

# 6



DATA ANALYTICS JOURNEY

# Calculating Fiscal Year Gross Revenue for a Specific Customer



FAISAL SHAHZAD  
DATA ANALYST



# 1

## Business Problem

### Problem Statement

How much gross revenue did a specific customer generate per fiscal year?

We need:

- Fiscal Year
- Total Gross Revenue
- Filter by Customer
- Correct yearly price mapping

## 2

## Data Used

fact\_sales\_monthly

- date
- product\_code
- sold\_quantity
- customer\_code

fact\_gross\_price

- product\_code
- gross\_price
- fiscal\_year

### Important Business Logic

- ✓ Fiscal year derived from transaction date
- ✓ Join on product + fiscal year
- ✓ Multiply price × quantity
- ✓ Aggregate by fiscal year

# 3

## Fiscal Year Function Code

```
-- BLOCK 1: Get raw sales data WITH january_sales AS ( SELECT product_id, SUM(quantity)
1 CREATE FUNCTION get_fiscal_year (calendar_date DATE)
2 RETURNS INTEGER
3 DETERMINISTIC
4 BEGIN
5     -- Declare a variable to store the fiscal year
6     DECLARE fiscal_year INT;
7
8     -- Add 4 months to the given calendar date
9     -- This shifts Jan-Mar dates into the correct fiscal year
10    SET fiscal_year = YEAR(DATE_ADD(calendar_date, INTERVAL 4 MONTH));
11
12    -- Return the calculated fiscal year
13    RETURN fiscal_year;
14 END;
15
```

Logic:

Calendar Date → +4 Months → Extract Year → Fiscal Year

# 4

## SQL Query Used

```
SELECT
    -- Convert transaction date into fiscal year
    get_fiscal_year(date) AS fiscal_year,

    -- Calculate total gross revenue (price × quantity)
    ROUND(SUM(g.gross_price * s.sold_quantity), 2) AS gross_price_total
FROM fact_sales_monthly s

-- Join with gross price table to get correct price per fiscal year
JOIN fact_gross_price g
    ON s.product_code = g.product_code
    AND g.fiscal_year = get_fiscal_year(s.date)

-- Filter data for a specific customer
WHERE customer_code = 90002002

-- Aggregate results by fiscal year
GROUP BY get_fiscal_year(date)

-- Show latest fiscal year first
ORDER BY fiscal_year DESC;
```

# 5

## Results & Business Impact

What does this analysis deliver?

- ✓ Fiscal year-wise gross revenue breakdown
- ✓ Accurate pricing aligned with yearly changes
- ✓ Clear customer performance comparison over time

This output enables reliable financial reporting and supports informed business decisions.



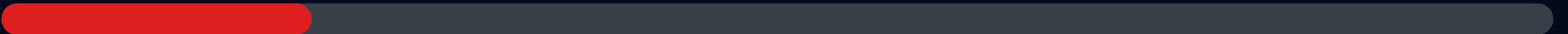
# 6

## Skills Demonstrated

- SQL joins and aggregation
- Revenue calculation
- Fiscal year handling
- Query reusability
- Business-focused reporting

### Question

How do you ensure pricing accuracy in your SQL revenue reports?





FAISAL SHAHZAD

**Thanks!**

Follow me for another tips

DATA ANALYSTS