

Introduction

The VP of business development of Classic Cars is considering opening new offices in countries where there are customers but no current offices. The company has the budget to open five new offices, and the goal is to prioritize countries with the highest number of customers. This report identifies such countries and makes recommendations on where new offices should be opened.

SQL Queries

```
SELECT customers.country, COUNT(customers.customerNumber)
AS customer_count
FROM customers
LEFT JOIN offices
ON customers.country = offices.country
WHERE offices.country IS NULL
GROUP BY customers.country
ORDER BY customer_count DESC
LIMIT 5;
```

Results

This section includes the results from the above SQL queries.

<u>country</u>	<u>customer count</u> <u>1</u>
Germany	13
Spain	7
New Zealand	4
Italy	4
Finland	3

Conclusion / Recommendations

Given the data, I recommend that Classic Cars prioritize opening new offices in the following countries:

1. **Germany:** With 13 customers, Germany has the largest customer base without an existing office. It should be the highest priority for a new office location to improve customer support and increase market presence.
2. **Spain:** Spain, with 7 customers, is the second most important market without an office. Opening an office here would strengthen Classic Cars' operations in a key European market.

