PizzaHut

Sales Data

Uncovering Sales Insights Through SQL Queries on a Real-World Dataset

Project Overview

Objective:

- To derive actionable insights from a pizza sales dataset using structured SQL queries.
- Understand sales trends, customer preferences, and performance metrics.

Tools Used:

- SQL (MySQL / PostgreSQL / SQLite – whichever you used)
- DB Browser / DBeaver / PgAdmin (Tool)
- PowerPoint (for presentation)

Dataset Description

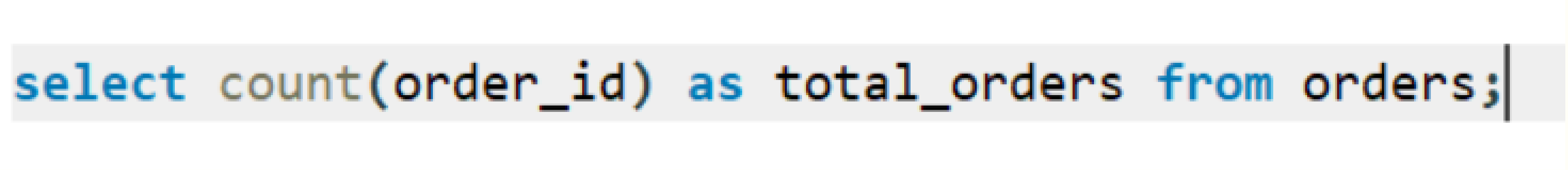
Dataset Summary:

- Tables used: orders, order_details, pizzas, pizza_types
- ~5,000+ rows of data
- Fields include: pizza size, type, quantity, price, order time/date

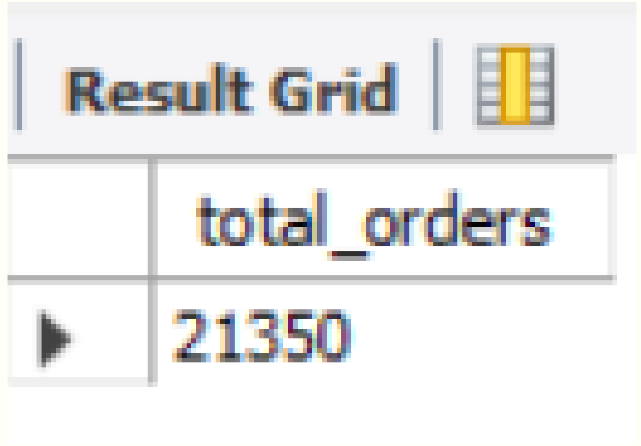
Goal: Analyze patterns to improve sales, stock planning, and customer satisfaction

Ques1.

-- Retrieve the total number of orders placed



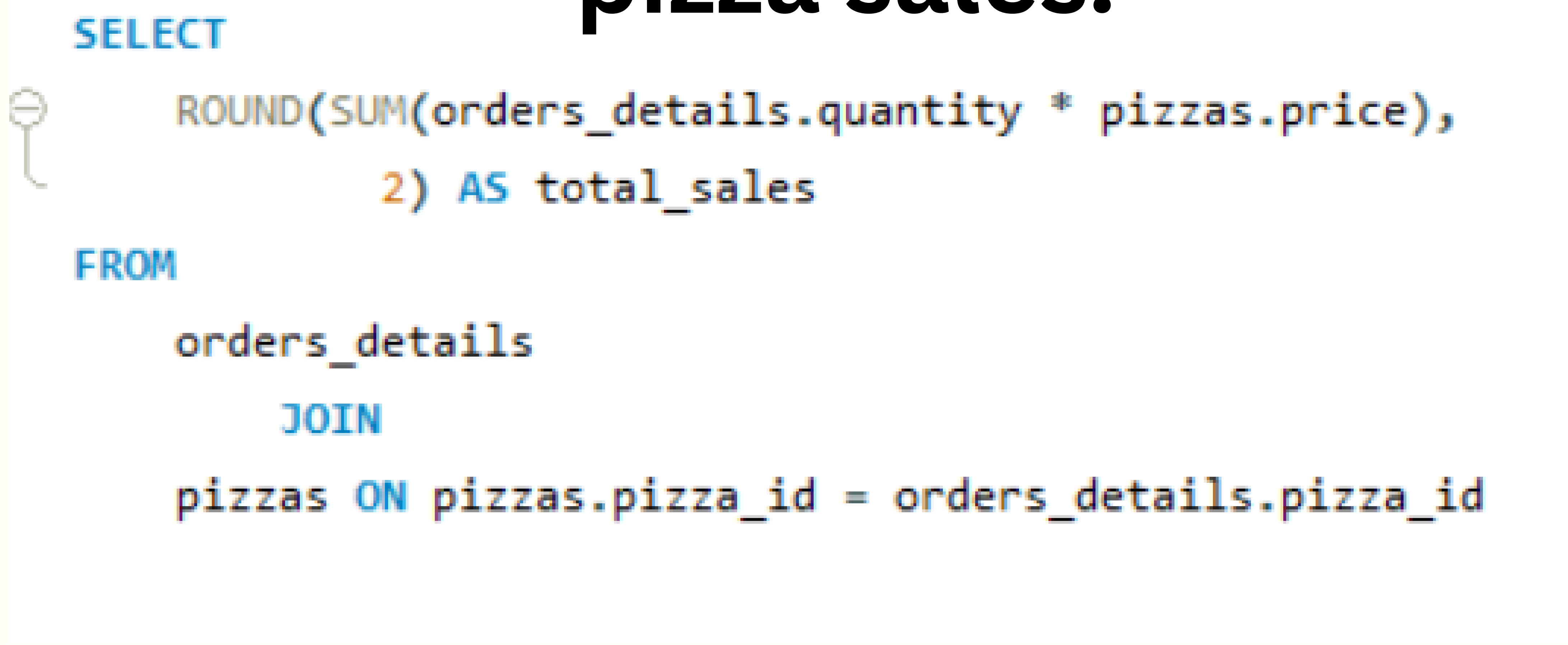
```sql
select count(order_id) as total_orders from orders;
```



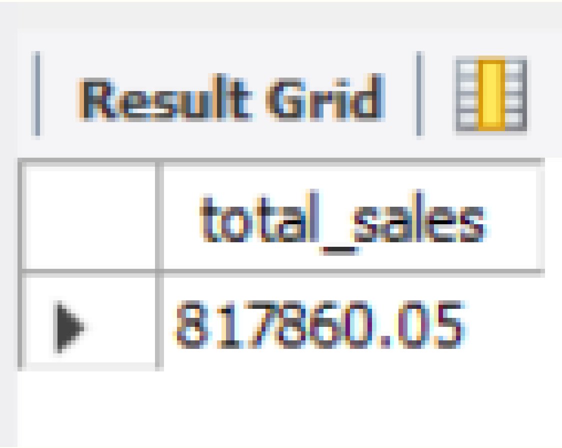
```
total_orders
21350
```

Ques2

-- Calculate the total revenue generated from pizza sales.

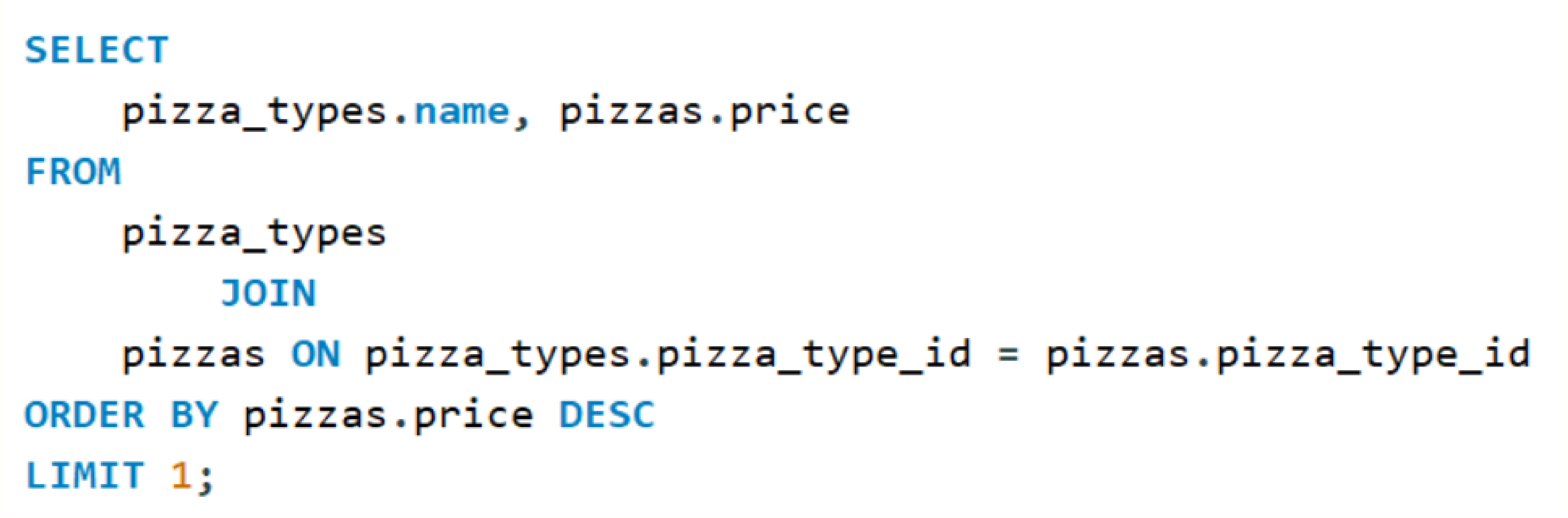


```
SELECT
    ROUND(SUM(orders_details.quantity * pizzas.price),
            2) AS total_sales
FROM
    orders_details
        JOIN
    pizzas ON pizzas.pizza_id = orders_details.pizza_id
```

