SALES TABLES AND DETAILS:

SBU >>ZONE>>REGION>>SA
NW
SE
N
W

Retail >> MS,HSD,DEF etc

What are the sales happened in the retail sbu
Top five product for the last one week in retail

We are having three tables for Sales and Industry Performance.
1. MOM_DAY_LEVEL_DATA >> This is for the Sales Data of HPCL.
   a. In this we have Actual Sales - which comprises to the sales of the current FY[Financial year]
   b. Historical Sales >> which comprises to the sales of the previous GY
   c. For eg: If the ask is "Need sales of the current FY" . Current FY is 2025-2026 and Previous FY is 2024-2025

MOM_DAY_LEVEL_DATA

 Schema :

column_name	data_type	character_maximum_length	is_nullable	column_default
ORGSBUCD	text	NULL	YES	NULL
SBU_Name	text	NULL	YES	NULL
ORGZONECD	text	NULL	YES	NULL
Zone_Name	text	NULL	YES	NULL
ORGROCD	text	NULL	YES	NULL
Region_Name	text	NULL	YES	NULL
ORGSACD	text	NULL	YES	NULL
SalesArea_Name	text	NULL	YES	NULL

PRODUCTCODE	text	NULL	YES	NULL
ProductName	text	NULL	YES	NULL
CURFISCALYEAR	text	NULL	YES	NULL
FISCALYEAR	text	NULL	YES	NULL
YEARMONTH	text	NULL	YES	NULL
NETWEIGHT_UOM	text	NULL	YES	NULL
NETWEIGHT_KG	double precision	NULL	YES	NULL
NETWEIGHT_TMT	double precision	NULL	YES	NULL
fiscal_year	text	NULL	YES	NULL
engine_id	text	NULL	YES	NULL
month_name	text	NULL	YES	NULL
DAY_ID	date	NULL	YES	NULL
DISTRIBUTION_CHANNEL_CD	text	NULL	YES	NULL
MATERIAL_GROUP_CD	text	NULL	YES	NULL

Columns Description:

Columns	Description
ORGSBUCD	Organizational SBU (Strategic Business Unit) Code — unique identifier for the business unit.
SBU_Name	Name of the Strategic Business Unit (e.g. Retail,LPG, etc.)
ORGZONECD	Zone Code — internal code for a geographical sales zone (e.g., "North", "South").
Zone_Name	Name of the Zones
ORGROCD	Region Code — sub-area within a zone.
Region_Name	Name of the region corresponding to the region code.
ORGSACD	Sales Area Code — smaller division within a region
SalesArea_Name	Name of the sales area.
PRODUCTCODE	Unique code for the product or material.
ProductName	Name of the product(eg:HSD,MS)

CURFISCALYEAR	Current fiscal year (e.g., "2025-26").
FISCALYEAR	Fiscal year of the record
YEARMONTH	Year and month combined in a format like "202406" (for June 2024).
NETWEIGHT_UOM	Unit of measure used for net weight (e.g., "KG", "TMT").
NETWEIGHT_KG	Net weight of the product sold in kilograms.
NETWEIGHT_TMT	Net weight in Tons per Metric Ton
fiscal_year	Fiscal year of the record
month_name	Month names of the record
DAY_ID	Date
DISTRIBUTION_CHANNEL_CD	This column specifies the classification of how the product reaches the customer
MATERIAL_GROUP_CD	Based on the characteristics and usage of the product material groups are defined

M60_LEVEL_METADATA :

Schema:

column_name	data_type	character_maximum_length	is_nullable	column_default
SBU	text	NULL	YES	NULL
SBU_Name	text	NULL	YES	NULL
ZONE	text	NULL	YES	NULL
Zone_Name	text	NULL	YES	NULL
REGION	text	NULL	YES	NULL
Region_Name	text	NULL	YES	NULL
SA	text	NULL	YES	NULL

SalesArea_Name	text	NULL	YES	NULL
PRODUCT	text	NULL	YES	NULL
ProductName	text	NULL	YES	NULL
UOM	text	NULL	YES	NULL
INVOICE_DT	double precision	NULL	YES	NULL
TARGET_QTY_KL	double precision	NULL	YES	NULL
TARGET_QTY_TMT	double precision	NULL	YES	NULL
fiscal_year	text	NULL	YES	NULL
CUR_FISCAL_YEAR	double precision	NULL	YES	NULL
ORGSBUCD	text	NULL	YES	NULL
ORGSBUNAME	text	NULL	YES	NULL
ORGZONECD	text	NULL	YES	NULL
ORGZONENAME	text	NULL	YES	NULL
ORGROCD	text	NULL	YES	NULL
ORGRONAME	text	NULL	YES	NULL
ORGSACD	text	NULL	YES	NULL
ORGSANAME	text	NULL	YES	NULL
PRODUCTCODE	text	NULL	YES	NULL
MATERIALGROUPNAME	text	NULL	YES	NULL
CURFISCALYEAR	double precision	NULL	YES	NULL
FISCALYEAR	text	NULL	YES	NULL
YEARMONTH	double precision	NULL	YES	NULL
NETWEIGHT_UOM	text	NULL	YES	NULL
NETWEIGHT_KG	double precision	NULL	YES	NULL

