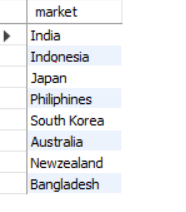
1. Provide the list of markets in which customer "Atliq Exclusive" operates its business in the APAC region.

select distinct market

from dim\_customer

where customer in ("Atliq Exclusive") and region in ("APAC");



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 product\_count\_2020 as (

select count(distinct product\_code) unique\_products\_2020 ,fiscal\_year

from fact\_sales\_monthly

where fiscal\_year = 2020),

product\_count\_2021 as (

select count(distinct product\_code) unique\_products\_2021,fiscal\_year

from fact\_sales\_monthly

where fiscal\_year = 2021),

product\_count\_2020\_21 as (

select unique\_products\_2020, unique\_products\_2021

from product\_count\_2020 a

cross join product\_count\_2021 b)

select round((unique\_products\_2021- unique\_products\_2020)/ unique\_products\_2020\*100,2) as percentage\_chg, unique\_products\_2020, unique\_products\_2021

from product\_count\_2020\_21



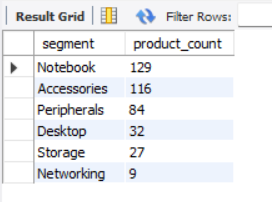
1. Provide a report with all the unique product counts for each segment and sort them in descending order of product counts. The final output contains 2 fields, segment product\_count

select segment, count(distinct product\_code) as product\_count

FROM gdb023.dim\_product

group by segment

order by product\_count desc



1. 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

fact\_sales\_product as (

select a.product\_code, a.fiscal\_year,b.segment

from fact\_sales\_monthly a

join dim\_product b

using(product\_code)),

product\_cnt\_2020 as (

select count(distinct product\_code) product\_cnt\_2020, segment

from fact\_sales\_product

where fiscal\_year = 2020

group by segment ),

product\_cnt\_2021 as (

select count(distinct product\_code) product\_cnt\_2021, segment

from fact\_sales\_product

where fiscal\_year = 2021

group by segment )

select segment,product\_cnt\_2020 ,product\_cnt\_2021,

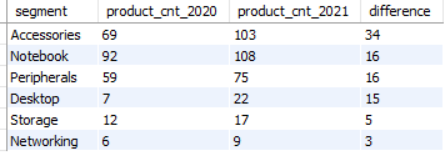
(product\_cnt\_2021-product\_cnt\_2020) difference

from product\_cnt\_2020

join product\_cnt\_2021

using (segment)

order by difference desc



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

SELECT a.product\_code, a.product, b.manufacturing\_cost

from dim\_product a

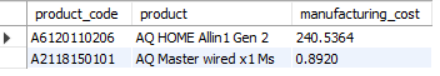
join fact\_manufacturing\_cost b

using(product\_code)

where manufacturing\_cost in (select max(manufacturing\_cost) from fact\_manufacturing\_cost)

or manufacturing\_cost in (select min(manufacturing\_cost) from fact\_manufacturing\_cost )

order by manufacturing\_cost desc



1. 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 a.customer\_code, customer ,round(avg(pre\_invoice\_discount\_pct),2) average\_discount\_percentage

from fact\_pre\_invoice\_deductions a

join dim\_customer b

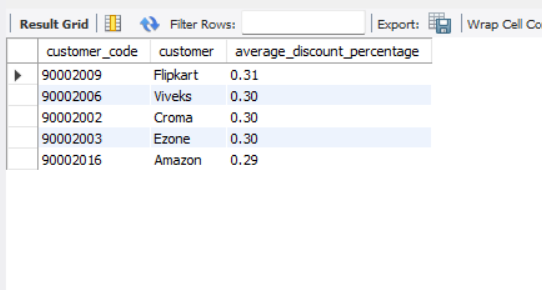
using(customer\_code)

where fiscal\_year = 2021 and market= "india"

group by customer,customer\_code

order by 3 desc

limit 5



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

CODE: select monthname(a.date) as Month,

year(a.date) as Year,

round(sum(a.sold\_quantity\*b.gross\_price),2) as Gross\_sales\_Amount

from fact\_sales\_monthly as a

join fact\_gross\_price as b

on

a.product\_code = b.product\_code

join dim\_customer as c

on

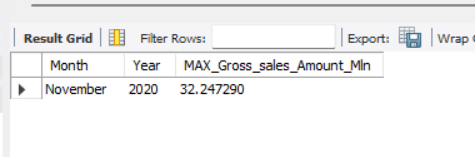
a.customer\_code = c.customer\_code

where c.customer='Atliq Exclusive'

group by 1,2

order by 2 , month(a.date)

MAX GROSS SLES AMOUNT:



TO CALCULATE MINIMUM GROSS\_SALES\_AMOUNT :

WITH TEMT AS

(select monthname(a.date) as Month,

year(a.date) as Year,

round(sum(a.sold\_quantity\*b.gross\_price),2) as Gross\_sales\_Amount

from fact\_sales\_monthly as a

join fact\_gross\_price as b

on

a.product\_code = b.product\_code

join dim\_customer as c

on

a.customer\_code = c.customer\_code

where c.customer='Atliq Exclusive'

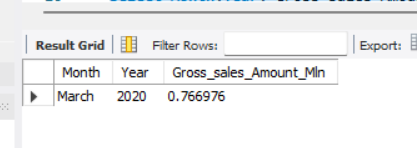
group by 1,2

order by 2 , month(a.date))

select \*

FROM TEMT

WHERE TEMT.Gross\_sales\_Amount = (SELECT MIN(TEMT.Gross\_sales\_Amount) FROM TEMT)



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

SELECT sum(sold\_quantity) total\_sold\_quantity,

case

when MONTH(a.date) in (9,10,11) then "Quarter\_1"

when MONTH(a.date) in (12,1,2) then "Quarter\_2"

when MONTH(a.date) in (3,4,5) then "Quarter\_3"

when MONTH(a.date) in (6,7,8) then "Quarter\_4"

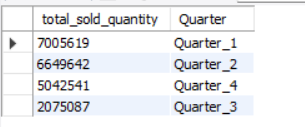
end Quarter

from fact\_sales\_monthly a

where fiscal\_year = 2020

group by 2

order by 1 desc



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

with tab\_1 as (

select channel,

sum(sold\_quantity\*gross\_price) sales

from fact\_sales\_monthly a

join fact\_gross\_price b

on a.product\_code = b.product\_code

join dim\_customer c

on a.customer\_code = c.customer\_code

where a.fiscal\_year = 2021

group by 1)

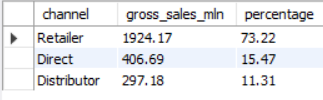
select channel,

round(sales/1000000,2) gross\_sales\_mln,

round(sales\*100/sum(sales) over(),2) percentage

from tab\_1

order by percentage 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

\

with tab\_1 as

(select division, product\_code,product,

sum(sold\_quantity) total\_sold\_quantity,

RANK() over( partition by division order by sum(sold\_quantity) desc) rank\_order

from fact\_sales\_monthly a

join dim\_product

using(product\_code)

where fiscal\_year = 2021

group by product,product\_code,division)

select division, product\_code,PRODUCT,total\_sold\_quantity,rank\_order

from tab\_1

where rank\_order < 4\