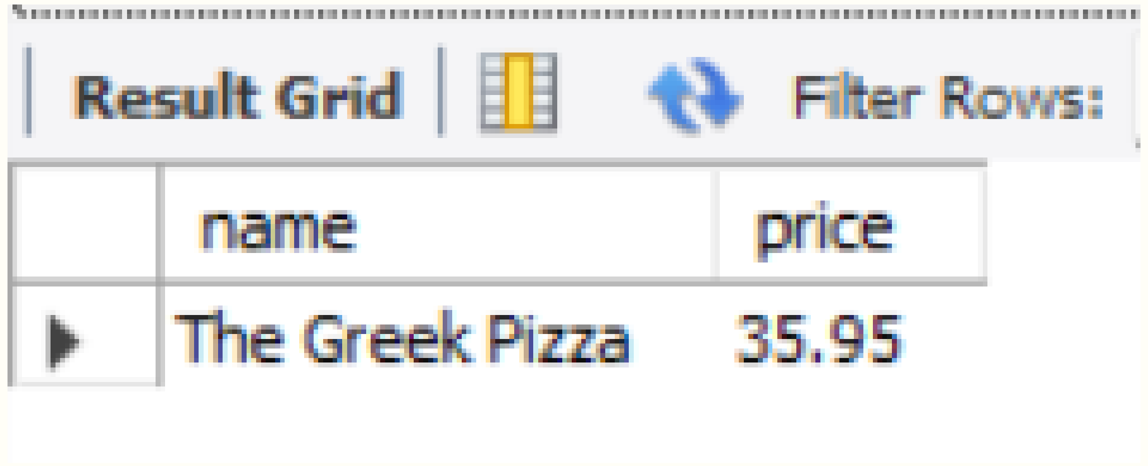


	total_sales
▶	817860.05

-- Identify the highest-prices pizza.

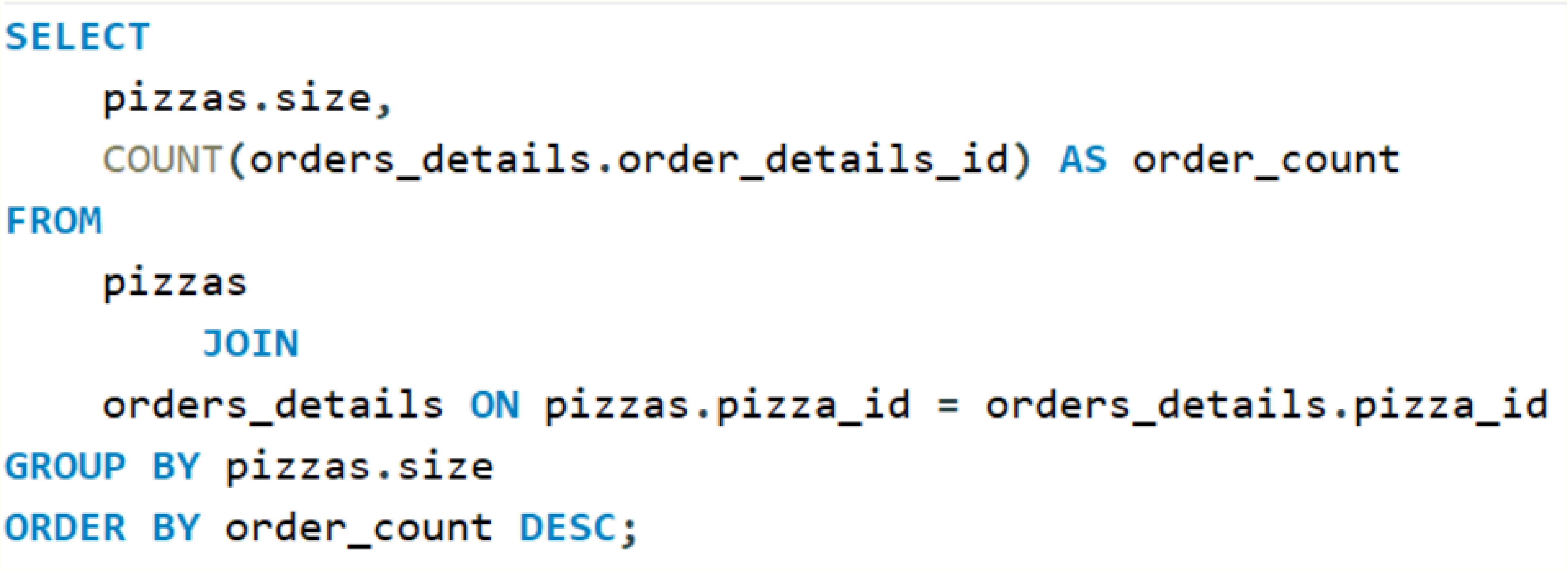


```
SELECT
    pizza_types.name, pizzas.price
FROM
    pizza_types
        JOIN
    pizzas ON pizza_types.pizza_type_id = pizzas.pizza_type_id
ORDER BY pizzas.price DESC
LIMIT 1;
```

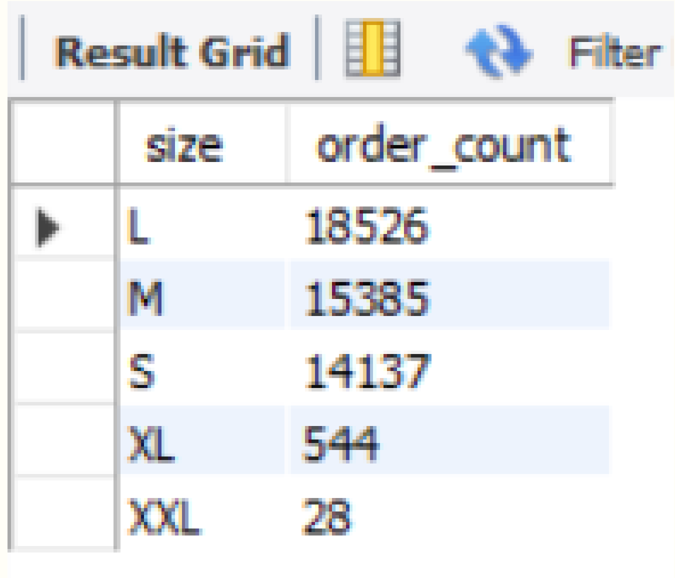


name	price
The Greek Pizza	35.95

-- Identify the most common pizza size orderd.

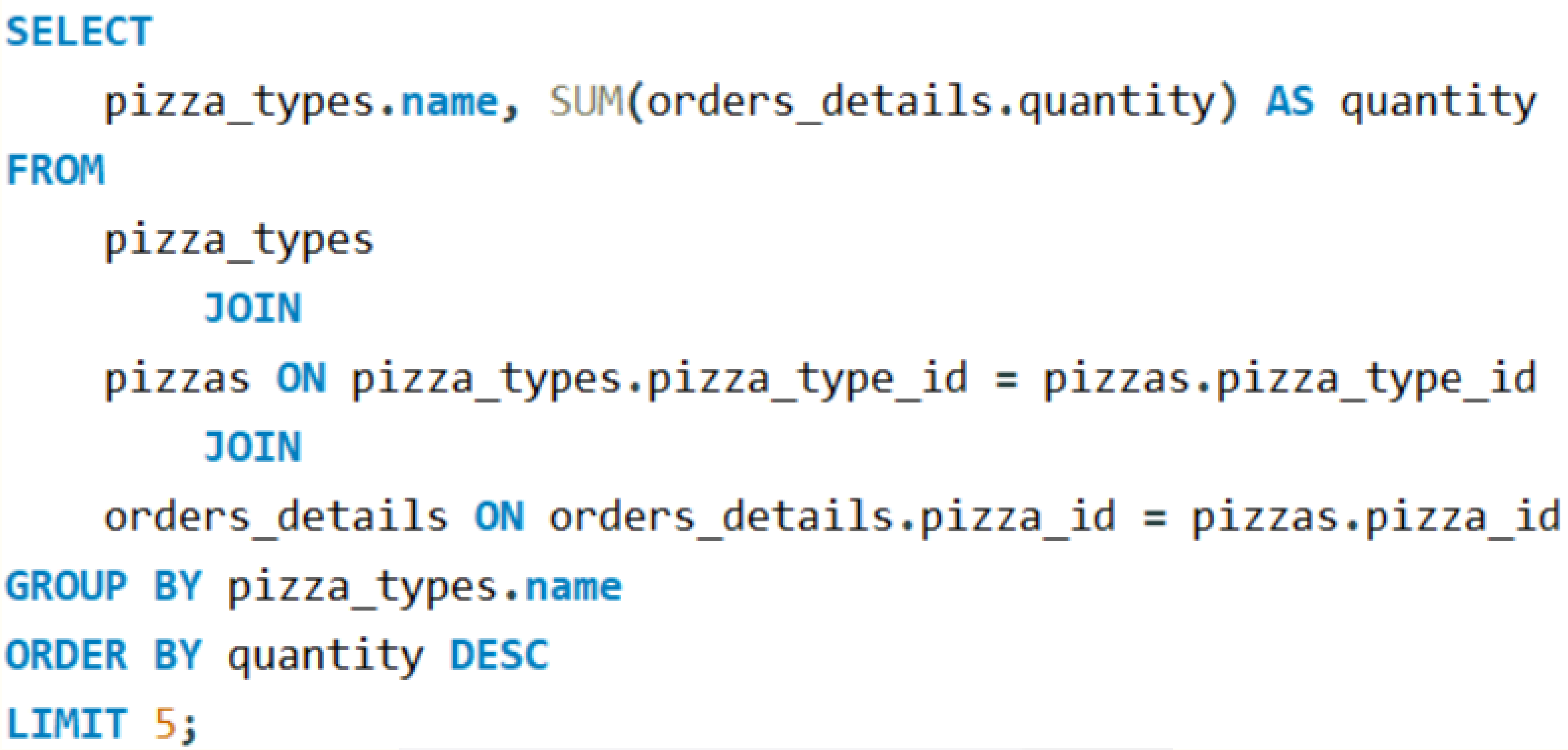


```
SELECT
    pizzas.size,
    COUNT(orders_details.order_details_id) AS order_count
FROM
    pizzas
        JOIN
    orders_details ON pizzas.pizza_id = orders_details.pizza_id
GROUP BY pizzas.size
ORDER BY order_count DESC;
```

