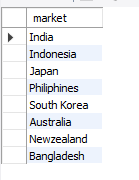
#1.Provide the list of markets in which customer "Atliq Exclusive" operates its business in the APAC region.

select distinct(market)

from dim\_customer

where customer = "Atliq Exclusive" and region = "APAC";



#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

with unique\_products\_2021 as (

select count(distinct(product\_code)) as unique\_products\_2021

from fact\_sales\_monthly where fiscal\_year = 2021),

unique\_products\_2020 as(

select count(distinct(product\_code)) as unique\_products\_2020

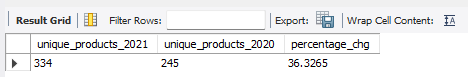
from fact\_sales\_monthly where fiscal\_year = 2020)

select

\*,((unique\_products\_2021 -unique\_products\_2020)/unique\_products\_2020)\*100 as percentage\_chg

from unique\_products\_2021,unique\_products\_2020

;



#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

select

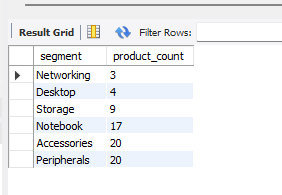
segment,

count(distinct(product)) as product\_count

from dim\_product

group by segment

order by product\_count;



4. Follow-up: 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

with product\_count\_2021 as (

select

p.segment,

count(distinct(product)) as product\_count\_2021

from dim\_product p

join fact\_sales\_monthly s

on p.product\_code=s.product\_code

where s.fiscal\_year = 2021

group by segment

order by product\_count\_2021),

product\_count\_2020 as (

select

p.segment,

count(distinct(product)) as product\_count\_2020

from dim\_product p

join fact\_sales\_monthly s

on p.product\_code=s.product\_code

where s.fiscal\_year = 2020

group by segment

order by product\_count\_2020)

select

p21.segment,

p21.product\_count\_2021,

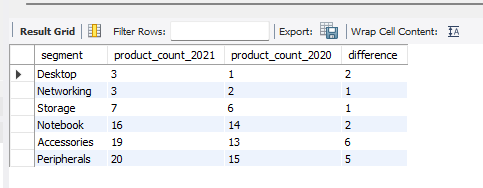
p20.product\_count\_2020,

(p21.product\_count\_2021-p20.product\_count\_2020) as difference

from product\_count\_2021 p21

join product\_count\_2020 p20

on p21.segment=p20.segment;



5. Get the products that have the highest and lowest manufacturing costs.

The final output should contain these fields, product\_code product manufacturing\_cost

Sol:

with max\_cost as (

select

product\_code,

max(manufacturing\_cost) as manufacturing\_cost

from fact\_manufacturing\_cost),

min\_cost as (

select

product\_code,

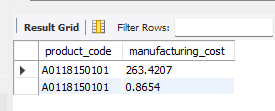
min(manufacturing\_cost) as manufacturing\_cost

from fact\_manufacturing\_cost)

select \* from max\_cost

union

select \* from min\_cost;



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

Sol:

select

pi.customer\_code,

c.customer,

avg(pi.pre\_invoice\_discount\_pct) as average\_discount\_percentage

from fact\_pre\_invoice\_deductions pi

join dim\_customer c

on pi.customer\_code = c.customer\_code

where

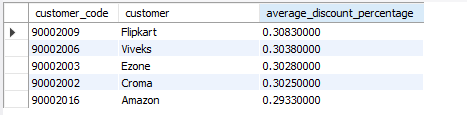
pi.fiscal\_year = 2021

and c.market = "India"

group by pi.customer\_code,c.customer\_code

order by average\_discount\_percentage desc

limit 5;



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

select

month(date\_add(`date` , interval 4 month)) as month,

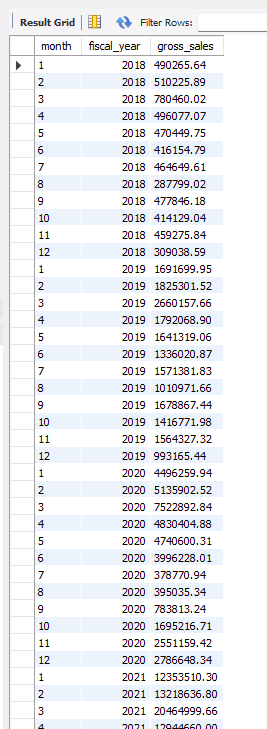
fiscal\_year,

sum(gross\_sales) as gross\_sales

from gross\_sales

where customer = "Atliq Exclusive"

group by fiscal\_year,month;



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

Sol:

with gs as(

select

c.channel,

round(sum(s.sold\_quantity\*g.gross\_price)/1000000,2) as gross\_sales\_mln

from dim\_customer c

join fact\_sales\_monthly s using(customer\_code)

join fact\_gross\_price g using(product\_code)

where s.fiscal\_year = 2021

group by c.channel)

select

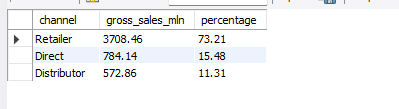
channel,

gross\_sales\_mln,

round((gross\_sales\_mln/(select sum(gross\_sales\_mln) from gs))\*100,2) as percentage

from gs

order by gross\_sales\_mln desc;



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

select \* from dim\_product;

with sd as(

select

p.division,

p.product\_code,

p.product,

format(sum(sold\_quantity),0)as total\_sold\_quantity,

dense\_rank() over(partition by division order by sum(sold\_quantity) desc) as rank\_order

from dim\_product p

join fact\_sales\_monthly s

using (product\_code)

where fiscal\_year = 2021

group by p.product\_code)

select

\*

from sd

where rank\_order <= 3 ;

