```
WITH TRANSITION AS (
SELECT DISTINCT CUST CODE, PERIOD,
CAST(SAFE.SUBSTR(CAST(PERIOD AS STRING), 1,4) as INT64) AS YEAR,
 CAST(SAFE.SUBSTR(CAST(PERIOD AS STRING), 5,2) as INT64) AS MONTH,
 CAST(SAFE.SUBSTR(CAST(LAG(PERIOD, 1) OVER (PARTITION BY CUST CODE ORDER BY PERIOD)
as STRING), 1,4) as INT64) PREVIOUS YEAR,
 CAST(SAFE.SUBSTR(CAST(LAG(PERIOD, 1) OVER (PARTITION BY CUST CODE ORDER BY PERIOD)
as STRING), 5,2) as INT64) PREVIOUS MONTH,
LAG(PERIOD, 1) OVER (PARTITION BY CUST CODE ORDER BY PERIOD) PREVIOUS PERIOD,
LEAD(PERIOD, 1) OVER (PARTITION BY CUST CODE ORDER BY PERIOD) NEXT PERIOD,
 FROM (
 SELECT DISTINCT CUST CODE,
 CAST(SAFE.SUBSTR(CAST(SHOP DATE AS STRING), 1,6) as INT64) AS PERIOD
 FROM SUPERMARKET.TRANSACTIONS 2STORES
 WHERE CUST_CODE IS NOT NULL
 GROUP BY CUST CODE, PERIOD)
 GROUP BY CUST CODE, PERIOD
 ORDER BY CUST CODE, PERIOD)
SELECT CUST CODE, PERIOD,
CASE
WHEN PREVIOUS PERIOD is NULL THEN "New Customer"
WHEN (YEAR-PREVIOUS YEAR)*12 + (MONTH-PREVIOUS MONTH) = 1 and NEXT PERIOD is
not NULL then "Repeat Customer"
WHEN (YEAR-PREVIOUS_YEAR)*12 + (MONTH-PREVIOUS_MONTH) > 1 and NEXT_PERIOD is
not NULL then "Reactivate Customer"
WHEN NEXT PERIOD is NULL then "Churn Customer"
END AS STATUS
FROM TRANSITION
GROUP BY CUST CODE, PERIOD, STATUS
ORDER BY CUST CODE, PERIOD
```

## Output:

Row	CUST_CODE	PERIOD	STATUS
1	CUST0000000181	200701	New Customer
2	CUST0000000369	200604	New Customer
3	CUST0000000369	200605	Repeat Customer
4	CUST0000000369	200606	Repeat Customer
5	CUST0000000369	200607	Repeat Customer
6	CUST0000000369	200608	Repeat Customer

## Dashboard:

## Customer