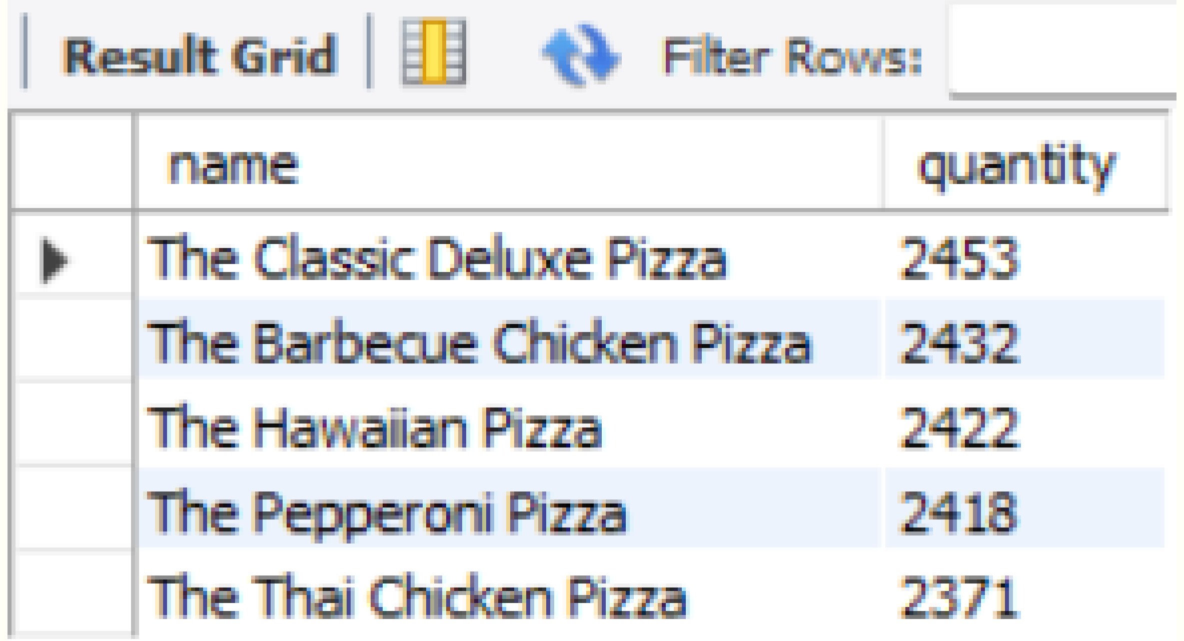


size	order_count
L	18526
M	15385
S	14137
XL	544
XXL	28

-- List the top 5 most ordered pizza type along with the quantities

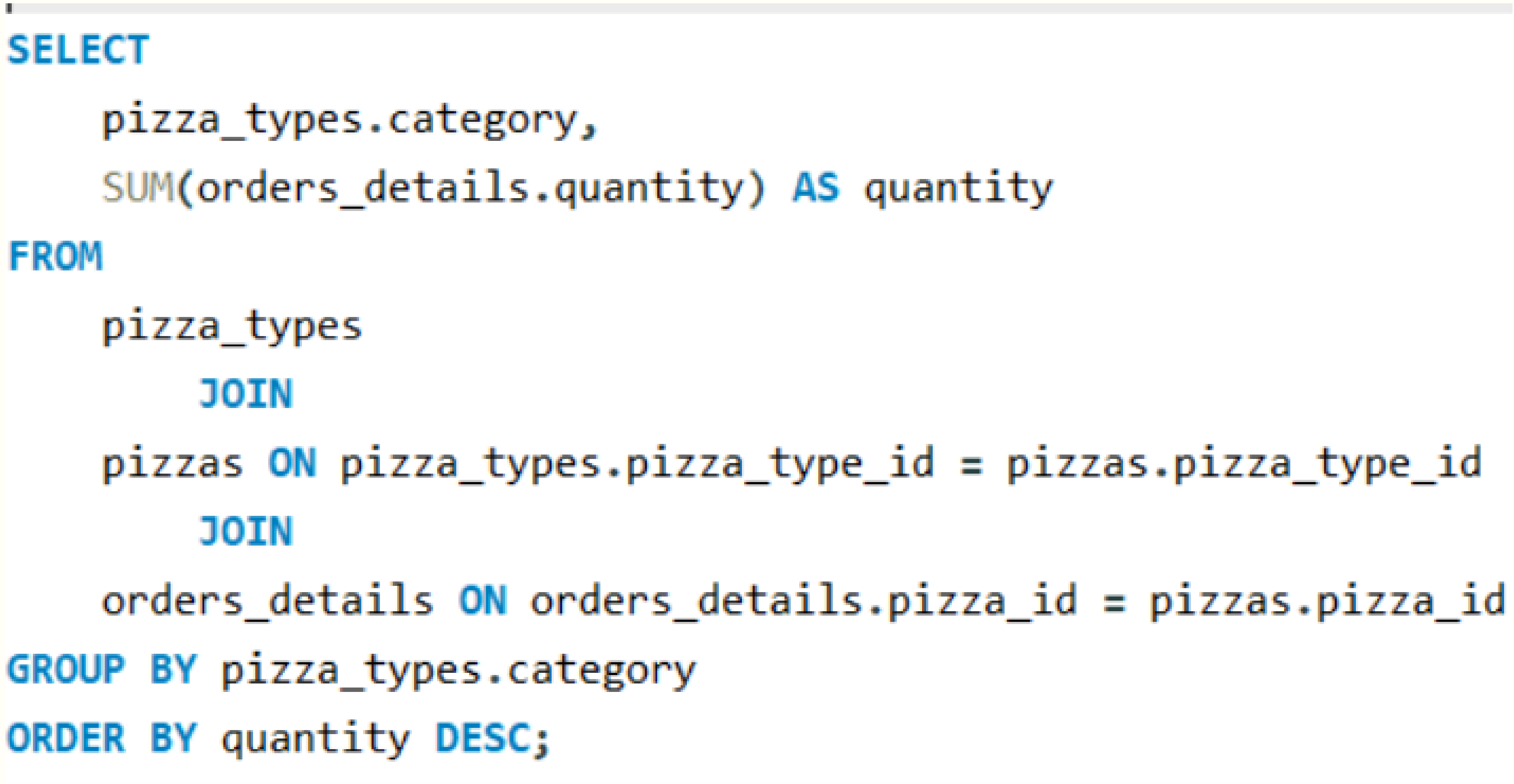


```sql
SELECT
    pizza_types.name, SUM(orders_details.quantity) AS quantity
FROM
    pizza_types
        JOIN
    pizzas ON pizza_types.pizza_type_id = pizzas.pizza_type_id
        JOIN
    orders_details ON orders_details.pizza_id = pizzas.pizza_id
GROUP BY pizza_types.name
ORDER BY quantity DESC
LIMIT 5;
```

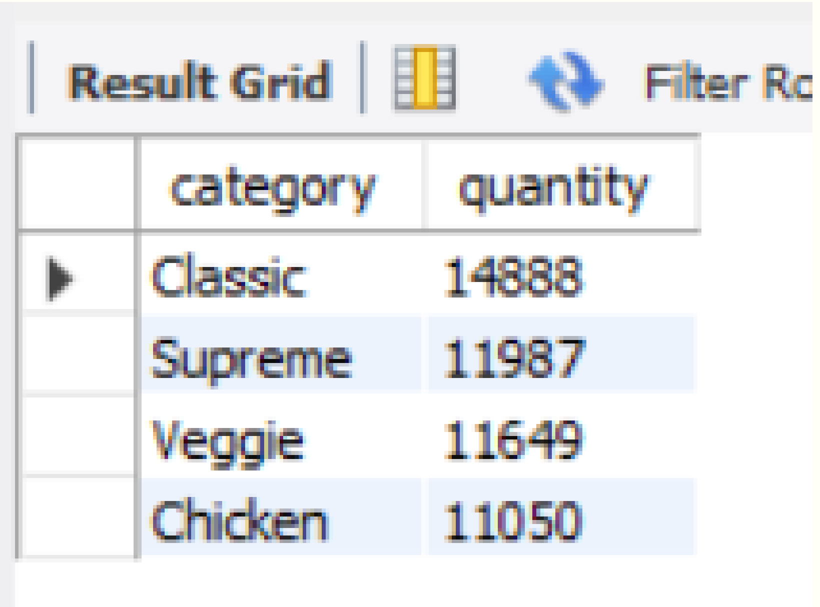


name	quantity
The Classic Deluxe Pizza	2453
The Barbecue Chicken Pizza	2432
The Hawaiian Pizza	2422
The Pepperoni Pizza	2418
The Thai Chicken Pizza	2371

-- Join the necessasary tables to find the total quantity of each pizza category ordered.