NETWEIGHT_TMT	double precision	NULL	YES	NULL
Total_Days_Till_PresentDay	bigint	NULL	YES	NULL
Number_Of_Sundays_Till_Present Day	bigint	NULL	YES	NULL
TARGET_ROUND	double precision	NULL	YES	NULL
Actual_ROUND	double precision	NULL	YES	NULL
FinalSum	double precision	NULL	YES	NULL
FinalActualSum	double precision	NULL	YES	NULL
MaxPendingDays	bigint	NULL	YES	NULL
Working_Days_Till_PresentDay_ WithoutSundays	bigint	NULL	YES	NULL
Rate_Per_Day_Required_MMT	double precision	NULL	YES	NULL
Rate_per_day_current_MMT	double precision	NULL	YES	NULL
Total_Days_in_FY	bigint	NULL	YES	NULL
Pending_Days	bigint	NULL	YES	NULL
month_year	bigint	NULL	YES	NULL
month_name	text	NULL	YES	NULL
fy_month	bigint	NULL	YES	NULL
year_monthname	timestamp without time zone	NULL	YES	NULL
Target_Quantity_TMTT	text	NULL	YES	NULL
Prediction_Value	double precision	NULL	YES	NULL
Act_Tgt_Achievement	double precision	NULL	YES	NULL
Zone_Region_Achievement	double precision	NULL	YES	NULL
Product_Achievement	double precision	NULL	YES	NULL

engine_id	text	NULL	YES	NULL

Columns Description:

Columns	Description
UOM	Unit of Measure (e.g. KG, TMT, KL).
INVOICE_DT	Date of the invoice (sales transaction date).
TARGET_QTY_KL	Target sales quantity in kiloliters.
TARGET_QTY_TMT	Target sales quantity in tons per metric ton.
fiscal_year	Fiscal year of the record.
CUR_FISCAL_YEAR	Current Fiscal year of the record.
ORGSBUCD	Organizational SBU code.
ORGSBUNAME	Name of the Strategic Business Unit.
ORGZONECD	Organizational Zone code.
ORGZONENAME	Organizational Zone name.
ORGROCD	Organizational Region code.
ORGRONAME	Organizational Region name.
ORGSACD	Organizational Sales Area code.
ORGSANAME	Organizational Sales Area name.
PRODUCTCODE	Another field for product code.
MATERIALGROUPNAME	Material group name the product belongs to
CURFISCALYEAR	Current Fiscal year of the record.
FISCALYEAR	Fiscal year of the record.
YEARMONTH	Concatenated year and month
NETWEIGHT_UOM	Unit of measure used in net weight calculations.
NETWEIGHT_KG	Net weight in kilograms.
NETWEIGHT_TMT	Net weight in tons per metric ton.
Total_Days_Till_PresentDay	Net weight in tons per metric ton.
Number_Of_Sundays_Till_Present Day	Count of Sundays from fiscal start to today.
TARGET_ROUND	Rounded or simplified target quantity
Actual_ROUND	Rounded or cumulative actual quantity
FinalSum	Final sum of values, possibly across multiple periods.

FinalActualSum	Final sum of actual sales quantities.
MaxPendingDays	Maximum number of pending days
Working_Days_Till_PresentDay_WithoutSundays	Count of working days excluding Sundays.
Rate_Per_Day_Required_MMT	Daily sales rate required to meet the target (in MMT).
Rate_per_day_current_MMT	Actual daily sales rate being achieved currently.
Total_Days_in_FY	Total number of days in the fiscal year.
Pending_Days	Number of days remaining in the fiscal year.
month_year	Month and year together
month_name	Full name of the month
fy_month	Fiscal month index (e.g. 01 for April if FY starts in April).
year_monthname	Full year and month name (e.g. "June 2024").
Target_Quantity_TMTT	Alternate or extended version of target quantity in TMT.
Prediction_Value	Forecasted or predicted sales quantity.
Act_Tgt_Achievement	Actual vs Target achievement percentage.
Zone_Region_Achievement	Achievement percentage grouped by zone and region.
Product_Achievement	Achievement percentage grouped by product.

