

```
select distinct F.customerid , F.recency, F.frequency, F.monetary, F.r_score, F.fm_score,
```

```
Case
```

```
when F.r_score >= 5 and F.fm_score >= 5
```

```
or F.r_score >= 5 and F.fm_score =4
```

```
or F.r_score = 4 and F.fm_score >= 5 then 'Champions'
```

```
when F.r_score >= 5 and F.fm_score = 2
```

```
or F.r_score = 4 and F.fm_score = 2
```

```
or F.r_score = 3 and F.fm_score = 3
```

```
or F.r_score = 4 and F.fm_score >= 3 then 'Potential Loyalists'
```

```
when F.r_score >= 5 and F.fm_score = 3
```

```
or F.r_score = 4 and F.fm_score = 4
```

```
or F.r_score = 3 and F.fm_score >= 5
```

```
or F.r_score = 3 and F.fm_score >= 4 then 'Loyal Customers'
```

```
when F.r_score >= 5 and F.fm_score = 1 then 'Recent Customers'
```

```
when F.r_score = 4 and F.fm_score = 1
```

```
or F.r_score = 3 and F.fm_score = 1 then 'Promising'
```

```
when F.r_score = 3 and F.fm_score = 2
```

```
or F.r_score = 2 and F.fm_score = 3
```

```
or F.r_score = 2 and F.fm_score = 2 then 'Customers Needing Attention'
```

```
when F.r_score = 2 and F.fm_score >= 5
```

```
or F.r_score = 2 and F.fm_score = 4
```

```
or F.r_score = 1 and F.fm_score = 3 then 'At Risk'
```

```
when F.r_score = 1 and F.fm_score >= 5
or F.r_score = 1 and F.fm_score = 4 then 'Cant Lose Them'
```

```
when F.r_score = 1 and F.fm_score = 2
or F.r_score = 2 and F.fm_score = 1 then 'Hibernating'
```

```
when F.r_score = 1 and F.fm_score <= 1 then 'Lost'
End cust_segment
```

```
from (select distinct L.customerid , L.recency, L.frequency, L.monetary,
NTILE(5) over( order by L.recency desc ) as r_score ,
Avg((L.frequency+L.monetary)/2) over(rows between current row and current row) ::numeric(10) as
fm_score
```

```
from (
with freq As (
select customerid , count(distinct invoiceno) as frequency
from online_retail
group by customerid
having customerid != ''),
```

```
recency As (select distinct X.customerid,
ceil(first_value((extract(day from (Y.reference_date - TO_TIMESTAMP(invoicedate,'mm-dd-yyyy
HH24:MI')))*24
```

```
+ extract(hour from (Y.reference_date -
TO_TIMESTAMP(invoicedate,'mm-dd-yyyy HH24:MI'))))/24)
```

```
over(partition by X.customerid order by X.invoicedate desc )) as recency
```

```
from (select max(TO_TIMESTAMP(invoicedate,'mm-dd-yyyy HH24:MI')) as reference_date
```

```
from online_retail where customerid != '') Y , online_retail X
```

```
where customerid != '')
```

```
select distinct O.customerid , freq.frequency , recency.recency
, sum(O.unitprice) over(partition by O.customerid) as monetary
from online_retail O join freq using(customerid)
join recency using(customerid)
where O.customerid != "      ) As L) F
where F.customerid in ('13256' , '15118', '12875', '13366', '17752', '14609', '15753', '16881')
```