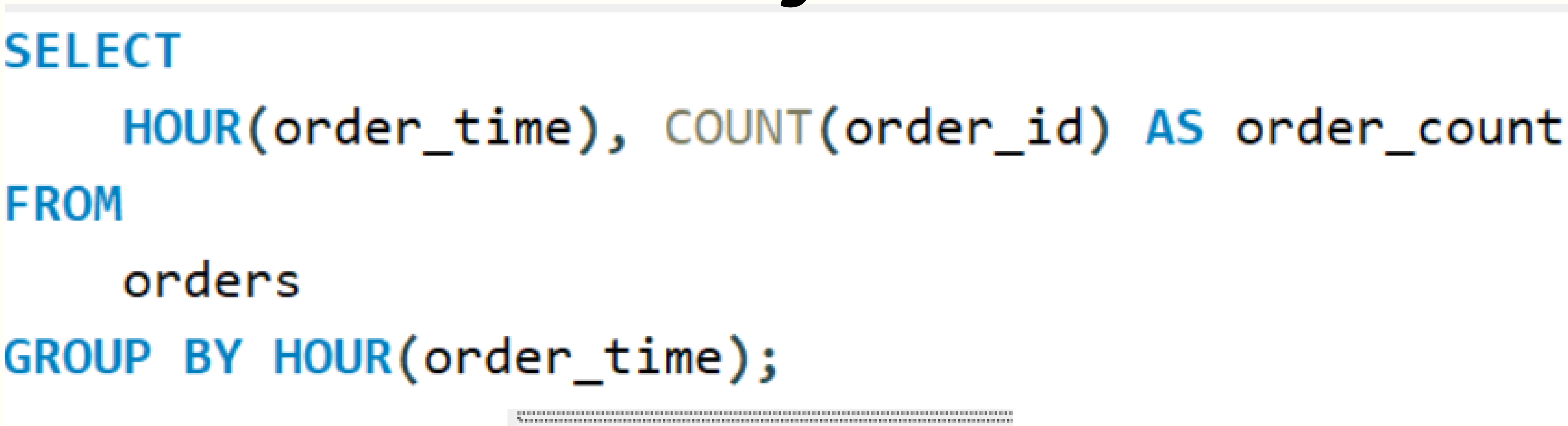


```
SELECT
    pizza_types.category,
    SUM(orders_details.quantity) AS quantity
FROM
    pizza_types
        JOIN
    pizzas ON pizza_types.pizza_type_id = pizzas.pizza_type_id
        JOIN
    orders_details ON orders_details.pizza_id = pizzas.pizza_id
GROUP BY pizza_types.category
ORDER BY quantity DESC;
```

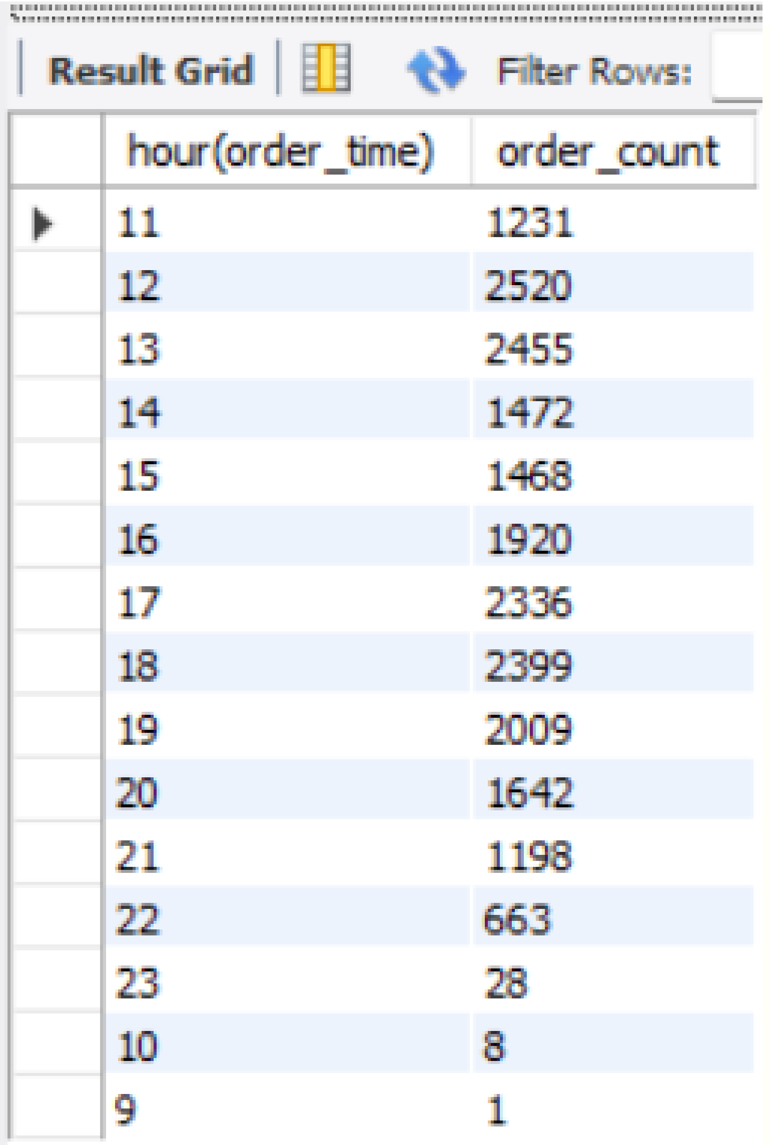


category	quantity
Classic	14888
Supreme	11987
Veggie	11649
Chicken	11050

-- Determine the distribution of orders by hour of the day.

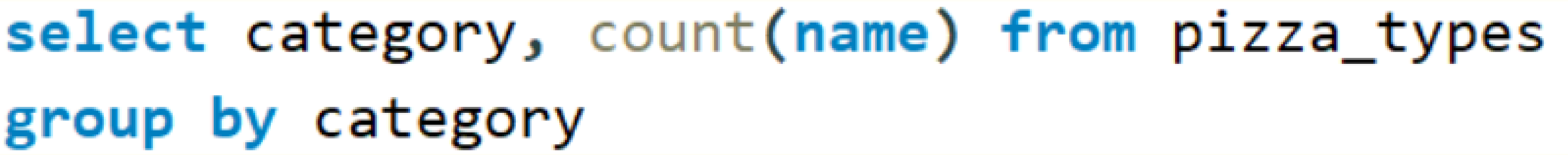


```
SELECT
    HOUR(order_time), COUNT(order_id) AS order_count
FROM
    orders
GROUP BY HOUR(order_time);
```

