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2
3 1. Monthly Product Sales Report
4
5 SELECT
6     MONTHNAME(s.date) AS month,
7     p.product,
8     p.variant,
9     s.sold_quantity,
10    ROUND(g.gross_price, 2) AS gross_price,
11    ROUND(s.sold_quantity * g.gross_price, 2) AS gross_price_total
12 FROM fact_sales_monthly s
13 JOIN dim_product p ON s.product_code = p.product_code
14 JOIN fact_gross_price g
15     ON g.product_code = s.product_code
16     AND g.fiscal_year = get_fiscal_year(s.date)
17 WHERE s.customer_code = 90002002
18     AND get_fiscal_year(s.date) = 2021
19 ORDER BY s.date ASC
20 LIMIT 1000000;
21
22
23 -----
24
25
26 2. Total Gross Price per Date
27
28 SELECT
29     MONTHNAME(s.date) AS month,
30     ROUND(SUM(s.sold_quantity * g.gross_price), 2) AS gross_price_total
31 FROM fact_sales_monthly s
32 JOIN fact_gross_price g
33     ON g.product_code = s.product_code
34     AND g.fiscal_year = get_fiscal_year(s.date)
35 WHERE s.customer_code = 90002002
36 GROUP BY s.date
37 ORDER BY s.date ASC;
38
39 -----
40
41
42 3. Total Gross Price per Fiscal Year
43
44 SELECT
45     g.fiscal_year,
46     ROUND(SUM(s.sold_quantity * g.gross_price) / 1000000, 2) AS gross_price_total_mln
47 FROM fact_sales_monthly s
48 JOIN fact_gross_price g
49     ON s.product_code = g.product_code
50     AND get_fiscal_year(s.date) = g.fiscal_year
51 WHERE s.customer_code = 90002002
52 GROUP BY g.fiscal_year;
53
54 -----
55
56 4. Top 5 Customers by Net Sales (FY 2021)
57
58 SELECT
59     c.customer,
60     ROUND(SUM(s.net_sales) / 1000000, 2) AS net_sales_mln
61 FROM gdb0041.net_sales s
62 JOIN dim_customer c ON s.customer_code = c.customer_code
63 WHERE s.fiscal_year = 2021
64 GROUP BY c.customer
65 ORDER BY net_sales_mln DESC
66 LIMIT 5;
67 5. Top 5 Markets by Net Sales (FY 2021)
68 sql
69 Copy

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70 Edit
71 SELECT
72     market,
73     ROUND(SUM(net_sales) / 1000000, 2) AS net_sales_mln
74 FROM gdb0041.net_sales
75 WHERE fiscal_year = 2021
76 GROUP BY market
77 ORDER BY net_sales_mln DESC
78 LIMIT 5;
79
80 -----
81
82
83 6. Top 10 Customers by Net Sales % Contribution (FY 2021)
84
85
86 WITH cte AS (
87     SELECT
88         c.customer,
89         ROUND(SUM(s.net_sales) / 1000000, 2) AS net_sales_mln
90     FROM gdb0041.net_sales s
91     JOIN dim_customer c ON s.customer_code = c.customer_code
92     WHERE s.fiscal_year = 2021
93     GROUP BY c.customer
94 )
95 SELECT
96     *,
97     ROUND(net_sales_mln * 100 / SUM(net_sales_mln) OVER (), 2) AS net_sales_perc
98 FROM cte
99 ORDER BY net_sales_perc DESC
100 LIMIT 10;
101
102 -----
103
104
105 7. APAC Region - Net Sales Breakdown by Customer (FY 2021)
106
107 WITH cte AS (
108     SELECT
109         c.customer,
110         SUM(s.net_sales) AS net_sales
111     FROM net_sales s
112     JOIN dim_customer c ON s.customer_code = c.customer_code
113     WHERE s.fiscal_year = 2021
114         AND c.region = 'APAC'
115     GROUP BY c.customer
116 )
117 SELECT
118     customer,
119     ROUND(net_sales * 100 / SUM(net_sales) OVER (), 2) AS net_sales_perc
120 FROM cte
121 ORDER BY net_sales_perc DESC
122 LIMIT 10;
123
124 -----
125
126 8. Top 2 Markets by Gross Sales in Each Region (FY 2021)
127
128 WITH cte1 AS (
129     SELECT
130         c.region,
131         c.market,
132         SUM(g.gross_price_total) AS gross_sales_total
133     FROM gdb0041.`gross sales` g
134     JOIN dim_customer c ON g.customer_code = c.customer_code
135     GROUP BY c.region, c.market
136 ),
137 cte2 AS (
138     SELECT *,

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139         DENSE_RANK() OVER (PARTITION BY region ORDER BY gross_sales_total DESC) AS rnk
140     FROM cte1
141 )
142 SELECT *
143 FROM cte2
144 WHERE rnk <= 2;
145
146 -----
147
148 9. Forecast Accuracy Report (FY 2021)
149
150 WITH forecast_err_table AS (
151     SELECT
152         s.customer_code,
153         c.customer AS customer_name,
154         c.market,
155         SUM(s.sold_quantity) AS total_sold_qty,
156         SUM(s.forecast_quantity) AS total_forecast_qty,
157         SUM(s.forecast_quantity - s.sold_quantity) AS net_error,
158         ROUND(SUM(s.forecast_quantity - s.sold_quantity) * 100 /
159             SUM(s.forecast_quantity), 1) AS net_error_pct,
160         SUM(ABS(s.forecast_quantity - s.sold_quantity)) AS abs_error,
161         ROUND(SUM(ABS(s.forecast_quantity - s.sold_quantity)) * 100 /
162             SUM(s.forecast_quantity), 2) AS abs_error_pct
163     FROM fact_act_est s
164     JOIN dim_customer c ON s.customer_code = c.customer_code
165     WHERE s.fiscal_year = 2021
166     GROUP BY s.customer_code, c.customer, c.market
167 )
168 SELECT *,
169     IF(abs_error_pct > 100, 0, 100.0 - abs_error_pct) AS forecast_accuracy
170 FROM forecast_err_table
171 ORDER BY forecast_accuracy DESC;

```