

# Detailed Project Report: Profit and Loss Dashboard for Physics Wallah

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## Project Title

Profit and Loss Dashboard in Tableau

## Project Overview

This project, developed by Jaideep Jaiswal and Kushagra Taneja as part of an internship at Physics Wallah, presents a detailed Profit and Loss (P&L) dashboard built in Tableau. It leverages a sample dataset to display critical financial data, including revenue, expenses, gross profit, operating profit, and net profit over multiple years. The dashboard enables stakeholders to gain a deep understanding of the company's financial performance, facilitating data-driven decision-making.

## Objectives

- **Financial Performance Analysis:** Understand and evaluate the company's overall financial health through a breakdown of income and expenses.
- **Visualization of Key Metrics:** Enable easier interpretation of gross profit, EBITDA, operating profit, and net profit over multiple years.
- **Expense Categorization:** Provide insights into different expense categories to identify high-cost areas and potential savings.
- **Profit Margin Visualization:** Show the trends in gross profit, EBITDA, and net profit margins to monitor profitability changes over time.
- **Support Decision-Making:** Equip stakeholders with visual data to make informed decisions based on expense and profit trends.

## Dashboard Components and Detailed Explanations

### 1. Region and Country Filters

- **Description:** These filters allow users to select data based on regions (e.g., Europe, North America) and specific countries like Australia, Canada, France, and Germany.
- **Purpose:** Helps in analyzing financial performance across various geographic locations, enabling targeted strategies for each market.
- **Insights:**
  - Identifying top-performing countries and regions allows focusing on high-revenue locations.
  - Lower-performing areas can be reviewed for potential improvements in revenue or cost reduction strategies.

## 2. Quarterly Filter

- **Description:** This filter allows the selection of specific quarters (Q1, Q2, etc.) for a more granular analysis.
- **Purpose:** Useful for examining seasonal trends and comparing quarterly performance within the same fiscal year.
- **Insights:**
  - Helps determine if there are specific quarters with higher expenses or revenues, which could indicate seasonal patterns.
  - Enables targeted financial planning and budgeting by identifying profitable quarters.

## 3. Financial Metrics Summary

- **Components:** Displays Gross Profit, EBITDA, Operating Profit, and Net Profit over the years 2018-2020.
- **Purpose:** Provides a high-level summary of key financial performance metrics, allowing stakeholders to quickly gauge profitability and efficiency.
- **Insights:**
  - Year-over-year trends can highlight consistent growth, stability, or declines in profitability.
  - EBITDA gives insights into operational efficiency, showing earnings before interest, tax, depreciation, and amortization impacts.
  - Comparison of Gross Profit to Net Profit reveals the effectiveness of expense management.

## 4. Profit & Loss Statement Table

- **Trading Account:**
  - **Description:** Lists sales, sales returns, and the cost of sales, along with the total profit for trading activities.
  - **Insights:**
    - \* Sales and Sales Returns allow for analysis of customer satisfaction and product return rates.
    - \* Tracking the cost of sales can indicate fluctuations in production costs or changes in vendor pricing.
    - \* Observing the gross trading profit over time helps determine if the company is improving its revenue generation efficiency.
- **Operating Account:**
  - **Description:** Details various expenses like Administration, Entertainment, Professional Services, Marketing, Depreciation, etc.
  - **Insights:**
    - \* Provides a breakdown of all operating expenses, identifying areas with the highest costs (e.g., Administration, Marketing).
    - \* High Marketing expenses might correlate with increased sales, suggesting effective marketing.
    - \* Depreciation and amortization figures help estimate the company's fixed asset utilization over time.
- **Non-Operating Income:**
  - **Description:** Includes dividend income, exchange losses, and other non-operating financial activities.
  - **Insights:**

- \* Non-operating income sources like dividends or exchange gains provide additional revenue, stabilizing the bottom line.
- \* Exchange losses or gains indicate currency fluctuation impacts, relevant for a company operating internationally.

## 5. Graphical Representations and Their Analysis

### • Sales — GP Margin — NP Margin Chart:

- **Description:** Line chart showing sales trends along with gross profit (GP) and net profit (NP) margins.
- **Insights:**
  - \* Helps in comparing revenue against profit margins, highlighting profitability fluctuations across years.
  - \* If sales increase but profit margins drop, it may indicate rising costs or inefficient spending.
  - \* Stable or rising GP and NP margins suggest effective cost control and profitable sales growth.

### • Sales — Marketing Expense Chart:

- **Description:** Bar and line chart representing the comparison of sales with marketing expenses.
- **Insights:**
  - \* Observing marketing expense trends against sales figures helps assess the return on investment in marketing.
  - \* If higher marketing expenses correlate with increased sales, it suggests a successful marketing strategy.
  - \* Disproportionate marketing expenses with no increase in sales indicate a need to reevaluate marketing tactics.

### • Gross Profit — EBITDA — Operating Profit Chart:

- **Description:** Stacked area chart displaying the trends in gross profit, EBITDA, and operating profit over the years.
- **Insights:**
  - \* This chart provides a clear view of how each profit metric changes over time, highlighting areas where operational improvements might be needed.
  - \* Consistent growth in all three metrics points to effective financial management.
  - \* If EBITDA remains stable but gross profit fluctuates, it may suggest irregular revenue generation or variable production costs.

## In-Depth Analysis and Observations

- **Profitability Trends:** Year-over-year changes in gross profit, EBITDA, and operating profit indicate the company's overall profitability trends. Consistent growth suggests strong operational performance, while dips may indicate high expenses or decreased revenue.
- **Expense Management:** The breakdown of operating expenses like Marketing, Office Supplies, and Professional Services allows for detailed expense analysis. High costs in areas like Administration and Marketing may need cost reduction efforts.
- **Sales vs. Profit Margins:** Comparing sales figures with GP and NP margins provides insights into the company's pricing strategy and cost efficiency. Higher sales with low margins may indicate rising production costs.
- **Seasonal Trends:** Using the quarterly filter, seasonal trends in sales and expenses can be identified. High-expense or low-revenue quarters allow adjustments in resource allocation.

- **Return on Marketing Investment:** The sales vs. marketing expense graph provides insights into the effectiveness of marketing expenses. Higher sales following increased marketing expenses validate the strategy.
- **Non-Operating Income Impacts:** The non-operating income section reveals additional income sources, such as dividends and exchange gains/losses, stabilizing profitability.

## Conclusion

The Profit and Loss Dashboard provides a comprehensive interface to monitor and analyze Physics Wallah's financial performance across key metrics. By enabling a breakdown of income, expenses, and profitability across regions, quarters, and account types, this dashboard empowers stakeholders to make data-driven financial decisions.