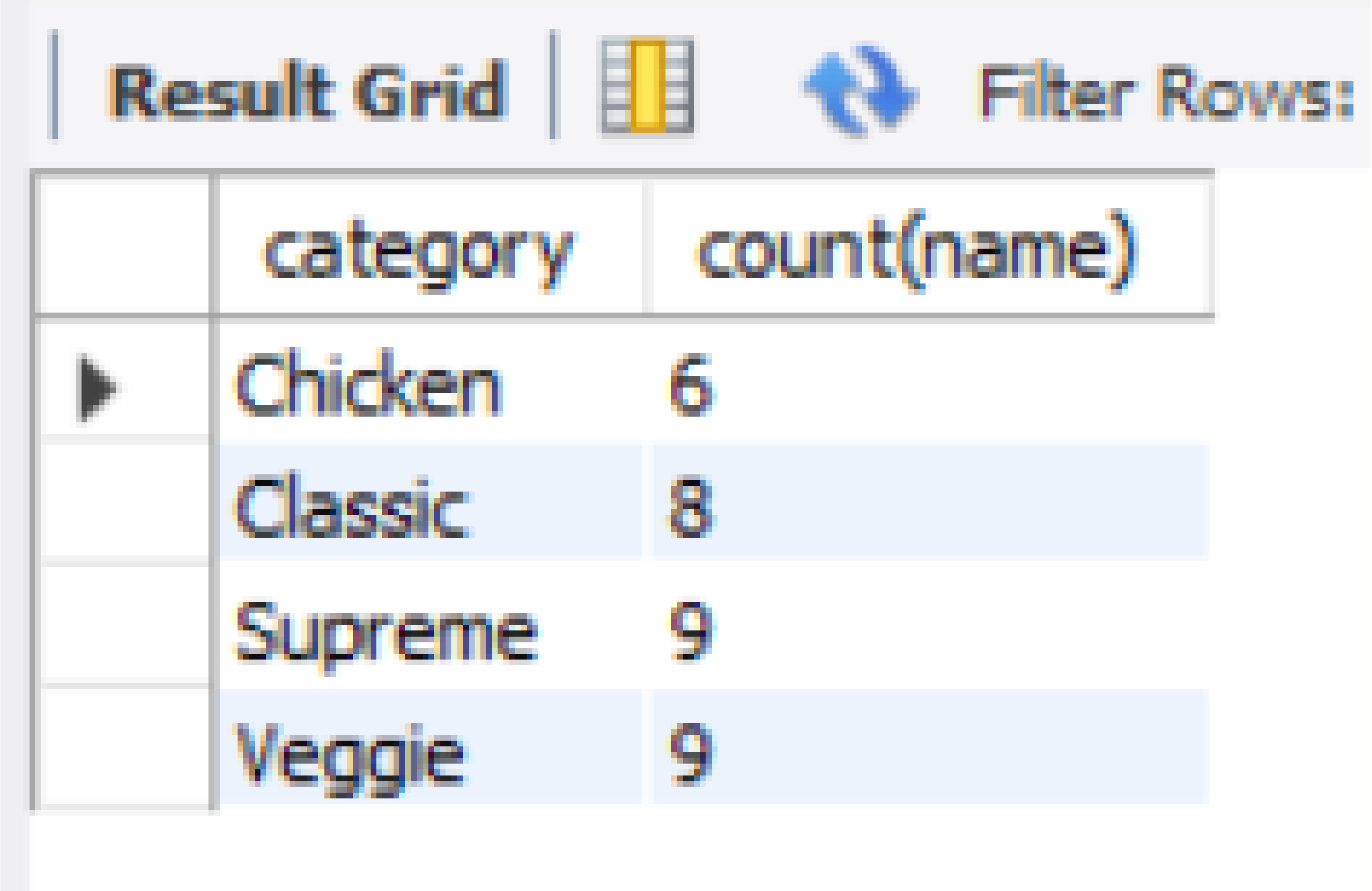


hour(order_time)	order_count
11	1231
12	2520
13	2455
14	1472
15	1468
16	1920
17	2336
18	2399
19	2009
20	1642
21	1198
22	663
23	28
10	8
9	1

-- join relevant tables to find the category-wise distribution of pizzas.

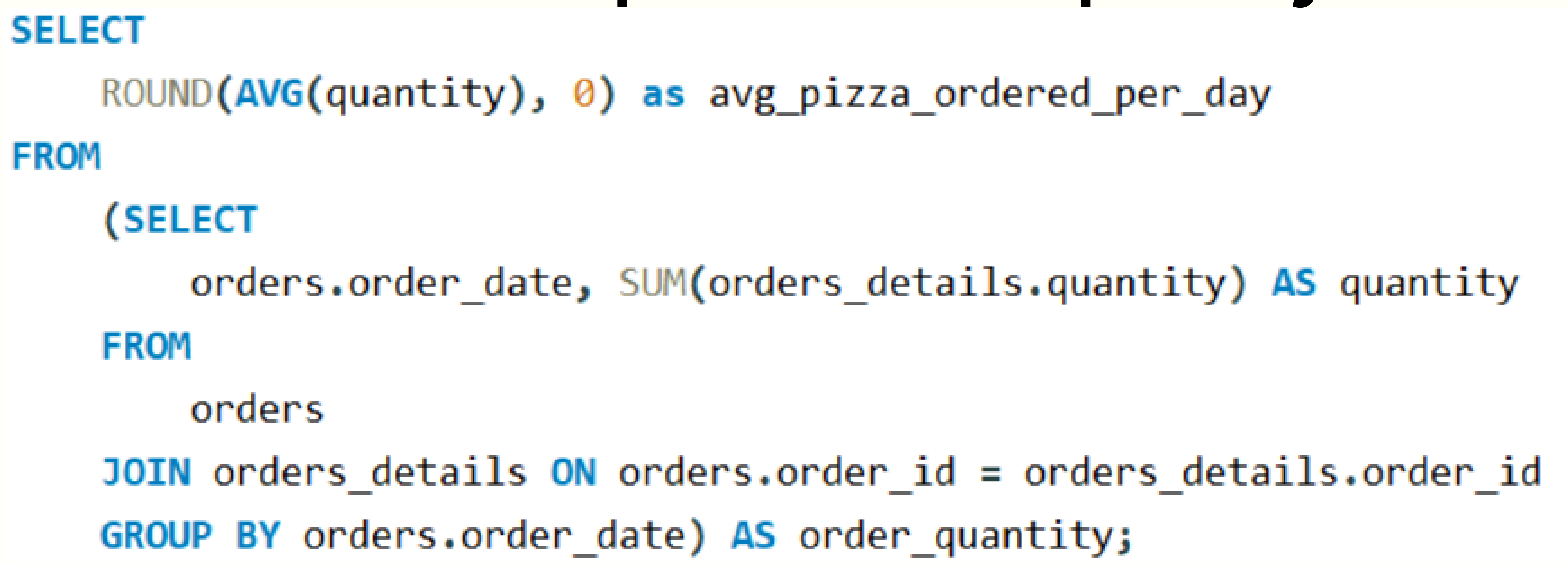


```
select category, count(name) from pizza_types
group by category
```

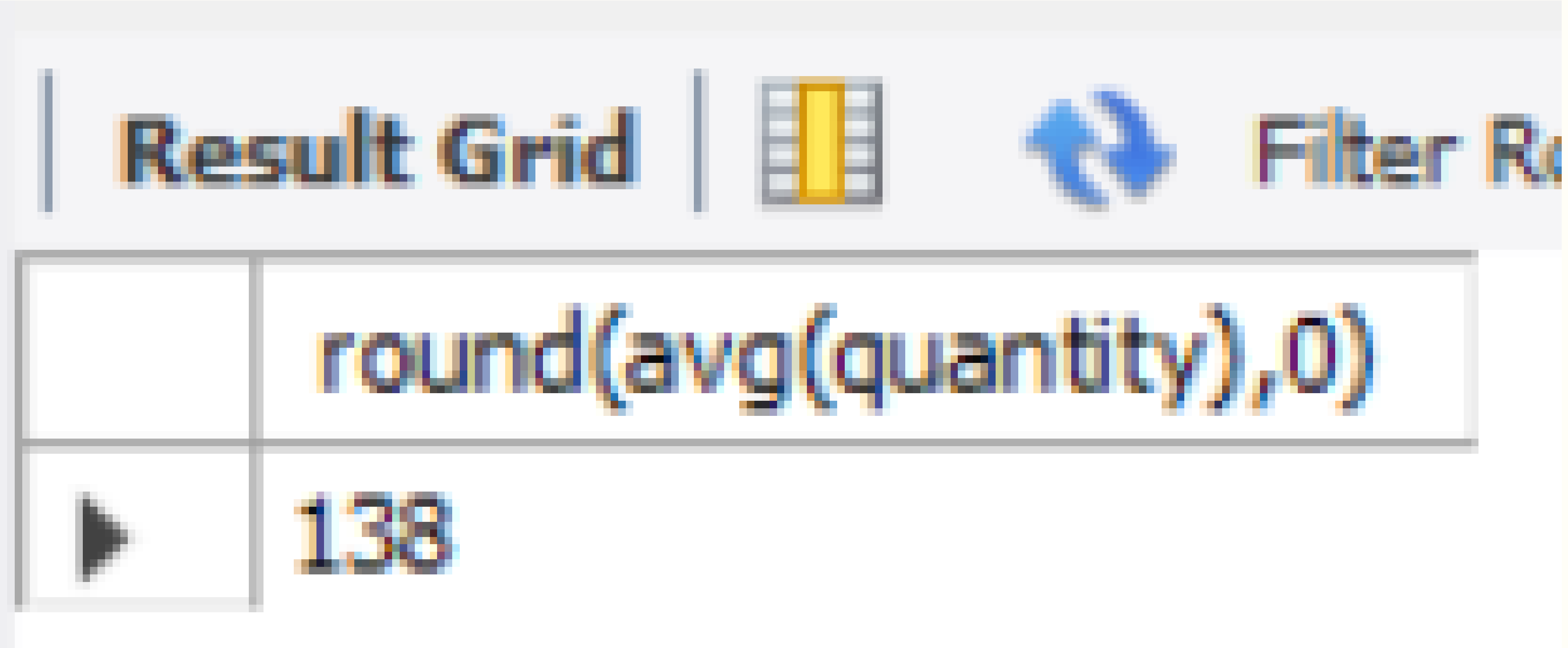


category	count(name)
Chicken	6
Classic	8
Supreme	9
Veggie	9

-- Group the orders by date and calculate the average number of pizzas orders per day.

