

1. Provide the list of markets in which customer "Atliq Exclusive" operates its business in the APAC region.

market
India
Indonesia
Japan
Philippines
South Korea
Australia
Newzealand
Bangladesh

2. What is the percentage of unique product increase in 2021 vs. 2020? The final output contains these fields:- unique_products_2020,unique_products_2021,percentage_chg

unique_products_2020	unique_products_2021	pct_change
245	334	36.33

3. Provide a report with all the unique product counts for each segment and sort them in descending order of product counts. The final output contains 2 fields:-segment,product_count

segment	product_count
Notebook	129
Accessories	116
Peripherals	84
Desktop	32
Storage	27
Networking	9

4. Which segment had the most increase in unique products in 2021 vs 2020? The final output contains these fields:- segment, product_count_2020, product_count_2021, difference.

segment	product_count_2020	product_count_2021	difference
Accessories	69	103	34
Notebook	92	108	16
Peripherals	59	75	16
Desktop	7	22	15
Storage	12	17	5
Networking	6	9	3

5. Get the products that have the highest and lowest manufacturing costs. The final output should contain these fields, product_code, product, manufacturing_cost.

product_code	product	manufacturing_cost
A2118150101	AQ Master wired x1 Ms	0.8920
A6120110206	AQ HOME Allin1 Gen 2	240.5364

6. Generate a report which contains the top 5 customers who received an average high pre_invoice_discount_pct for the fiscal year 2021 and in the Indian market. The final output contains these fields:- customer_code, customer, average_discount_percentage.

customer	customer_code	avg_discount_pct
Flipkart	90002009	30.83%
Viveks	90002006	30.38%
Ezone	90002003	30.28%
Croma	90002002	30.25%
Amazon	90002016	29.33%

7. Get the complete report of the Gross sales amount for the customer “Atliq Exclusive” for each month. This analysis helps to get an idea of low and high-performing months and take strategic decisions. The final report contains these columns: Month,Year, Gross sales Amount

month	fiscal_year	gross_sales_mln
September	2020	4.50
October	2020	5.14
November	2020	7.52
December	2020	4.83
January	2020	4.74
February	2020	4.00
March	2020	0.38
April	2020	0.40
May	2020	0.78
June	2020	1.70
July	2020	2.55
August	2020	2.79
September	2021	12.35
October	2021	13.22
November	2021	20.46
December	2021	12.94
January	2021	12.40
February	2021	10.13
March	2021	12.14
April	2021	7.31
May	2021	12.15
June	2021	9.82
July	2021	12.09
August	2021	7.18

8. In which quarter of 2020, got the maximum total_sold_quantity? The final output contains these fields sorted by the total_sold_quantity, Quarter,total_sold_quantity

quarter_no	total_sold_quantity
Q1	7005619
Q2	6649642
Q4	5042541
Q3	2075087

9. Which channel helped to bring more gross sales in the fiscal year 2021 and the percentage of contribution? The final output contains these fields:- channel, gross_sales_mln, percentage.

channel	gross_sales_mln	pct
Retailer	1219.08	73.233852
Direct	257.53	15.470612
Distributor	188.03	11.295535

10. Get the Top 3 products in each division that have a high total_sold_quantity in the fiscal_year 2021? The final output contains these fields:- division, product_code, product, total_sold_quantity, rank_order

division	product_code	product	total_sold_quantity	rank_no
N & S	A7219160201	AQ Wi Power Dx2	275328	1
N & S	A7220160203	AQ Wi Power Dx2	277299	2
N & S	A7321160301	AQ Wi Power Dx3	281363	3
P & A	A3920150304	AQ LION x3	33523	1
P & A	A3718150102	AQ LION x1	34022	2
P & A	A3718150105	AQ LION x1	34080	3
PC	A6018110106	AQ Home Allin1	2281	1
PC	A6119110202	AQ HOME Allin1 Gen 2	2285	2
PC	A6119110204	AQ HOME Allin1 Gen 2	2286	3