-- Query to provide the list of markets in which customer "Atliq Exclusive" operates its business in the APAC region.

select distinct(market)

from dim\_customer

where customer = "Atliq Exclusive" and region = "APAC";

-- What is the percentage of unique product increase in 2021 vs. 2020?

-- The final output contains these fields

-- unique\_products\_2020, unique\_products\_2021, percentage\_chg

with cte1 as (

select count(distinct(product\_code))

from fact\_sales\_monthly

where fiscal\_year = 2020

),

cte2 as (

select count(distinct(product\_code))

from fact\_sales\_monthly

where fiscal\_year = 2021

)

select

(select \* from cte1) as unique\_products\_2020,

(select \* from cte2) as unique\_products\_2021,

round(((select \* from cte2) - (select \* from cte1)) \* 100 / (select \* from cte1),2) as percentage\_change;

-- Provide a report with all the unique product counts for each segment and sort them in descending order of product counts.

-- The final output contains 2 fields -> segment, product\_count

select

segment,

count(product) as product\_count

from dim\_product

group by segment

order by product\_count desc;

-- Which segment had the most increase in unique products in 2021 vs 2020?

-- The final output contains these fields -> segment, product\_count\_2020, product\_count\_2021, difference

with cte as (

select

p.segment,

count(distinct case when s.fiscal\_year = 2020 then s.product\_code end) as product\_count\_2020,

count(distinct case when s.fiscal\_year = 2021 then s.product\_code end) as product\_count\_2021

from fact\_sales\_monthly s

join dim\_product p

on s.product\_code = p.product\_code

group by p.segment

)

select

\*,

(product\_count\_2021 - product\_count\_2020) as difference

from cte;

-- Get the products that have the highest and lowest manufacturing costs.

-- The final output should contain these fields -> product\_code, product, manufacturing\_cost

select

m.product\_code,

p.product,

m.manufacturing\_cost

from fact\_manufacturing\_cost m

join dim\_product p

on

m.product\_code = p.product\_code

where manufacturing\_cost in

((select max(manufacturing\_cost) from fact\_manufacturing\_cost),

(select min(manufacturing\_cost) from fact\_manufacturing\_cost))

order by manufacturing\_cost desc;

-- Generate a report which contains the top 5 customers who received an average high pre\_invoice\_discount\_pct for the fiscal year 2021 and in the Indian market.

-- The final output contains these fields -> customer\_code, customer, average\_discount\_percentage

select

d.customer\_code,

c.customer,

round(avg(d.pre\_invoice\_discount\_pct),2) as average\_discount\_percentage

from dim\_customer c

join fact\_pre\_invoice\_deductions d

on

c.customer\_code = d.customer\_code

where d.fiscal\_year = 2021 and c.market = "India"

group by d.customer\_code, c.customer

order by average\_discount\_percentage desc

limit 5;

-- Get the complete report of the Gross sales amount for the customer “Atliq Exclusive” for each month .

-- This analysis helps to get an idea of low and high-performing months and take strategic decisions.

-- The final report contains these columns -> Month, Year, Gross sales Amount

select

month(s.date) as Month,

s.fiscal\_year as Year,

round(sum(s.sold\_quantity\*g.gross\_price),2) as Gross\_sales\_Amount

from fact\_sales\_monthly s

join fact\_gross\_price g

on

g.fiscal\_year = s.fiscal\_year

join dim\_customer c

on

c.customer\_code = s.customer\_code

where c.customer = "Atliq Exclusive"

group by month,s.fiscal\_year;

-- In which quarter of 2020, got the maximum total\_sold\_quantity?

-- The final output contains these fields sorted by the total\_sold\_quantity, Quarter total\_sold\_quantity

with cte as (SELECT

case

when month(date) in (9,10,11) then 'Q1'

when month(date) in(12,1,2) then 'Q2'

when month(date) in (3,4,5) then 'Q3'

when month(date) in (6,7,8) then 'Q4 '

end as quarter ,

sum(sold\_quantity) as total\_sold\_quantity from fact\_sales\_monthly

where fiscal\_year=2020

group by quarter)

select \* from cte

order by total\_sold\_quantity desc;

-- Which channel helped to bring more gross sales in the fiscal year 2021 and the percentage of contribution?

-- The final output contains these fields -> channel, gross\_sales\_mln, percentage

with cte as (

SELECT

c.channel,

round(sum((s.sold\_quantity\*g.gross\_price)/100000),2) as gross\_sales\_mln

FROM fact\_sales\_monthly s

join dim\_customer c on s.customer\_code=c.customer\_code

join fact\_gross\_price g on g.product\_code=s.product\_code

where s.fiscal\_year = 2021

group by c.channel)

select

channel ,

gross\_sales\_mln,

round(gross\_sales\_mln/(select sum(gross\_sales\_mln) from cte)\*100,2) as percentage

from cte

order by gross\_sales\_mln desc;

-- Get the Top 3 products in each division that have a high total\_sold\_quantity in the fiscal\_year 2021?

-- The final output contains these fields, division product\_code product total\_sold\_quantity rank\_order

with cte as (

SELECT p.division,p.product\_code,p.product,sum(s.sold\_quantity) as total\_sold\_quantity,

rank() over(partition by division order by sum(s.sold\_quantity) desc) as rank\_order

FROM gdb023.fact\_sales\_monthly s

join dim\_product p on p.product\_code=s.product\_code

where fiscal\_year=2021

group by p.division,p.product\_code,p.product)

select \* from cte

where rank\_order in (1,2,3)

order by division,rank\_order;