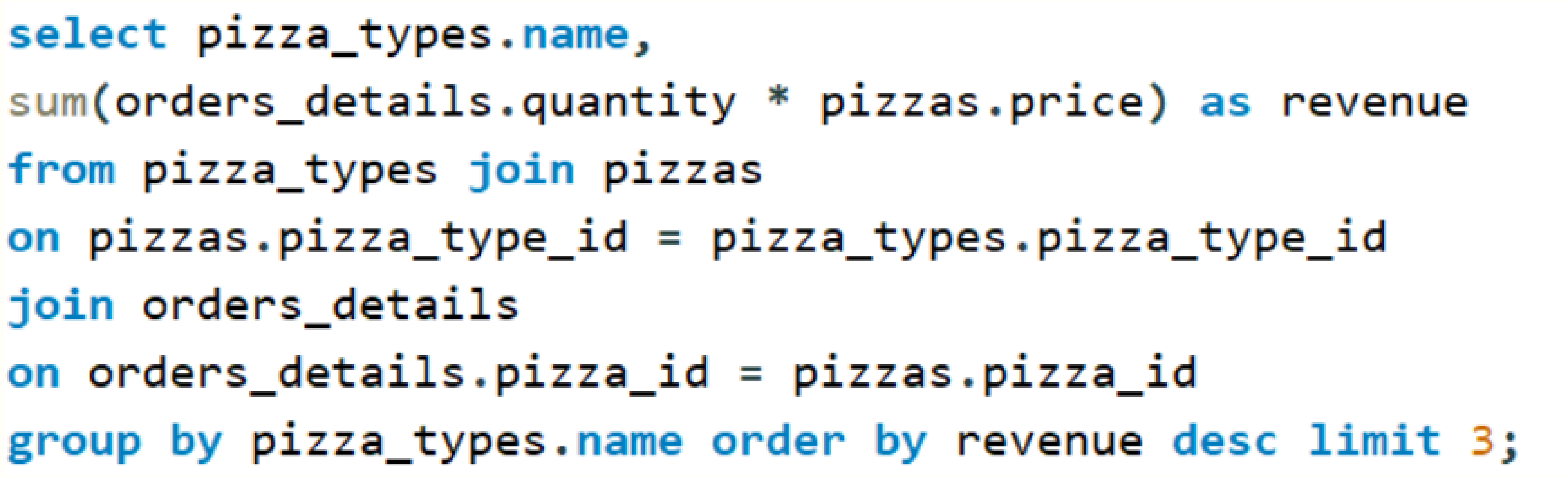


```sql
SELECT
    ROUND(AVG(quantity), 0) as avg_pizza_ordered_per_day
FROM
    (SELECT
        orders.order_date, SUM(orders_details.quantity) AS quantity
    FROM
        orders
    JOIN orders_details ON orders.order_id = orders_details.order_id
    GROUP BY orders.order_date) AS order_quantity;
```

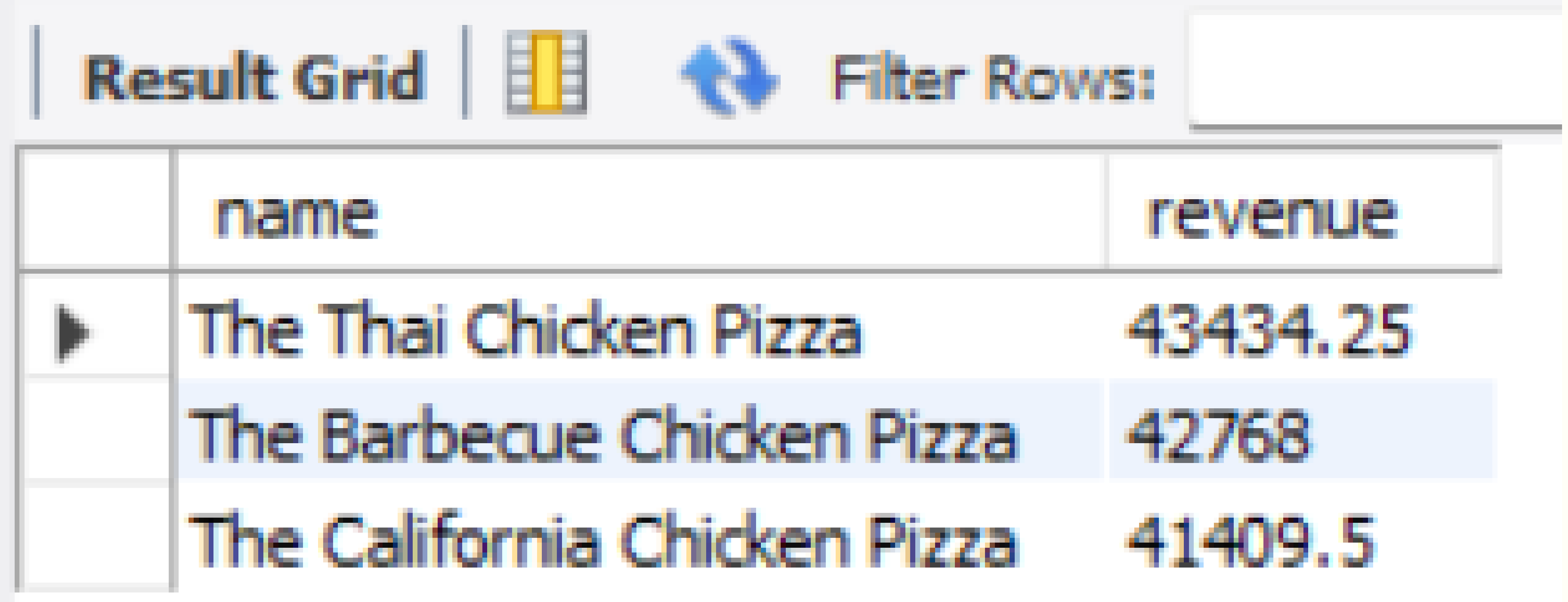


	round(avg(quantity),0)
▶	138

-- Determine the top 3 most ordered pizza types based on revenue.

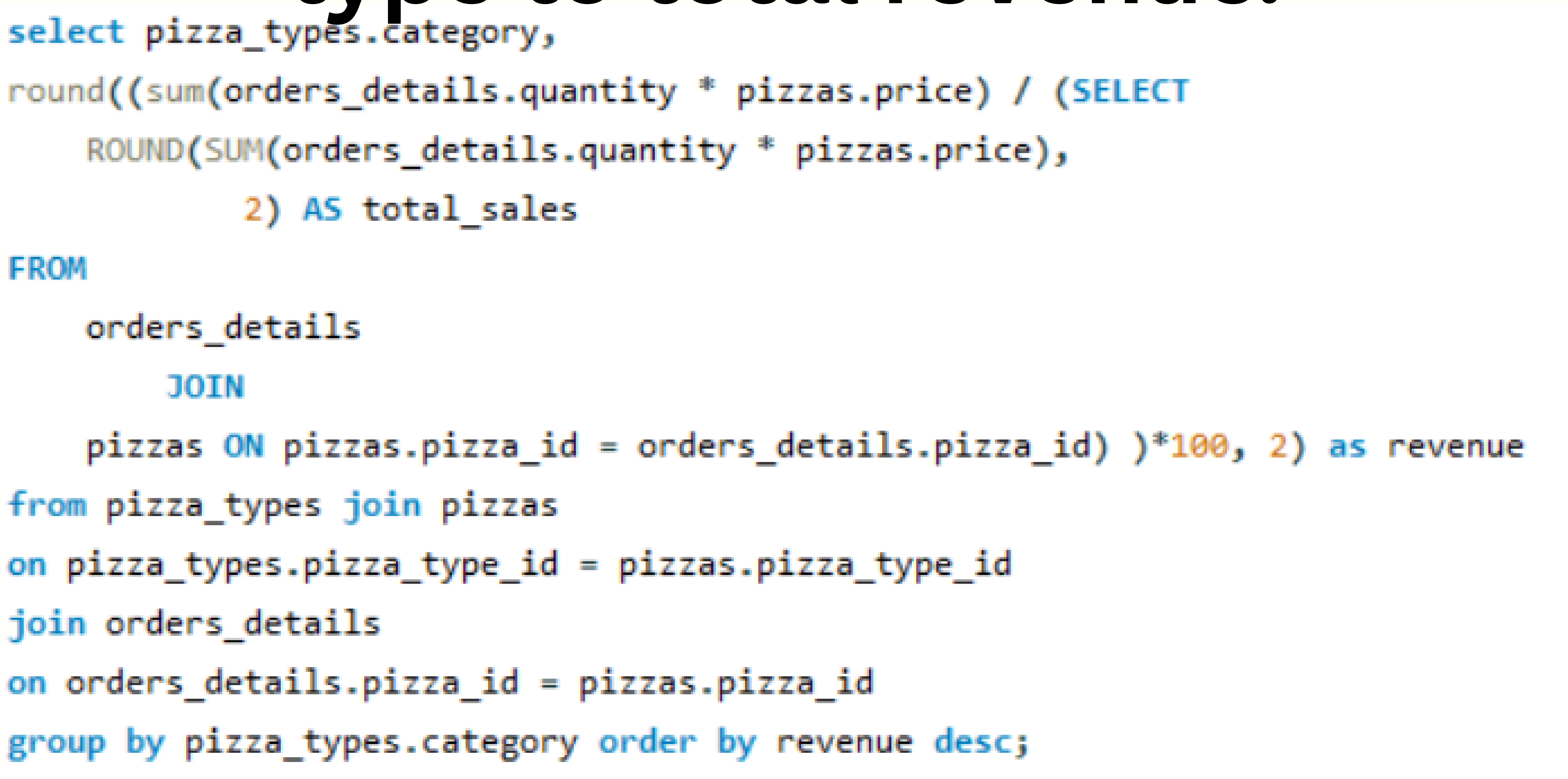


```
select pizza_types.name,
sum(orders_details.quantity * pizzas.price) as revenue
from pizza_types join pizzas
on pizzas.pizza_type_id = pizza_types.pizza_type_id
join orders_details
on orders_details.pizza_id = pizzas.pizza_id
group by pizza_types.name order by revenue desc limit 3;
```

