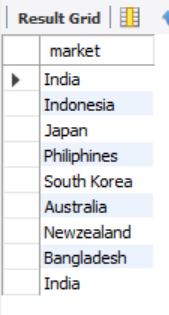
1. Provide the list of markets in which customer "Atliq Exclusive" operates its business in the APAC region.

SELECT market FROM

gdb023.dim\_customer

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



1. 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 unique\_products as(

Select

count(distinct case when fiscal\_year=2020 then product\_code end) as unique\_products\_2020,

count(distinct case when fiscal\_year=2021 then product\_code end) as unique\_products\_2021

from fact\_sales\_monthly)

select \*,

ROUND((unique\_products\_2021-unique\_products\_2020)\*100 / unique\_products\_2020,2) as per\_diff

from unique\_products;



1. 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,

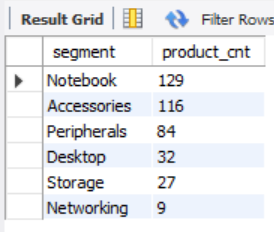
segment product\_count

SELECT segment, COUNT(Distinct product\_code) as product\_cnt

FROM gdb023.dim\_product

group by segment

order by product\_cnt DESC ;



1. Follow-up: 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 percentage\_change as(

Select

d.segment,

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

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

from fact\_sales\_monthly f

join dim\_product d

on f.product\_code=d.product\_code

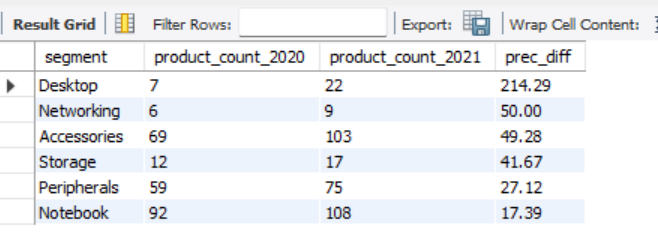
group by d.segment)

select \*,

round((product\_count\_2021-product\_count\_2020)\*100/product\_count\_2020,2) as prec\_diff

from percentage\_change

order by prec\_diff DESC;



1. Get the products that have the highest and lowest manufacturing costs. The final output should contain these fields,

product\_code

product

manufacturing\_cost

SELECT

fm.product\_code,product, manufacturing\_cost

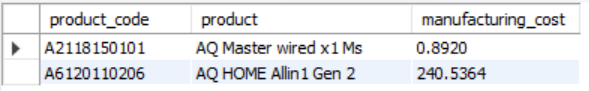
FROM fact\_manufacturing\_cost as fm

join dim\_product as dm

on dm.product\_code= fm.product\_code

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

or manufacturing\_cost=(select max(manufacturing\_cost) from fact\_manufacturing\_cost);



1. 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

f.customer\_code,

d.customer,

f.pre\_invoice\_discount\_pct as average\_discount\_percentage

FROM

fact\_pre\_invoice\_deductions AS f

JOIN

dim\_customer AS d ON d.customer\_code = f.customer\_code

WHERE

f.fiscal\_year = 2021

AND market = 'India'

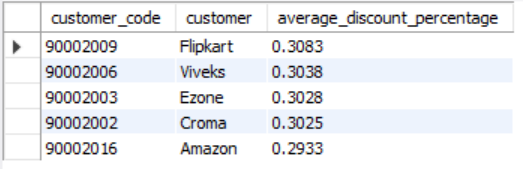
AND f.pre\_invoice\_discount\_pct > (SELECT

AVG(pre\_invoice\_discount\_pct)

FROM fact\_pre\_invoice\_deductions)

ORDER BY f.pre\_invoice\_discount\_pct DESC

LIMIT 5;



