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

select distinct c.market from gdb023.dim\_customer c

where c.customer='Atliq Exclusive'

&& c.region ="APAC";

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1. 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 a\_2021 AS (

SELECT COUNT(DISTINCT(product\_code)) AS product\_count\_2021

FROM gdb023.fact\_sales\_monthly

WHERE fiscal\_year = "2021"

),

a\_2020 AS (

SELECT COUNT(DISTINCT(product\_code)) AS product\_count\_2020

FROM gdb023.fact\_sales\_monthly

WHERE fiscal\_year = "2020"

)

Main query to reference CTEs

SELECT a\_2021.product\_count\_2021, a\_2020.product\_count\_2020, ((a\_2021.product\_count\_2021- a\_2020.product\_count\_2020)/(a\_2020.product\_count\_2020)\*100)

FROM a\_2021, a\_2020;

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1. 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 a1 as (

select a.segment, count(distinct(a.product\_code)) as p1

from gdb023.dim\_product a

join fact\_sales\_monthly f

on a.product\_code = f.product\_code

where f.fiscal\_year="2020"

group by a.segment

order by count(distinct(a.product\_code)) desc),

a2 as (select a.segment, count(distinct(a.product\_code)) as p2

from gdb023.dim\_product a

join fact\_sales\_monthly f

on a.product\_code = f.product\_code

where f.fiscal\_year="2021"

group by a.segment

order by count(distinct(a.product\_code)) desc)

select a1.segment, a1.p1,a2.p2, a2.p2-a1.p1

from a1,a2

order by a2.p2-a1.p1 desc

limit 1;

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1. Get the products that have the highest and lowest manufacturing costs. The final output should contain these fields, product\_code product manufacturing\_cost

(select f.manufacturing\_cost, d.product,d.product\_code

from dim\_product d inner join fact\_manufacturing\_cost f

on d.product\_code=f.product\_code

order by f.manufacturing\_cost desc

limit 1)

UNION ALL

(select f.manufacturing\_cost, d.product,d.product\_code

from dim\_product d inner join fact\_manufacturing\_cost f

on d.product\_code=f.product\_code

order by f.manufacturing\_cost

limit 1);

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5. 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

select c.customer\_code,c.customer,avg(f.pre\_invoice\_discount\_pct) from dim\_customer c join fact\_pre\_invoice\_deductions f

on c.customer\_code=f.customer\_code

where f.fiscal\_year="2021" and c.market="India"

group by c.customer\_code,c.customer

order by avg(f.pre\_invoice\_discount\_pct) desc

limit 5;

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1. 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) as month,f1.fiscal\_year, sum(f2.sold\_quantity\*f1.gross\_price) as sales

from fact\_gross\_price f1 join fact\_sales\_monthly f2

join dim\_customer d1

on d1.customer\_code = f2.customer\_code

on f1.product\_code=f2.product\_code

where d1.customer="Atliq Exclusive"

group by month(date),f1.fiscal\_year

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1. 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

with channel as(

select d.channel,sum(f.sold\_quantity) as total\_channel\_sales

from dim\_customer d inner join fact\_sales\_monthly f

on d.customer\_code=f.customer\_code

and f.fiscal\_year=2021

group by d.channel),

total as (

select sum(f.sold\_quantity) as total\_sales from fact\_sales\_monthly f

where f.fiscal\_year=2021)

select channel, total\_channel\_sales, (total\_channel\_sales/total\_sales)\*100

from channel, total

order by (total\_channel\_sales/total\_sales)\*100 desc

limit 1

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1. 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

select d.division,d.product\_code,d.product,sum(f.sold\_quantity), dense\_rank() over (order by sum(f.sold\_quantity) desc) from dim\_product d

inner join fact\_sales\_monthly f

on d.product\_code=f.product\_code

where f.fiscal\_year=2021

group by d.division,d.product\_code,d.product

order by sum(f.sold\_quantity) desc

limit 3;