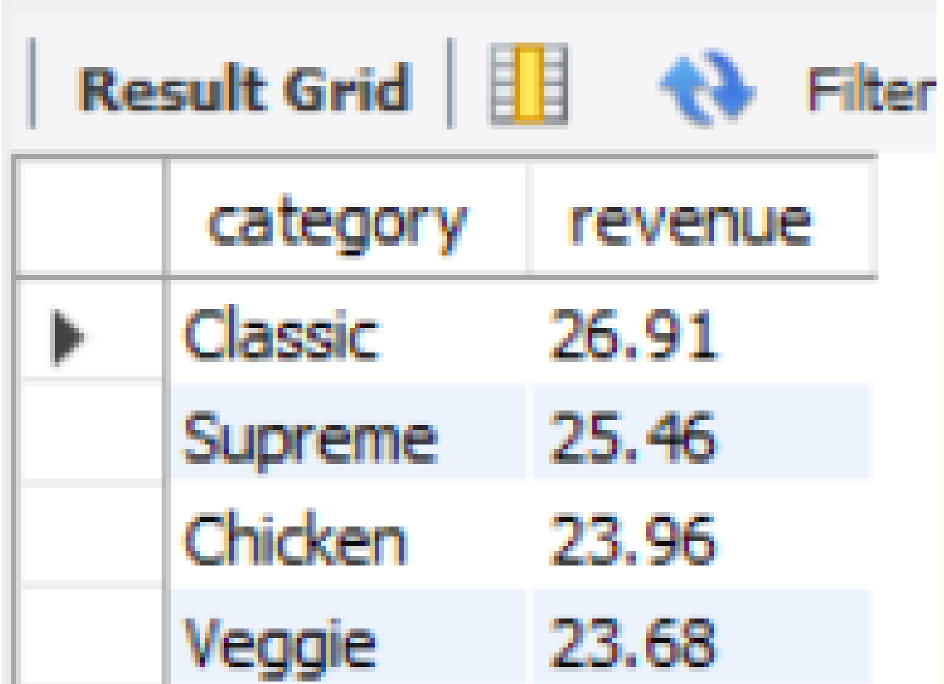


	name	revenue
▶	The Thai Chicken Pizza	43434.25
	The Barbecue Chicken Pizza	42768
	The California Chicken Pizza	41409.5

-- Calculate the percentage contribution of each pizza type to total revenue.

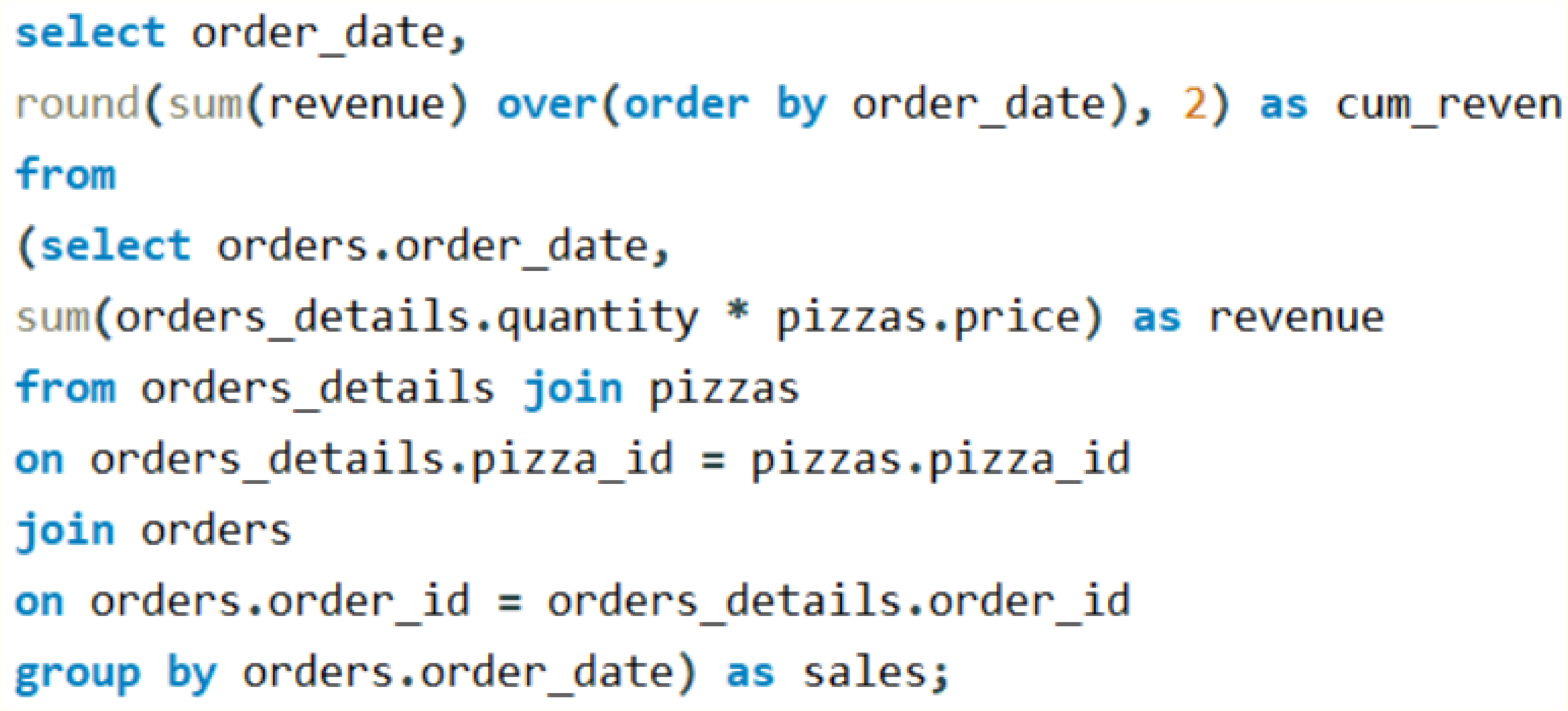


```
select pizza_types.category,
round((sum(orders_details.quantity * pizzas.price) / (SELECT
    ROUND(SUM(orders_details.quantity * pizzas.price),
            2) AS total_sales
FROM
    orders_details
        JOIN
    pizzas ON pizzas.pizza_id = orders_details.pizza_id) )*100, 2) as revenue
from pizza_types join pizzas
on pizza_types.pizza_type_id = pizzas.pizza_type_id
join orders_details
on orders_details.pizza_id = pizzas.pizza_id
group by pizza_types.category order by revenue desc;
```

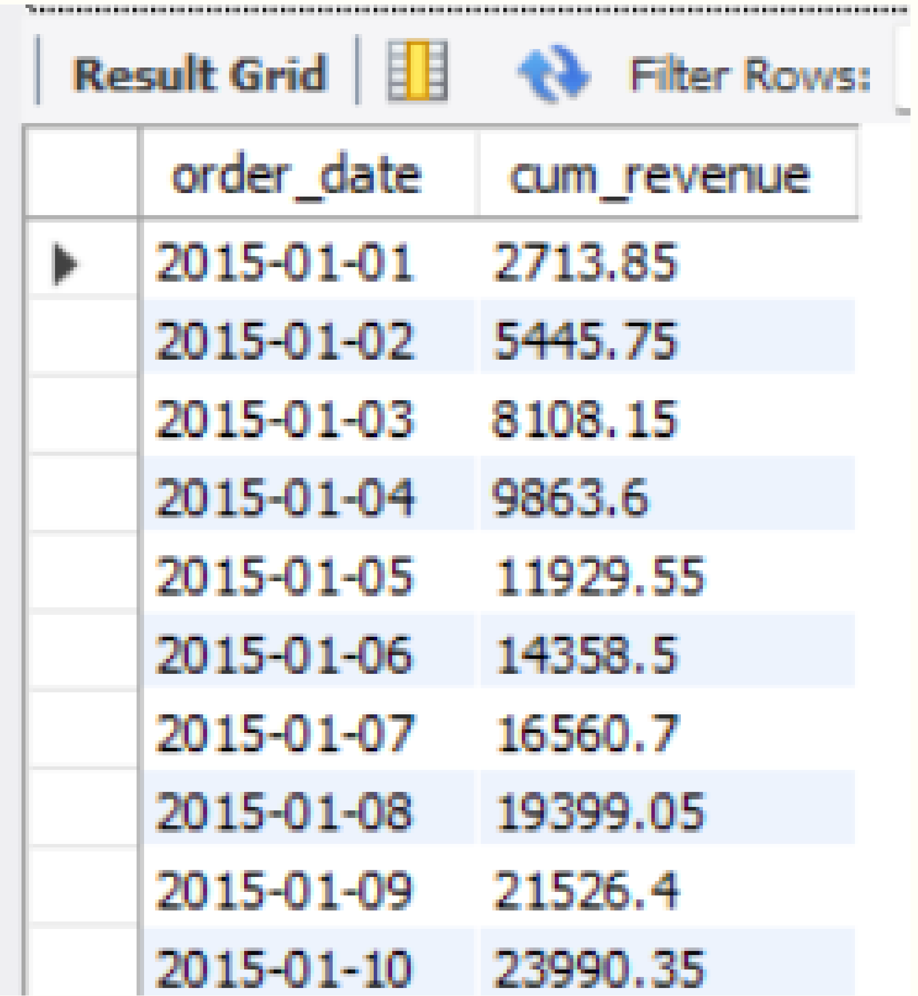


category	revenue
Classic	26.91
Supreme	25.46
Chicken	23.96
Veggie	23.68

-- Analyze the cumulative revenue generated over time.

