATA IS SENT THRU WHATSAPP

A) Excel-Based Practice Questions (Oxane-style)

1) Data Cleaning & Preparation (must-do first)

1. In **Transactions**, check:

   o Missing values in key columns (OrderDate, Revenue_INR, Profit_INR, ProductName).

   o Duplicate OrderIDs.

2. Create a clean column **NetRevenue_INR** = Revenue_INR (already in INR) but verify numeric format.

3. Create these helper columns (if not already present):

   o **Quarter** from OrderDate

   o **Profit Margin %** = Profit_INR / Revenue_INR

   o **Discount Band**: 0–5%, 6–15%, 16–25%, 26–35%

4. Standardize Month display as **MMM-YYYY** (e.g., Mar-2024).

What Oxane checks: Your ability to structure data before analysis.

2) Pivot Table Questions (core ESIP skill)

Create Pivot Tables (and charts where asked):

Q1. Monthly Performance Summary

- Rows: YearMonth

- Values: Sum of Revenue_INR, Sum of Profit_INR

- Show: **Top 3 months by Profit_INR**

Q2. Region-wise Contribution

- Rows: Region

- Values: Sum Revenue_INR, Sum Profit_INR

- Add: Profit Margin %

Q3. Segment Profitability

- Rows: Segment

- Columns: Category (Software/Services)

- Values: Sum Profit_INR

- Insight: Which segment + category combination is best?

Q4. Product Profit Leaders

- Rows: ProductName

- Values: Sum Profit_INR

- Filter: Year = 2025

- Output: Top 5 products by Profit in 2025

Q5. Channel Effectiveness

- Rows: Channel

- Values: Sum Revenue_INR, Avg DiscountPct, Sum Profit_INR

- Question: Which channel gives best profit with lowest discount?

Oxane angle: Not just pivot creation—**interpretation**.

3) Excel Formulas Practice (quick round)

Use formulas (not Pivot) for these:

Q6. Lookup

From **ProductID**, fetch:

- ProductName, Category, ListPrice
  (Use **XLOOKUP** or **INDEX-MATCH**)

Q7. Conditional Logic

Create a column **Profit Flag**:

- "High Profit" if Profit Margin % ≥ 25%

- "Medium" if 10%–24.99%

- "Low/Negative" if < 10%

Q8. Weighted Discount

Compute **weighted average discount** by Region:

- Weighted by Revenue_INR (not simple average)

Q9. Top Customer Contribution

Find the **top 10 customers by Revenue_INR** and calculate:

- Their combined % of total revenue

Q10. Payment Terms vs Profit

Using formula summary (or pivot):

- Compare Avg Profit Margin for Net30 vs Net45 vs Net60 vs Immediate
  Which term looks healthiest?

4) Charting Practice (Oxane expects insight-ready visuals)

Create these charts on a Dashboard sheet:

Q11. Trend Chart

- Line chart: Revenue_INR & Profit_INR by YearMonth

Q12. Waterfall Chart

- Waterfall: Revenue → COGS → Shipping → Opex → Profit
  (Use totals by Year = 2025)

Q13. Combo Chart

- Clustered column: Revenue by Region

- Line: Profit Margin % by Region

Q14. Pareto-style Chart

- Top 10 Products by Revenue (bar) + cumulative % (line)

Q15. Heatmap

- Conditional formatting heatmap: Region (rows) × Month (columns) using Profit_INR

Oxane expectation: "Chart + one-line business conclusion".

B) Case Interview (Oxane ESIP style)

Case 1: "Growth but Margin Drop"

Scenario: In 2025, revenue grew but profit margin dropped.

Tasks (Answer like an analyst)

1. Prove the statement using data:

   o Revenue growth % (2024 → 2025)

   o Profit margin change

2. Diagnose likely drivers (use evidence):

   o Did DiscountPct increase?

   o Did COGS_INR / Revenue_INR rise?

   o Did Opex_INR spike?

   o Channel mix change?

3. Recommendation:

   o Which 2 actions will you suggest to improve margin in next quarter?

Deliverable: 5-slide structure (or 1-page summary):

- Problem → Evidence → Driver analysis → Recommendation → Next checks

Case 2: "Which Segment to Invest In?"

Scenario: Management wants to invest in one segment.

Tasks

1. Rank **Segments** by:
   - Profit_INR
   - Profit Margin %
   - Revenue stability (month-to-month volatility)

2. Identify risk:
   - Segment dependence on high discount?
   - Segment dependence on one region/city?

3. Final decision:
   - Recommend one segment and justify with 3 metrics.

Case 3: "Customer Concentration Risk"

Scenario: CFO worries top customers dominate revenue.

Tasks

1. Find revenue share of:
   - Top 5 customers
   - Top 10 customers

2. If top 10 customers contribute > X% (you decide threshold), classify risk:
   - Low / Medium / High

3. Suggest a mitigation plan:
   - Diversify segments/regions?
   - Change pricing/discounting policy?

C) Answer Justification Practice (Interview Drill)

Oxane interviewers often ask: **"How did you conclude that?"**

Use this format for any question:

Template

Conclusion: (1 line)
Evidence: (numbers from pivot/formula)
Reasoning: (why this implies the conclusion)
Action: (what you recommend / next step)

Example

Conclusion: "West region is high revenue but low margin."
Evidence: Revenue_INR highest; Profit Margin % lowest in region pivot.
Reasoning: High discount / higher COGS ratio is pulling margin down.
Action: Reduce discount band >25% and renegotiate COGS for top products.