INDUSTRY_PERFORMANCE

Schema:

column_name	data_type	character_maximum_length	is_nullable	column_default
prod1_1	character varying	NULL	YES	NULL
category	character varying	NULL	YES	NULL
sbu_name	character varying	NULL	YES	NULL
statename	character varying	NULL	YES	NULL
company_name	character varying	NULL	YES	NULL

distname	character varying	NULL	YES	NULL
prod2	character varying	NULL	YES	NULL
comname	character varying	NULL	YES	NULL
psu_pvt	character varying	NULL	YES	NULL
statecode	character varying	NULL	YES	NULL
orgrocd	character varying	NULL	YES	NULL
dist	character varying	NULL	YES	NULL
productname_org	character varying	NULL	YES	NULL
total	numeric	NULL	YES	NULL
distcode	character varying	NULL	YES	NULL
comcode	integer	NULL	YES	NULL
code	character varying	NULL	YES	NULL
productcode	integer	NULL	YES	NULL
zone_name	character varying	NULL	YES	NULL
region_name	character varying	NULL	YES	NULL
newcode	character varying	NULL	YES	NULL
fiscal_year	character varying	NULL	YES	NULL
coname	character varying	NULL	YES	NULL
month_name	character varying	NULL	YES	NULL

netweight_tmt	numeric	NULL	YES	NULL
com_type	character varying	NULL	YES	NULL
productname	character varying	NULL	YES	NULL
prod1	character varying	NULL	YES	NULL
entity_id	character varying	NULL	YES	NULL
updated_at	timestamp without time zone	NULL	YES	NULL
created_at	timestamp without time zone	NULL	YES	NULL

Columns Description:

Columns	Description
prod1_1	Sub-category or variant under product hierarchy level 1.
category	Product or sales category (e.g., Cement, Rod, etc.).
sbu_name	Strategic Business Unit name under which the product or sale falls.
statename	Name of the Indian state .
company_name	Full name of the company associated with the sale or distribution.
distname	Distributor name handling product sales in a region.
prod2	Sub-category or product hierarchy level 2 .
comname	Common or simplified company name .
psu_pvt	Type of company: Public Sector Unit (PSU) or Private.
statecode	Code representing the state (short form or numeric).
orgrocd	Organizational region code.
dist	Possibly a short name or alias for the distributor.
productname_org	Original or full product name from master database.
total	Total quantity or sales amount .

distcode	Code assigned to the distributor.
comcode	Code assigned to the company.
code	Generic code that might reference company, distributor, or product
productcode	Code uniquely identifying a product.
zone_name	Name of the sales zone.
region_name	Name of the sales region.
newcode	Possibly a modified or updated version of an older code field.
fiscal_year	Fiscal year the record belongs to (e.g. 2024-25).
coname	Abbreviated or alternate company name (short form of company_name).
month_name	Name of the month (e.g., "June").
netweight_tmt	Net quantity sold in metric tons (TMT).
com_type	Company type (e.g., Manufacturer, Distributor, Retailer).
productname	Standardized name of the product.
prod1	Product hierarchy level 1 (e.g., Cement, Steel).
entity_id	Internal ID representing a unique record (primary key or UUID).
updated_at	Timestamp when the record was last updated.
created_at	Timestamp when the record was created.

Table Constraints

1. M60_LEVEL_METADATA (Target Data)

This table is used to store **target values** for performance analysis.
 Whenever a query is generated using NLP or any automated process, the following default constraints **must always be applied**:

```
"SBU_Name" != '0'
AND "SBU_Name" NOT IN ('Common', 'Mumbai Ref', 'Renewable Energy', 'Visakh Ref')
```

Example Query:

```
SELECT
    ROUND(SUM("M60_LEVEL_METADATA"."TARGET_QTY_TMT")::numeric, 2) AS
"TARGET_TMT_SALES",
    month_name
FROM "M60_LEVEL_METADATA"
```

```
WHERE
    "SBU_Name" != '0'
    AND "SBU_Name" NOT IN ('Common', 'Mumbai Ref', 'Renewable Energy', 'Visakh
Ref')
    AND "year_monthname"::DATE BETWEEN '2025-04-01' AND '2025-10-06'
GROUP BY
    month_name;
```

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2. MOM_DAY_LEVEL_DATA (Actual Data)

This table is used to store **actual sales data**.
 The same constraints are applied by default in all queries to maintain data consistency with target calculations:

```
"SBU_Name" != '0'
AND "SBU_Name" NOT IN ('Common', 'Mumbai Ref', 'Renewable Energy', 'Visakh
Ref')
```

Example Query:

```
SELECT
    ROUND(SUM("MOM_DAY_LEVEL_DATA"."NETWEIGHT_TMT")::numeric, 2) AS
"ACTUAL_TMT_SALES",
    month_name
FROM "MOM_DAY_LEVEL_DATA"
WHERE
    "SBU_Name" != '0'
    AND "SBU_Name" NOT IN ('Common', 'Mumbai Ref', 'Renewable Energy', 'Visakh
Ref')
    AND "DAY_ID"::DATE BETWEEN '2025-04-01' AND '2025-10-06'
GROUP BY
    month_name;
```

Note:
 These constraints ensure that invalid or non-relevant SBUs (like *Common*, *Mumbai Ref*, *Renewable Energy*, and *Visakh Ref*) are excluded from both **Target** and **Actual** data calculations.