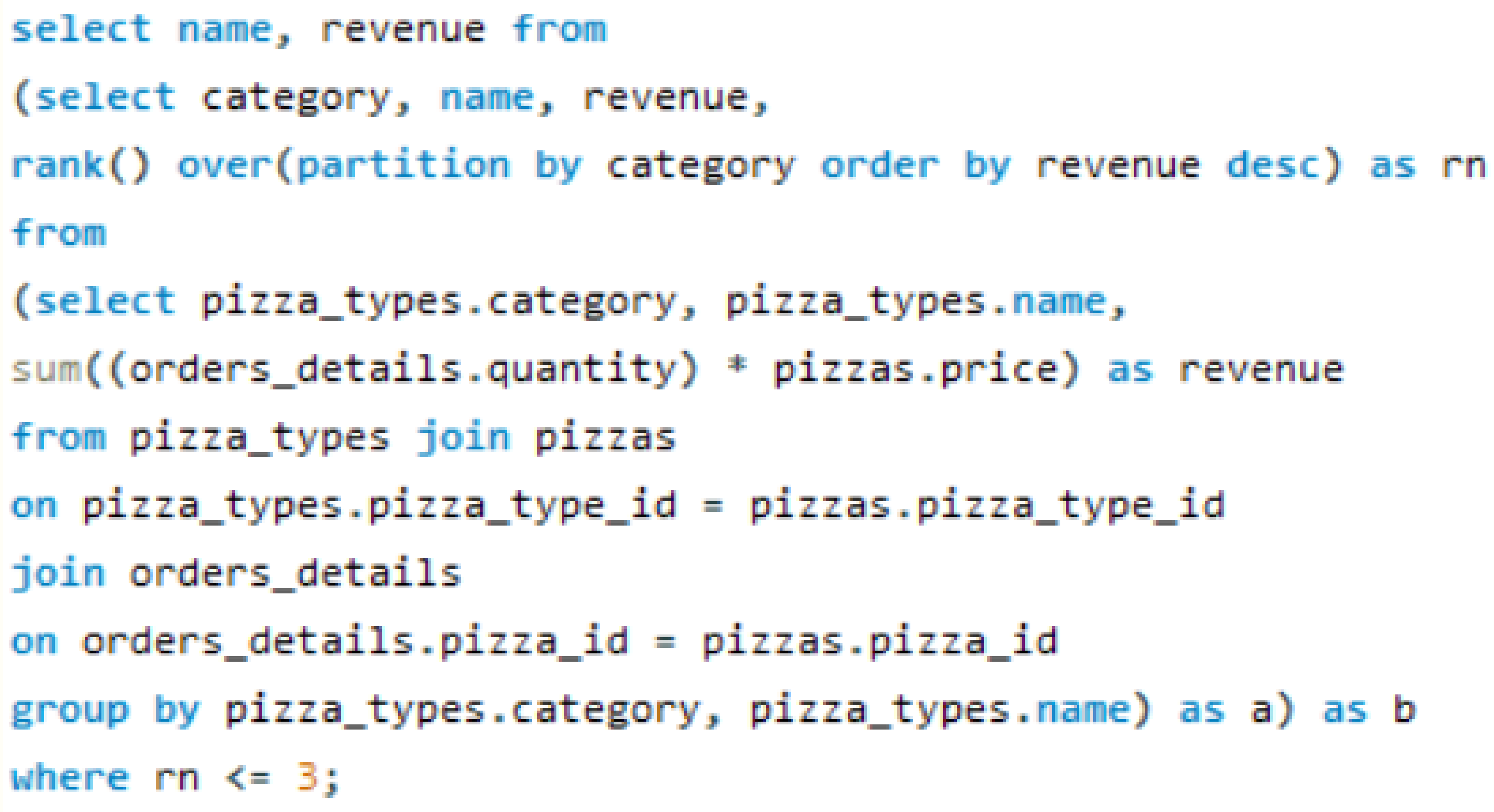


```sql
select order_date,
round(sum(revenue) over(order by order_date), 2) as cum_reven
from
(select orders.order_date,
sum(orders_details.quantity * pizzas.price) as revenue
from orders_details join pizzas
on orders_details.pizza_id = pizzas.pizza_id
join orders
on orders.order_id = orders_details.order_id
group by orders.order_date) as sales;
```

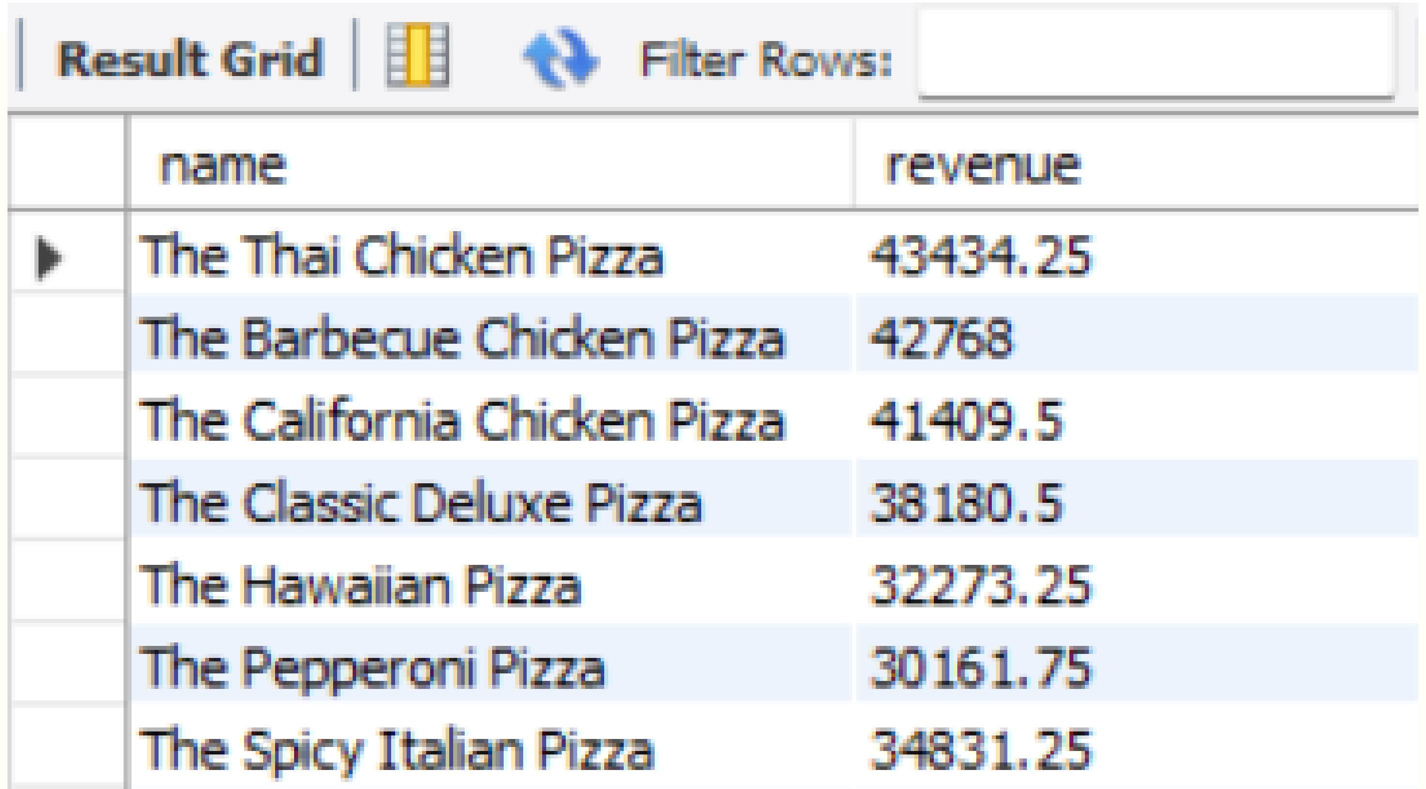


order_date	cum_revenue
2015-01-01	2713.85
2015-01-02	5445.75
2015-01-03	8108.15
2015-01-04	9863.6
2015-01-05	11929.55
2015-01-06	14358.5
2015-01-07	16560.7
2015-01-08	19399.05
2015-01-09	21526.4
2015-01-10	23990.35

-- Determine the top 3 most ordered pizza types based on revenue for each pizza category.



```
select name, revenue from
(select category, name, revenue,
rank() over(partition by category order by revenue desc) as rn
from
(select pizza_types.category, pizza_types.name,
sum((orders_details.quantity) * pizzas.price) as revenue
from pizza_types join pizzas
on pizza_types.pizza_type_id = pizzas.pizza_type_id
join orders_details
on orders_details.pizza_id = pizzas.pizza_id
group by pizza_types.category, pizza_types.name) as a) as b
where rn <= 3;
```



name	revenue
The Thai Chicken Pizza	43434.25
The Barbecue Chicken Pizza	42768
The California Chicken Pizza	41409.5
The Classic Deluxe Pizza	38180.5
The Hawaiian Pizza	32273.25
The Pepperoni Pizza	30161.75
The Spicy Italian Pizza	34831.25