1. 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

dc.customer,

CONCAT(DATE\_FORMAT(fs.date, '%b'),' (',YEAR(fs.date),')') AS 'Month',

fs.fiscal\_year,

Round(SUM(fs.sold\_quantity \* fg.gross\_price),2) as gross\_sales\_amount

FROM

fact\_sales\_monthly fs JOIN

dim\_customer AS dc ON fs.customer\_code = dc.customer\_code

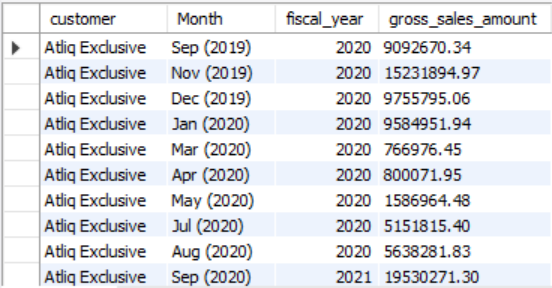
JOIN

fact\_gross\_price AS fg ON fg.product\_code = fs.product\_code

WHERE

dc.customer = 'Atliq Exclusive'

GROUP BY Month;



1. 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 Quarterly\_sold\_qty as(

SELECT

date,

fiscal\_year,

CONCAT('Q',QUARTER(DATE\_ADD(date, INTERVAL 4 MONTH))) AS fiscal\_quarter,

sold\_quantity

FROM

gdb023.fact\_sales\_monthly)

SELECT

fiscal\_quarter AS 'Quarter',

SUM(sold\_quantity) AS total\_sold\_quantity

FROM

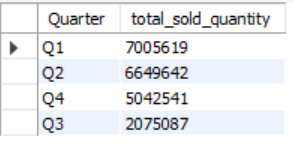
Quarterly\_sold\_qty

WHERE

fiscal\_year = 2020

GROUP BY fiscal\_quarter

ORDER BY total\_sold\_quantity DESC;



1. 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 gross\_sales as(

SELECT

dc.channel ,

fs.fiscal\_year,

Round(SUM(fs.sold\_quantity \* fg.gross\_price)/10000000,2) as gross\_sales\_amount\_mln

FROM

fact\_sales\_monthly fs JOIN

dim\_customer AS dc ON fs.customer\_code = dc.customer\_code

JOIN

fact\_gross\_price AS fg ON fg.product\_code = fs.product\_code

where fs.fiscal\_year=2021

GROUP BY channel

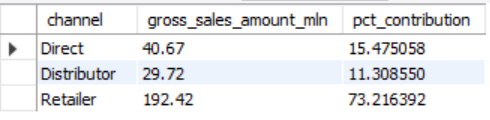
ORDER BY fs.fiscal\_year)

select channel, gross\_sales\_amount\_mln,

(sum(gross\_sales\_amount\_mln)/(select SUM(gross\_sales\_amount\_mln) from gross\_sales))\*100 as pct\_contribution

from gross\_sales

group by channel;



1. 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 top\_products as (

select

d.division,

d.product\_code,

d.product,

d.variant,

sum(f.sold\_quantity) as sold\_qty,

dense\_rank() over(partition by division order by sum(f.sold\_quantity) desc) as product\_ranking

from fact\_sales\_monthly as f

join dim\_product as d

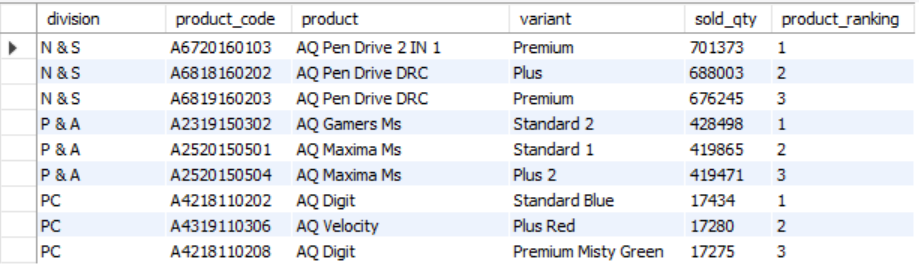
on f.product\_code=d.product\_code

where f.fiscal\_year=2021

group by division,product,variant)

select \*

from top\_products where product\_ranking<=3;



with top\_products as (select

d.division,

d.product\_code,

d.product,

sum(f.sold\_quantity) as sold\_qty,

dense\_rank() over(partition by division order by sum(f.sold\_quantity) desc) as product\_ranking

from fact\_sales\_monthly as f

join dim\_product as d

on f.product\_code=d.product\_code

where f.fiscal\_year=2021

group by product)

select \*

from top\_products where product\_ranking<=5;

